

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## MANAGEMENT REPORT

### Management's Responsibility for Financial Reporting

The accompanying financial statements have been prepared by Mackenzie Financial Corporation, as Manager of Mackenzie Conservative Income ETF Portfolio (the "Fund"). The Manager is responsible for the integrity, objectivity and reliability of the data presented. This responsibility includes selecting appropriate accounting principles and making judgments and estimates consistent with International Financial Reporting Standards. The Manager is also responsible for the development of internal controls over the financial reporting process, which are designed to provide reasonable assurance that relevant and reliable financial information is produced.

The Board of Directors (the "Board") of Mackenzie Financial Corporation is responsible for reviewing and approving the financial statements and overseeing the Manager's performance of its financial reporting responsibilities. The Board is assisted in discharging this responsibility by an Audit Committee, which reviews the financial statements and recommends them for approval by the Board. The Audit Committee also meets regularly with the Manager, internal auditors and external auditors to discuss internal controls over the financial reporting process, auditing matters and financial reporting issues.

Deloitte LLP is the external auditor of the Fund. It is appointed by the Board. The external auditor has audited the financial statements in accordance with Canadian generally accepted auditing standards to enable it to express to the securityholders its opinion on the financial statements. Its report is set out below.

On behalf of Mackenzie Financial Corporation,  
Manager of the Fund



Barry McInerney  
President and Chief Executive Officer



Terry Rountes  
Chief Financial Officer, Funds

June 7, 2018

## INDEPENDENT AUDITOR'S REPORT

To the Securityholders of Mackenzie Conservative Income ETF Portfolio (the "Fund")

We have audited the accompanying financial statements of the Fund which comprise the statement of financial position as at March 31, 2018, the statement of comprehensive income, statement of changes in financial position and statement of cash flows for the period then ended, as indicated in Note 1, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Fund as at March 31, 2018, and its financial performance and its cash flows for the period then ended, as indicated in Note 1, in accordance with International Financial Reporting Standards.



Chartered Professional Accountants, Licensed Public Accountants

Toronto, Canada

June 7, 2018



MACKENZIE  
Investments

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## STATEMENT OF FINANCIAL POSITION

*In thousands (except per security figures)  
As at March 31*

	2018 \$		2018 \$
<b>ASSETS</b>		<b>Net assets attributable to securityholders per security (note 3)</b>	
<b>Current assets</b>		<b>Series A</b>	<b>9.93</b>
Investments at fair value	1,139	<b>Series AR</b>	<b>9.92</b>
Cash and cash equivalents	–	<b>Series D</b>	<b>9.94</b>
Accounts receivable for investments sold	–	<b>Series F</b>	<b>9.94</b>
Accounts receivable for securities issued	172	<b>Series F5</b>	<b>14.79</b>
<b>Total assets</b>	<b>1,311</b>	<b>Series FB</b>	<b>9.94</b>
		<b>Series FB5</b>	<b>14.78</b>
<b>LIABILITIES</b>		<b>Series O</b>	<b>9.95</b>
<b>Current liabilities</b>		<b>Series PW</b>	<b>9.93</b>
Bank indebtedness	44	<b>Series PWF</b>	<b>9.95</b>
Accounts payable for investments purchased	20	<b>Series PWF5</b>	<b>14.79</b>
Accounts payable for securities redeemed	–	<b>Series PWFB</b>	<b>9.95</b>
Unrealized losses on derivative contracts	–	<b>Series PWFB5</b>	<b>14.79</b>
<b>Total liabilities</b>	<b>64</b>	<b>Series PWT5</b>	<b>14.78</b>
<b>Net assets attributable to securityholders</b>	<b>1,247</b>	<b>Series PWX</b>	<b>9.95</b>
<b>Net assets attributable to securityholders per series (note 3)</b>		<b>Series PWX5</b>	<b>14.80</b>
<b>Series A</b>	<b>389</b>	<b>Series T5</b>	<b>14.76</b>
<b>Series AR</b>	<b>1</b>		
<b>Series D</b>	<b>1</b>		
<b>Series F</b>	<b>232</b>		
<b>Series F5</b>	<b>1</b>		
<b>Series FB</b>	<b>13</b>		
<b>Series FB5</b>	<b>1</b>		
<b>Series O</b>	<b>44</b>		
<b>Series PW</b>	<b>557</b>		
<b>Series PWF</b>	<b>1</b>		
<b>Series PWF5</b>	<b>1</b>		
<b>Series PWFB</b>	<b>1</b>		
<b>Series PWFB5</b>	<b>1</b>		
<b>Series PWT5</b>	<b>1</b>		
<b>Series PWX</b>	<b>1</b>		
<b>Series PWX5</b>	<b>1</b>		
<b>Series T5</b>	<b>1</b>		

The accompanying notes are an integral part of these financial statements.



**MACKENZIE**  
Investments

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## STATEMENT OF COMPREHENSIVE INCOME

For the period ended March 31 (note 1)  
In thousands (except per security figures)

	2018 \$		2018 \$
<b>Income</b>		<b>Increase (decrease) in net assets attributable to securityholders from operations per security</b>	
Dividends	3	Series A	0.01
Other changes in fair value of investments		Series AR	(0.08)
Net realized gain (loss)	—	Series D	(0.06)
Net unrealized gain (loss)	—	Series F	0.03
<b>Total income (loss)</b>	<b>3</b>	Series F5	(0.08)
		Series FB	0.08
<b>Expenses (note 6)</b>		Series FB5	(0.09)
Management fees	1	Series O	0.00
Commissions and other portfolio transaction costs	1	Series PW	(0.02)
Independent Review Committee fees	—	Series PWF	(0.05)
<b>Expenses before amounts absorbed by Manager</b>	<b>2</b>	Series PWF5	(0.08)
Expenses absorbed by Manager	—	Series PWFB	(0.05)
<b>Net expenses</b>	<b>2</b>	Series PWFB5	(0.08)
<b>Increase (decrease) in net assets attributable to securityholders from operations before tax</b>	<b>1</b>	Series PWT5	(0.10)
Foreign withholding taxes	—	Series PWX	(0.05)
Foreign income taxes paid (recovered)	—	Series PWX5	(0.07)
<b>Increase (decrease) in net assets attributable to securityholders from operations</b>	<b>1</b>	Series T5	(0.11)
<b>Increase (decrease) in net assets attributable to securityholders from operations per series</b>			
Series A	—		
Series AR	—		
Series D	—		
Series F	1		
Series F5	—		
Series FB	—		
Series FB5	—		
Series O	—		
Series PW	—		
Series PWF	—		
Series PWF5	—		
Series PWFB	—		
Series PWFB5	—		
Series PWT5	—		
Series PWX	—		
Series PWX5	—		
Series T5	—		

The accompanying notes are an integral part of these financial statements.



**MACKENZIE**  
Investments

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## STATEMENT OF CHANGES IN FINANCIAL POSITION

For the period ended March 31 (note 1)  
In thousands

	2018 Series A	2018 Series AR	2018 Series D	2018 Series F	2018 Series F5
<b>NET ASSETS ATTRIBUTABLE TO SECURITYHOLDERS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Beginning of period	-	-	-	-	-
Increase (decrease) in net assets from operations	-	-	-	1	-
Distributions paid to securityholders:					
Investment income	-	-	-	-	-
Capital gains	-	-	-	-	-
Total distributions paid to securityholders	-	-	-	-	-
Security transactions:					
Proceeds from securities issued	790	1	1	231	1
Reinvested distributions	-	-	-	-	-
Value of securities redeemed	(401)	-	-	-	-
Total security transactions	389	1	1	231	1
<b>Total increase (decrease) in net assets</b>	<b>389</b>	<b>1</b>	<b>1</b>	<b>232</b>	<b>1</b>
<b>End of period</b>	<b>389</b>	<b>1</b>	<b>1</b>	<b>232</b>	<b>1</b>
<b>Increase (decrease) in fund securities (note 7):</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>
<b>Securities outstanding – beginning of period</b>	-	-	-	-	-
Issued	79	-	-	23	-
Reinvested distributions	-	-	-	-	-
Redeemed	(40)	-	-	-	-
<b>Securities outstanding – end of period</b>	<b>39</b>	<b>-</b>	<b>-</b>	<b>23</b>	<b>-</b>
	<b>Series FB</b>	<b>Series FB5</b>	<b>Series O</b>	<b>Series PW</b>	<b>Series PWF</b>
<b>NET ASSETS ATTRIBUTABLE TO SECURITYHOLDERS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Beginning of period	-	-	-	-	-
Increase (decrease) in net assets from operations	-	-	-	-	-
Distributions paid to securityholders:					
Investment income	-	-	-	-	-
Capital gains	-	-	-	-	-
Total distributions paid to securityholders	-	-	-	-	-
Security transactions:					
Proceeds from securities issued	13	1	44	557	1
Reinvested distributions	-	-	-	-	-
Value of securities redeemed	-	-	-	-	-
Total security transactions	13	1	44	557	1
<b>Total increase (decrease) in net assets</b>	<b>13</b>	<b>1</b>	<b>44</b>	<b>557</b>	<b>1</b>
<b>End of period</b>	<b>13</b>	<b>1</b>	<b>44</b>	<b>557</b>	<b>1</b>
<b>Increase (decrease) in fund securities (note 7):</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>
<b>Securities outstanding – beginning of period</b>	-	-	-	-	-
Issued	1	-	4	56	-
Reinvested distributions	-	-	-	-	-
Redeemed	-	-	-	-	-
<b>Securities outstanding – end of period</b>	<b>1</b>	<b>-</b>	<b>4</b>	<b>56</b>	<b>-</b>

The accompanying notes are an integral part of these financial statements.

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## STATEMENT OF CHANGES IN FINANCIAL POSITION (cont'd)

For the period ended March 31 (note 1)  
In thousands

	2018 Series PWF5	2018 Series PWFB	2018 Series PWF5	2018 Series PWT5
<b>NET ASSETS ATTRIBUTABLE TO SECURITYHOLDERS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Beginning of period	-	-	-	-
Increase (decrease) in net assets from operations	-	-	-	-
Distributions paid to securityholders:				
Investment income	-	-	-	-
Capital gains	-	-	-	-
Total distributions paid to securityholders	-	-	-	-
Security transactions:				
Proceeds from securities issued	1	1	1	1
Reinvested distributions	-	-	-	-
Value of securities redeemed	-	-	-	-
Total security transactions	1	1	1	1
<b>Total increase (decrease) in net assets</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>End of period</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>Increase (decrease) in fund securities (note 7):</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>
<b>Securities outstanding – beginning of period</b>	-	-	-	-
Issued	-	-	-	-
Reinvested distributions	-	-	-	-
Redeemed	-	-	-	-
<b>Securities outstanding – end of period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>Series PWX</b>	<b>Series PWX5</b>	<b>Series T5</b>	<b>Total</b>
<b>NET ASSETS ATTRIBUTABLE TO SECURITYHOLDERS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Beginning of period	-	-	-	-
Increase (decrease) in net assets from operations	-	-	-	1
Distributions paid to securityholders:				
Investment income	-	-	-	-
Capital gains	-	-	-	-
Total distributions paid to securityholders	-	-	-	-
Security transactions:				
Proceeds from securities issued	1	1	1	1,647
Reinvested distributions	-	-	-	-
Value of securities redeemed	-	-	-	(401)
Total security transactions	1	1	1	1,246
<b>Total increase (decrease) in net assets</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1,247</b>
<b>End of period</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1,247</b>
<b>Increase (decrease) in fund securities (note 7):</b>	<b>Securities</b>	<b>Securities</b>	<b>Securities</b>	
<b>Securities outstanding – beginning of period</b>	-	-	-	
Issued	-	-	-	
Reinvested distributions	-	-	-	
Redeemed	-	-	-	
<b>Securities outstanding – end of period</b>	<b>-</b>	<b>-</b>	<b>-</b>	

The accompanying notes are an integral part of these financial statements.

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## STATEMENT OF CASH FLOWS

*For the period ended March 31 (note 1)*  
*In thousands*

	2018
	\$
<b>Cash flows from operating activities</b>	
Net increase (decrease) in net assets attributable to securityholders from operations	1
Adjustments for:	
Net realized loss (gain) on investments	—
Change in net unrealized loss (gain) on investments	—
Purchase of investments	(1,130)
Proceeds from sale and maturity of investments	11
<b>Net cash from operating activities</b>	<b>(1,118)</b>
<b>Cash flows from financing activities</b>	
Proceeds from redeemable securities issued	1,074
Payments on redemption of redeemable securities	—
Distributions paid net of reinvestments	—
<b>Net cash from financing activities</b>	<b>1,074</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(44)</b>
Cash and cash equivalents at beginning of period	—
Effect of exchange rate fluctuations on cash and cash equivalents	—
<b>Cash and cash equivalents at end of period</b>	<b>(44)</b>
Cash	—
Cash equivalents	—
Bank indebtedness	(44)
<b>Cash and cash equivalents at end of period</b>	<b>(44)</b>
<b>Supplementary disclosures on cash flow from operating activities:</b>	
Dividends received	3
Foreign taxes paid	—
Interest received	—
Interest paid	—

*The accompanying notes are an integral part of these financial statements.*



**MACKENZIE**  
Investments

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## SCHEDULE OF INVESTMENTS

As at March 31, 2018

	Country	Sector	Par Value/ No. of Shares/Units	Average Cost (\$ 000s)	Fair Value (\$ 000s)
<b>EXCHANGE-TRADED FUNDS/NOTES</b>					
Mackenzie Canadian Aggregate Bond Index ETF	Canada	Exchange-Traded Funds/Notes	3,520	351	352
Mackenzie Canadian All Corporate Bond Index ETF	Canada	Exchange-Traded Funds/Notes	190	19	19
Mackenzie Canadian Equity Index ETF	Canada	Exchange-Traded Funds/Notes	1,470	139	139
Mackenzie Core Plus Canadian Fixed Income ETF	Canada	Exchange-Traded Funds/Notes	10,220	205	206
Mackenzie Global High Yield Fixed Income ETF	Canada	Exchange-Traded Funds/Notes	6,340	126	125
Mackenzie Maximum Diversification All World Developed ex North America Index ETF	Canada	Exchange-Traded Funds/Notes	2,110	49	49
Mackenzie Maximum Diversification Emerging Markets Index ETF	Canada	Exchange-Traded Funds/Notes	790	20	20
Mackenzie Maximum Diversification US Index ETF	Canada	Exchange-Traded Funds/Notes	3,190	78	78
Mackenzie US High Yield Bond Index ETF (CAD-Hedged)	Canada	Exchange-Traded Funds/Notes	1,150	113	112
Mackenzie US Investment Grade Corporate Bond Index ETF (CAD-Hedged)	Canada	Exchange-Traded Funds/Notes	400	40	39
<b>Total exchange-traded funds/notes</b>				<b>1,140</b>	<b>1,139</b>
Transaction costs				(1)	–
<b>Total investments</b>				<b>1,139</b>	<b>1,139</b>
Derivative instruments (see schedule of derivative instruments)					–
Bank indebtedness					(44)
Other assets less liabilities					152
<b>Total net assets</b>					<b>1,247</b>



**MACKENZIE**  
Investments

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## SUMMARY OF INVESTMENT PORTFOLIO

March 31, 2018

<b>Effective Portfolio Allocation</b>	<b>% of NAV</b>
Bonds	57.3
Equities	23.1
Other assets (liabilities)	12.6
Exchange-traded funds/notes	9.3
Cash and short-term investments	(2.3)

<b>Effective Regional Allocation</b>	<b>% of NAV</b>
Canada	55.3
United States	24.5
Other assets (liabilities)	12.6
Other	3.4
United Kingdom	1.5
Japan	1.2
Germany	0.6
France	0.5
Hong Kong	0.4
China	0.4
Brazil	0.4
Australia	0.3
Switzerland	0.3
India	0.3
Netherlands	0.3
Mexico	0.3
Cash and short-term investments	(2.3)

<b>Effective Sector Allocation</b>	<b>% of NAV</b>
Corporate bonds	26.0
Federal bonds	15.4
Provincial bonds	12.7
Other assets (liabilities)	12.6
Exchange-traded funds/notes	9.3
Financials	4.9
Consumer discretionary	2.9
Energy	2.8
Other	2.7
Term loans	2.1
Materials	2.1
Health care	2.0
Information technology	2.0
Industrials	2.0
Consumer staples	1.9
Foreign government bonds	0.9
Cash and short-term investments	(2.3)

The effective allocation shows the portfolio, regional or sector exposure of the Fund calculated by combining its direct and indirect investments.



# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## SCHEDULE OF DERIVATIVE INSTRUMENTS

As at March 31, 2018

### Schedule of Forward Currency Contracts

Counterparty Credit Rating	Bought (\$ 000s)		Sold (\$ 000s)		Settlement Date	Contract Cost (\$ 000s)	Current Fair Value (\$ 000s)	Unrealized (Losses) (\$ 000s)
AA	13	British pound	(24)	Canadian dollar	May 16, 2018	24	24	–
AA	16	Euro	(25)	Canadian dollar	Jun. 15, 2018	25	25	–
Unrealized (Losses)								–
<b>Total forward currency contracts</b>								–
<b>Total derivative instruments at fair value</b>								–



**MACKENZIE**  
Investments

## NOTES TO FINANCIAL STATEMENTS

### 1. Fiscal Periods and General Information

The information provided in these financial statements and notes thereto is for the periods ended or as at March 31, 2018 and 2017, as applicable. In the year a Fund or series is established or reinstated, 'period' represents the period from inception or reinstatement. Refer to Note 9 for the formation date of the Fund and the inception date of each series.

The Fund is organized as an open-ended mutual fund trust established under the laws of the Province of Ontario pursuant to a Declaration of Trust as amended and restated from time to time. The address of the Fund's registered office is 180 Queen Street West, Toronto, Ontario, Canada. The Fund is authorized to issue an unlimited number of units (referred to as "security" or "securities") of multiple series. Series of the Fund are available for sale under Simplified Prospectus or exempt distribution options.

Mackenzie Financial Corporation ("Mackenzie") is the manager of the Fund and is wholly owned by IGM Financial Inc., a subsidiary of Power Financial Corporation, which itself is a subsidiary of Power Corporation of Canada. The Great-West Life Assurance Company, London Life Insurance Company and The Canada Life Assurance Company (collectively, the "Related Insurance Companies") are wholly owned by Great-West Lifeco Inc., which is also a subsidiary of Power Financial Corporation. Investments in companies within the Power Group of companies held by the Fund are identified in the Schedule of Investments.

### 2. Basis of Preparation and Presentation

These audited annual financial statements ("financial statements") have been prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB"). A summary of the Fund's significant accounting policies under IFRS is presented in Note 3.

These financial statements are presented in Canadian dollars, which is the Fund's functional and presentation currency, and rounded to the nearest thousand unless otherwise indicated. These financial statements are prepared on a going concern basis using the historical cost basis, except for financial assets and liabilities that have been measured at fair value.

These financial statements were authorized for issue by the Board of Directors of Mackenzie Financial Corporation on June 7, 2018.

Standards issued but not yet effective for the current accounting year, as applicable, are described in Note 3.

### 3. Significant Accounting Policies

#### (a) Financial instruments

Financial instruments include financial assets and liabilities such as debt and equity securities, open-ended investment funds and derivatives. The Fund classifies and measures financial instruments in accordance with IFRS 9, *Financial Instruments* ("IFRS 9"). Upon initial recognition, financial instruments are classified as fair value through profit or loss ("FVTPL"). All financial instruments are recognized in the Statement of Financial Position when the Fund becomes a party to the contractual requirements of the instrument. Financial assets are derecognized when the right to receive cash flows from the instrument has expired or the Fund has transferred substantially all risks and rewards of ownership. Financial liabilities are derecognized when the obligation is discharged, cancelled and expires. As such, investment purchase and sale transactions are recorded as of the trade date.

Financial instruments are subsequently measured at FVTPL with changes in fair value recognized in the Statement of Comprehensive Income – Net unrealized gain (loss).

The Fund's redeemable securities contain multiple dissimilar contractual obligations and therefore meet the criteria for classification as financial liabilities under IAS 32, *Financial Instruments: Presentation*. The Fund's obligation for net assets attributable to securityholders is presented at the redemption amount.

IAS 7, *Statement of Cash Flows*, requires disclosures related to changes in liabilities and assets, such as the securities of the Fund, arising from financing activities. Changes in securities of the Fund, including both changes from cash flows and non-cash changes, are included in the Statement of Changes in Financial Position. Any changes in the securities not settled in cash as at the end of the period are presented as either Accounts receivable for securities issued or Accounts payable for securities redeemed in the Statement of Financial Position. These accounts receivable and accounts payable amounts typically settle shortly after year-end.

Realized and unrealized gains and losses on investments are calculated based on the weighted average cost of investments and exclude commissions and other portfolio transaction costs, which are separately reported in the Statement of Comprehensive Income – Commissions and other portfolio transaction costs.

Gains and losses arising from changes in the fair value of the investments are included in the Statement of Comprehensive Income for the period in which they arise.

## NOTES TO FINANCIAL STATEMENTS

### 3. Significant Accounting Policies (cont'd)

#### (a) Financial instruments (cont'd)

The Fund accounts for its holdings in unlisted open-ended investment funds and exchange-traded funds, if any, at fair value through profit and loss. Mackenzie has concluded that any unlisted open-ended investment fund and exchange-traded funds in which the Fund invests, do not meet either the definition of a structured entity or the definition of an associate.

#### (b) Fair value measurement

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Investments listed on a public securities exchange or traded on an over-the-counter market are valued on the basis of the last traded market price or close price recorded by the security exchange on which the security is principally traded, where this price falls within the quoted bid-ask spread for the investment. In circumstances where this price is not within the bid-ask spread, Mackenzie determines the point within the bid-ask spread that is most representative of fair value based on the specific facts and circumstances. Mutual fund securities of an underlying fund are valued on a business day at the price calculated by the manager of such underlying fund in accordance with the constating documents of such underlying fund. Unlisted or non-exchange traded investments, or investments where a last sale or close price is unavailable or investments for which market quotations are, in Mackenzie's opinion, inaccurate, unreliable, or not reflective of all available material information, are valued at their fair value as determined by Mackenzie using appropriate and accepted industry valuation techniques including valuation models. The fair value determined using valuation models requires the use of inputs and assumptions based on observable market data including volatility and other applicable rates or prices. In limited circumstances, the fair value may be determined using valuation techniques that are not supported by observable market data.

The cost of investments is determined on a weighted average cost basis.

Cash and cash equivalents which includes cash on deposit with financial institutions and short term investments that are readily convertible to cash, are subject to an insignificant risk of changes in value, and are used by the Fund in the management of short-term commitments. Cash and cash equivalents are reported at fair value which closely approximates their amortized cost due to their nature of being highly liquid and having short terms to maturity. Bank overdraft positions are presented under current liabilities as bank indebtedness in the Statement of Financial Position.

The Fund may use derivatives (such as written options, futures, forward contracts, swaps or customized derivatives) to hedge against losses caused by changes in securities prices, interest rates or exchange rates. The Fund may also use derivatives for non-hedging purposes in order to invest indirectly in securities or financial markets, to gain exposure to other currencies, to seek to generate additional income, and/or for any other purpose considered appropriate by the Fund's portfolio manager(s), provided that the use of the derivative is consistent with the Fund's investment objectives. Any use of derivatives will comply with Canadian mutual fund laws, subject to the regulatory exemptions granted to the Fund, as applicable. Refer to "Exemptions from National Instrument 81-102" in the Annual Information Form of the Fund for further details, including the complete conditions of these exemptions, as applicable.

Valuations of derivative instruments are carried out daily, using normal exchange reporting sources for exchange-traded derivatives and specific broker enquiry for over-the-counter derivatives.

The value of forward contracts is the gain or loss that would be realized if, on the valuation date, the positions were to be closed out. The change in value of forward contracts is included in the Statement of Comprehensive Income – Other changes in fair value of investments – Net unrealized gain (loss).

The value of futures contracts or swaps fluctuates daily, and cash settlements made daily, where applicable, by the Fund are equal to the unrealized gains or losses on a "mark to market" basis. These unrealized gains or losses are recorded and reported as such until the Fund closes out the contract or the contract expires. Margin paid or deposited in respect of futures contracts or swaps is reflected as a receivable in the Statement of Financial Position – Margin on futures contracts or swaps. Any change in the variation margin requirement is settled daily.

Premiums received from writing options are included in the Statement of Financial Position as a liability and subsequently adjusted daily to fair value. If a written option expires unexercised, the premium received is recognized as a realized gain. If a written call option is exercised, the difference between the proceeds of the sale plus the value of the premium, and the cost of the security is recognized as a realized gain or loss. If a written put option is exercised, the cost of the security acquired is the exercise price of the option less the premium received.

Refer to the Schedule of Derivative Instruments and Schedule of Options Purchased/Written, as applicable, included in the Schedule of Investments for a listing of derivative and options positions as at March 31, 2018.

## NOTES TO FINANCIAL STATEMENTS

### 3. Significant Accounting Policies (cont'd)

(c) Income recognition

Interest income from interest bearing investments is recognized using the effective interest method. Dividends are accrued as of the ex-dividend date. Realized gains or losses on the sale of investments, including foreign exchange gains or losses on such investments, are calculated on an average cost basis. Distributions received from an underlying fund are included in interest income, dividend income, realized gains (losses) on sale of investments or fee rebate income, as appropriate.

Income, realized gains (losses) and unrealized gains (losses) are allocated daily among the series on a pro-rata basis.

(d) Commissions and other portfolio transaction costs

Commissions and other portfolio transaction costs are costs incurred to acquire, issue or dispose of financial assets or liabilities. They include fees and commissions paid to agents, advisers, brokers and dealers. Commissions may be paid to brokerage firms which provide (or pay for) certain services, other than order execution, which may include investment research, analysis and reports, and databases or software in support of these services. Where applicable and ascertainable, the value of third-party services that were paid for by brokers during the periods is disclosed in Note 9. The value of certain proprietary services provided by brokers cannot be reasonably estimated.

(e) Securities lending, repurchase and reverse repurchase transactions

The Fund is permitted to enter into securities lending, repurchase and reverse repurchase transactions as set out in the Fund's Simplified Prospectus. These transactions involve the temporary exchange of securities for collateral with a commitment to redeliver the same securities on a future date.

Securities lending transactions are administered by Canadian Imperial Bank of Commerce (the "Securities Lending Agent"). The value of cash or securities held as collateral must be at least 102% of the fair value of the securities loaned, sold or purchased. Income is earned from these transactions in the form of fees paid by the counterparty and, in certain circumstances, interest paid on cash or securities held as collateral. Income earned from these transactions is included in the Statement of Comprehensive Income – Securities lending income and recognized when earned.

Note 9 summarizes the details of securities loaned and collateral received, as well as a reconciliation of securities lending income, if applicable.

(f) Offsetting

Financial assets and liabilities are offset and the net amount reported in the Statement of Financial Position only when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously. In the normal course of business, the Fund enters into various master netting agreements or similar agreements that do not meet the criteria for offsetting in the Statement of Financial Position but still allow for the related amounts to be set off in certain circumstances, such as bankruptcy or termination of the contracts. Note 9 summarizes the details of such offsetting, if applicable.

Income and expenses are not offset in the Statement of Comprehensive Income unless required or permitted to by an accounting standard, as specifically disclosed in the IFRS policies of the Fund.

(g) Foreign currency

The functional and presentation currency of the Fund is Canadian dollars. Foreign currency purchases and sales of investments and foreign currency dividend and interest income and expenses are translated to Canadian dollars at the rate of exchange prevailing at the time of the transactions.

Foreign exchange gains (losses) on purchases and sales of foreign currencies are included in the Statement of Comprehensive Income – Net realized gain (loss).

The fair value of investments and other assets and liabilities, denominated in foreign currencies, are translated to Canadian dollars at the rate of exchange prevailing on each business day.

(h) Net assets attributable to securityholders per security

Net assets attributable to securityholders per security is computed by dividing the net assets attributable to securityholders of a series of securities on a business day by the total number of securities of the series outstanding on that day.

(i) Net asset value per security

The daily Net Asset Value ("NAV") of an investment fund may be calculated without reference to IFRS as per the Canadian Securities Administrators' ("CSA") regulations. The difference between NAV and Net assets attributable to securityholders (as reported in the financial statements), if any, is mainly due to differences in fair value of investments and other financial assets and liabilities. Refer to Note 9 for the Fund's NAV per security.

## NOTES TO FINANCIAL STATEMENTS

### 3. Significant Accounting Policies (cont'd)

(j) Increase (decrease) in net assets attributable to securityholders from operations per security

Increase (decrease) in net assets attributable to securityholders from operations per security in the Statement of Comprehensive Income represents the increase (decrease) in net assets attributable to securityholders from operations for the period, divided by the weighted average number of securities outstanding during the period.

(k) Mergers

The Fund applies the acquisition method of accounting for Fund mergers. Under this method, one of the Funds in each merger is identified as the acquiring Fund, and is referred to as the Continuing Fund, and the other Fund involved in the merger is referred to as the Terminated Fund. This identification is based on the comparison of the relative net asset values of the Funds as well as consideration of the continuation of such aspects of the Continuing Fund as: investment advisors; investment objectives and practices; type of portfolio securities; and management fees and expenses.

### 4. Critical Accounting Estimates and Judgments

The preparation of these financial statements requires management to make estimates and assumptions that primarily affect the valuation of investments. Estimates and assumptions are reviewed on an ongoing basis. Actual results may differ from these estimates.

#### Use of Estimates

##### *Fair value of securities not quoted in an active market*

The Fund may hold financial instruments that are not quoted in active markets and are valued using valuation techniques that make use of observable data, to the extent practicable. Various valuation techniques are utilized, depending on a number of factors, including comparison with similar instruments for which observable market prices exist and recent arm's length market transactions. Key inputs and assumptions used are company specific and may include estimated discount rates and expected price volatilities. Changes in key inputs, could affect the reported fair value of these financial instruments held by the Fund.

#### Use of Judgments

##### *Classification and measurement of investments and application of the fair value option*

In classifying and measuring financial instruments held by the Fund, Mackenzie is required to make significant judgments in order to determine the most appropriate classification in accordance with IFRS 9. Mackenzie has assessed the Fund's business model, the manner in which all financial instruments are managed and performance evaluated as a group on a fair value basis, and concluded that FVTPL in accordance with IFRS 9 provides the most appropriate measurement and presentation of the Fund's financial instruments.

##### *Functional currency*

The Fund's functional and presentation currency is the Canadian dollar, which is the currency considered to best represent the economic effects of the Fund's underlying transactions, events and conditions taking into consideration the manner in which securities are issued and redeemed and how returns and performance by the Fund are measured.

##### *Structured entities and associates*

In determining whether an unlisted open-ended investment fund or an exchange-traded fund in which the Fund invests, but that it does not consolidate, meets the definitions of either a structured entity or of an associate, Mackenzie is required to make significant judgments about whether these underlying funds have the typical characteristics of a structured entity or of an associate. Mackenzie has assessed the characteristics of these underlying funds and has concluded that they do not meet the definition of either a structured entity or of an associate because the Fund does not have contracts or financing arrangements with these underlying funds and the Fund does not have an ability to influence the activities of these underlying funds or the returns it receives from investing in these underlying funds.

### 5. Income Taxes

The Fund qualifies as a mutual fund trust under the provisions of the Income Tax Act (Canada) and, accordingly, is subject to tax on its income including net realized capital gains in the taxation year, which is not paid or payable to its securityholders as at the end of the taxation year. It is the intention of the Fund to distribute all of its net income and sufficient net realized capital gains so that the Fund will not be subject to income taxes other than foreign withholding taxes, if applicable.

Losses of the Fund cannot be allocated to investors and are retained in the Fund for use in future years. Non-capital losses may be carried forward up to 20 years to reduce taxable income and realized capital gains of future years. Capital losses may be carried forward indefinitely to reduce future realized capital gains. Refer to Note 9 for the Fund's loss carryforwards.

## NOTES TO FINANCIAL STATEMENTS

### 6. Management Fees and Operating Expenses

Mackenzie is paid a management fee for managing the investment portfolio, providing investment analysis and recommendations, making investment decisions, making brokerage arrangements relating to the purchase and sale of the investment portfolio and making arrangements with registered dealers for the purchase and sale of securities of the Fund by investors. The management fee is calculated on each series of securities of the Fund as a fixed annual percentage of the daily net asset value of the series.

Each series of the Fund, except B-Series, is charged a fixed rate annual administration fee ("Administration Fee") and in return, Mackenzie bears all of the operating expenses of the Fund, other than certain specified fund costs. The Administration Fee is calculated on each series of securities of the Fund as a fixed annual percentage of the daily net asset value of the series.

Other fund costs include taxes (including, but not limited to GST/HST and income tax), interest and borrowing costs, all fees and expenses of the Mackenzie Funds' Independent Review Committee (IRC), costs of complying with the regulatory requirement to produce Fund Facts, fees paid to external service providers associated with tax reclaims, refunds or the preparation of foreign tax reports on behalf of the Funds, new fees related to external services that were not commonly charged in the Canadian mutual fund industry and introduced after the date of the most recently filed simplified prospectus, and the costs of complying with any new regulatory requirements, including, without limitation, any new fees introduced after the date of the most recently filed simplified prospectus.

All expenses relating to the operation of the Fund attributable to B-Series securities will be charged to that particular series. Operating expenses include legal, audit, transfer agent, custodian, administration and trustee services, cost of financial reporting and Simplified Prospectus printing, regulatory filing fees and other miscellaneous expenses specifically attributable to the B-Series securities and any applicable taxes.

Mackenzie may waive or absorb management fees and/or Administration Fees at its discretion and stop waiving or absorbing such fees at any time without notice. Refer to Note 9 for the management fee and Administration Fee rates charged to each series of securities.

### 7. Fund's Capital

The capital of the Fund, which is comprised of the net assets attributable to securityholders, is divided into different series with each series having an unlimited number of securities. The securities outstanding for the Fund as at March 31, 2018 and 2017 and securities issued, reinvested and redeemed for the periods are presented in the Statement of Changes in Financial Position. Mackenzie manages the capital of the Fund in accordance with the investment objectives as discussed in Note 9.

### 8. Financial Instruments Risk

#### i. Risk exposure and management

The Fund's investment activities expose it to a variety of financial risks, as defined in IFRS 7 *Financial Instruments: Disclosures* ("IFRS 7"). The Fund's exposure to financial risks is concentrated in its investments, which are presented in the Schedule of Investments, as at March 31, 2018, grouped by asset type, with geographic and sector information.

Mackenzie seeks to minimize potential adverse effects of financial risks on the Fund's performance by employing professional, experienced portfolio advisors, by monitoring the Fund's positions and market events daily, by diversifying the investment portfolio within the constraints of the Fund's investment objectives, and where applicable, by using derivatives to hedge certain risk exposures. To assist in managing risks, Mackenzie also maintains a governance structure that oversees the Fund's investment activities and monitors compliance with the Fund's stated investment strategy, internal guidelines, and securities regulations.

#### ii. Liquidity risk

Liquidity risk arises when the Fund encounters difficulty in meeting its financial obligations as they come due. The Fund is exposed to liquidity risk due to potential daily cash redemptions of redeemable securities. In accordance with securities regulations, the Fund must maintain at least 90% of its assets in liquid investments (i.e., investments that can be readily sold). In addition, the Fund retains sufficient cash and short-term investment positions to maintain adequate liquidity. The Fund also has the ability to borrow up to 5% of its net assets for the purposes of funding redemptions.

#### iii. Currency risk

Currency risk arises when the fair value of financial instruments that are denominated in a currency other than the Canadian dollar, which is the Fund's reporting currency, fluctuates due to changes in exchange rates. Note 9 summarizes the Fund's exposure, if applicable and significant, to currency risk.

## NOTES TO FINANCIAL STATEMENTS

### 8. Financial Instruments Risk (cont'd)

#### iv. Interest rate risk

Interest rate risk arises when the fair value of interest-bearing financial instruments fluctuates due to changes in the prevailing levels of market interest rates. Cash and cash equivalents do not expose the Fund to significant amounts of interest rate risk. Note 9 summarizes the Fund's exposure, if applicable and significant, to interest rate risk.

#### v. Other price risk

Other price risk is the risk that the value of financial instruments will fluctuate as a result of changes in market prices (other than those arising from interest rate risk or currency risk), whether caused by factors specific to an individual investment, its issuer, or all factors affecting all instruments traded in a market or market segment. All investments present a risk of loss of capital. This risk is managed through a careful selection of investments and other financial instruments within the parameters of the investment strategies. Except for certain derivative contracts, the maximum risk resulting from financial instruments is equivalent to their fair value. The maximum risk of loss on certain derivative contracts such as forwards, swaps, and futures contracts is equal to their notional values. In the case of written call (put) options and short futures contracts, the loss to the Fund continues to increase, without limit, as the fair value of the underlying interest increases (decreases). However, these instruments are generally used within the overall investment management process to manage the risk from the underlying investments and do not typically increase the overall risk of loss to the Fund. This risk is mitigated by ensuring that the Fund holds a combination of the underlying interest, cash cover and/or margin that is equal to or greater than the value of the derivative contract. Note 9 summarizes the Fund's exposure, if applicable and significant, to other price risk.

#### vi. Credit risk

Credit risk is the risk that a counterparty to a financial instrument will fail to discharge an obligation or commitment that it has entered into with the Fund. Note 9 summarizes the Fund's exposure, if applicable and significant, to credit risk.

All transactions in listed securities are executed with approved brokers. To minimize the possibility of settlement default, securities are exchanged for payment simultaneously, where market practices permit, through the facilities of a central depository and/or clearing agency where customary.

The carrying amount of investments and other assets represents the maximum credit risk exposure as at the date of the Statement of Financial Position.

The Fund may enter into securities lending transactions with counterparties and it may also be exposed to credit risk from the counterparties to the derivative instruments it may use. Credit risk associated with these transactions is considered minimal as all counterparties have a rating equivalent to a designated rating organization's credit rating of not less than A-1 (low) on their short-term debt and of A on their long-term debt, as applicable.

#### vii. Underlying funds

The Fund may invest in underlying funds and may be indirectly exposed to currency risk, interest rate risk, other price risk and credit risk from fluctuations in the value of financial instruments held by the underlying funds. Note 9 summarizes the Fund's exposure, if applicable and significant, to these risks from underlying funds.



# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## NOTES TO FINANCIAL STATEMENTS

### 9. Fund Specific Information *(in '000s, except for (a))*

#### (a) Fund Formation and Series Information

Date of Formation January 15, 2018

The Fund may issue an unlimited number of securities of each series. The number of issued and outstanding securities of each series is disclosed in the Statement of Changes in Financial Position.

**Series Offered by Mackenzie Financial Corporation** *(180 Queen Street West, Toronto, Ontario, M5V 3K1; 1-800-387-0614; www.mackenzieinvestments.com)*

Series A and Series T5 securities are offered to retail investors investing a minimum of \$500 (\$5,000 for Series T5). Investors in Series T5 securities also want to receive a regular monthly cash flow of 5% per year.

Series AR securities are offered to retail investors in a Registered Disability Savings Plan offered by Mackenzie.

Series D securities are offered to retail investors investing a minimum of \$500 through a discount brokerage or other account approved by Mackenzie.

Series F and Series F5 securities are offered to investors who are enrolled in a dealer-sponsored fee-for-service or wrap program, who are subject to an asset-based fee rather than commissions on each transaction and who invest at least \$500 (\$5,000 for Series F5); they are also available to employees of Mackenzie and its subsidiaries, and directors of Mackenzie. Investors in Series F5 securities also want to receive a regular monthly cash flow of 5% per year.

Series FB and Series FB5 securities are offered to retail investors investing a minimum of \$500. Investors are required to negotiate their advisor service fee, which cannot exceed 1.50%, with their financial advisor. Investors in Series FB5 securities also want to receive a regular monthly cash flow of 5% per year.

Series O securities are offered only to investors investing a minimum of \$500,000 who have an account with Mackenzie Private Wealth Counsel; certain institutional investors; and certain qualifying employees of Mackenzie and its subsidiaries.

Series PW and Series PWT5 securities are offered through our Private Wealth Solutions to certain high net worth investors who invest a minimum of \$100,000. Investors in Series PWT5 securities also want to receive a monthly cash flow of 5% per year.

Series PWF and Series PWF5 securities are offered through our Private Wealth Solutions to certain high net worth investors who are enrolled in a dealer-sponsored fee-for-service or wrap program, who are subject to an asset-based fee rather than commissions on each transaction and who invest at least \$100,000. Investors in Series PWF5 securities also want to receive a monthly cash flow of 5% per year. Effective June 1, 2018, Series PWF and Series PWF5 securities were consolidated into Series F and Series F5 securities, respectively.

Series PWFB and Series PWFB5 securities are offered through our Private Wealth Solutions to certain high net worth investors who invest a minimum of \$100,000. Investors are required to negotiate their advisor service fee, which cannot exceed 1.50%, with their financial advisor. Investors in Series PWFB5 securities also want to receive a monthly cash flow of 5% per year.

Series PWX and Series PWX5 securities are offered through our Private Wealth Solutions to certain high net worth investors who invest a minimum of \$100,000. Investors are required to negotiate their advisor service fee, which cannot exceed 1.50%, with their financial advisor. Investors in Series PWX5 securities also want to receive a monthly cash flow of 5% per year.

An investor in the Fund may choose among different purchase options that are available under each series. These purchase options are a sales charge purchase option, a redemption charge purchase option and various low-load purchase options. The charges under the sales charge purchase option are negotiated by investors with their dealers. The charges under the redemption charge and low-load purchase options are paid to Mackenzie if an investor redeems securities of the Fund during specific periods. Not all purchase options are available under each series of the Fund, and the charges for each purchase option may vary among the different series. For further details on these purchase options, please refer to the Fund's Simplified Prospectus and Fund Facts.



**MACKENZIE**  
Investments



# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## NOTES TO FINANCIAL STATEMENTS

### 9. Fund Specific Information (in '000s, except for (a)) (cont'd)

#### (a) Fund Formation and Series Information (cont'd)

Series	Inception/ Reinstatement Date	Management Fees	Administration Fees	Net Asset Value per Security (\$) Mar. 31, 2018
Series A	January 29, 2018	1.30%	0.20%	9.93
Series AR	January 29, 2018	1.30%	0.23%	9.92
Series D	January 29, 2018	0.80%	0.15%	9.94
Series F	January 29, 2018	0.50% <sup>(3)</sup>	0.15%	9.94
Series F5	January 29, 2018	0.50% <sup>(3)</sup>	0.15%	14.79
Series FB	January 29, 2018	0.55%	0.20%	9.94
Series FB5	January 29, 2018	0.55%	0.20%	14.78
Series O	January 29, 2018	— <sup>(1)</sup>	— *	9.95
Series PW	January 29, 2018	1.25% <sup>(4)</sup>	0.15%	9.93
Series PWF	January 29, 2018	0.525%	0.15%	9.95
Series PWF5	January 29, 2018	0.525%	0.15%	14.79
Series PWFB	January 29, 2018	0.50% <sup>(5)</sup>	0.15%	9.95
Series PWFB5	January 29, 2018	0.50% <sup>(5)</sup>	0.15%	14.79
Series PWT5	January 29, 2018	1.25% <sup>(4)</sup>	0.15%	14.78
Series PWX	January 29, 2018	— <sup>(2)</sup>	— <sup>(2)</sup>	9.95
Series PWX5	January 29, 2018	— <sup>(2)</sup>	— <sup>(2)</sup>	14.80
Series T5	January 29, 2018	1.30%	0.20%	14.76

\* Not applicable.

(1) This fee is negotiable and payable directly to Mackenzie by investors in this series.

(2) This fee is payable directly to Mackenzie by investors in this series through redemptions of their securities.

(3) Prior to June 1, 2018, the management fee for this series was charged to the Fund at a rate of 0.55%.

(4) Prior to June 1, 2018, the management fee for this series was charged to the Fund at a rate of 1.275%.

(5) Prior to June 1, 2018, the management fee for this series was charged to the Fund at a rate of 0.525%.

#### (b) Investments by Mackenzie and Affiliates

As at March 31, 2018, Mackenzie had an investment of \$165 in the Fund.

#### (c) Loss Carryforwards

As the Fund was launched January 15, 2018, it has not had a taxation year end and does not have any capital and non-capital losses available to carry forward for tax purposes.

#### (d) Securities Lending

As at March 31, 2018, the Fund did not have any open securities lending, repurchase or reverse repurchase transactions.

#### (e) Offsetting of Financial Assets and Liabilities

As at March 31, 2018, there were no amounts subject to offsetting.

#### (f) Risks Associated with Financial Instruments

##### i. Risk exposure and management

The Fund seeks a steady stream of income with some emphasis on capital preservation by investing primarily in exchange-traded funds to gain exposure to Canadian and foreign equity and fixed income securities and other asset categories. The Fund may also invest in other mutual funds or in securities directly. The Fund's asset mix will generally range between 15%–35% equities and 65%–85% fixed income securities. The Fund diversifies in terms of geographic exposure, equity factor exposure, sector exposure, company market capitalization, investment style, credit quality and duration.

# MACKENZIE CONSERVATIVE INCOME ETF PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2018

MANAGED ASSET PORTFOLIO

## NOTES TO FINANCIAL STATEMENTS

### 9. Fund Specific Information (in '000s, except for (a)) (cont'd)

#### (f) Risks Associated with Financial Instruments (cont'd)

##### ii. Currency risk

The underlying ETFs are denominated in Canadian dollars. However, the Fund is indirectly exposed to the risk that the value of foreign currency denominated financial instruments held by the underlying ETFs will fluctuate due to changes in exchange rates. The underlying ETFs may hedge some or all of their currency exposure.

As at March 31, 2018, had foreign currency exchange rates increased or decreased by 5% relative to the Canadian dollar, with all other variables held constant, net assets would have decreased or increased, by approximately \$20 or 1.6% of total net assets. In practice, the actual trading results may differ and the difference could be material.

##### iii. Interest rate risk

The Fund does not directly hold any interest-bearing financial instruments other than a nominal amount of cash and short-term investments. The Fund is indirectly exposed to the risk that the value of interest-bearing financial instruments held by the underlying ETFs will fluctuate due to changes in the prevailing levels of market interest rates.

As at March 31, 2018, had prevailing interest rates increased or decreased by 1%, assuming a parallel shift in the yield curve, with all other variables held constant, net assets would have decreased or increased by approximately \$46 or 3.7% of total net assets. In practice, the actual trading results may differ and the difference could be material.

##### iv. Other price risk

The Fund's most significant exposure to price risk arises from the underlying ETFs' investments in equity securities and exchange-traded funds/notes. As at March 31, 2018 had the prices on the respective stock exchanges for these securities increased or decreased by 10%, with all other variables held constant, net assets would have increased or decreased by approximately \$40 or 3.2% of total net assets. In practice, the actual trading results may differ and the difference could be material.

##### v. Credit risk

The Fund's greatest indirect concentration of credit risk is in debt securities, such as bonds, held by the underlying ETFs. The fair value of debt securities includes consideration of the credit worthiness of the debt issuer. For more information regarding the credit risk of the underlying ETFs, refer to the underlying ETFs' financial statements available on the SEDAR website at [www.sedar.com](http://www.sedar.com) or at [www.mackenzieinvestments.com](http://www.mackenzieinvestments.com).

#### (g) Fair Value Classification

The table below summarizes the fair value of the Fund's financial instruments using the following fair value hierarchy:

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 – Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and

Level 3 – Inputs that are not based on observable market data.

The inputs are considered observable if they are developed using market data, such as publicly available information about actual events or transactions, and that reflect the assumption that market participants would use when pricing the asset or liability.

	March 31, 2018			
	Level 1 (\$)	Level 2 (\$)	Level 3 (\$)	Total (\$)
Exchange-traded funds/notes	1,139	–	–	1,139
Derivative liabilities	–	–	–	–
Total	1,139	–	–	1,139

The Fund's policy is to recognize transfers into and transfers out of fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer.

During the period, there were no significant transfers between Level 1 and Level 2.