



Hello,

Everywhere we look, change is underway. Governments and organizations are committing to reduce their carbon footprints, increase their diversity, equity and inclusion, and be more transparent about their practices. This represents a massive opportunity for your clients and their portfolios. Research has found that 75% of investors want to discuss responsible investing with their advisor, yet only 28% are having those conversations.¹

As a Laurentian Bank advisor, you play an important role in helping your clients be better off, today and tomorrow. And, with an expanding offering of responsible investments available, you're part of a global movement to create a better world for everyone.

At Mackenzie, we're on a mission to create a more invested world, together. That's why we're committed to partnering with you, to help build strong relationships with your clients so they can be more invested; helping them become more knowledgeable, more educated and more invested in a sustainable and responsible future.

To help investors contribute to this positive change, Mackenzie's sustainable solutions are designed to make a positive impact for Canadians who want to align their values with their investments, without sacrificing performance. As a leader in sustainable investing, we've added another sustainable investing boutique, the **Mackenzie Betterworld Team**, led by Andrew Simpson, to our line up. Andrew and the team will manage two new funds, which will be available for you to offer your clients beginning December 16, 2021 (Details are available on our Laurentian Bank advisor website):

Fund	Series launching
Mackenzie Betterworld Canadian Equity Fund	LB, LF, LF5, LW, LW5, LX
Mackenzie Betterworld Global Equity Fund	LB, LF, LF5, LW, LW5, LX

These new funds complement our already industry-leading sustainable investment offerings for your clients. Our Mackenzie Greenchip Global Environmental All Cap Fund was recently recognized with a 5-star rating. Managed by a team of environmental changemakers scouring the globe for companies at the forefront of the great energy transition, the fund has demonstrated pure performance, achieving a 3-year performance of 31.4%*.

We're excited to make these innovative solutions available. And, we hope you'll enjoy the enclosed reusable water bottle as a token of our appreciation for your continued partnership. We look forward to continuing to support you in meeting your clients' needs.

Sincerely,

Barry McInerney
President & Chief Executive Officer

Fate Saghir
Senior Vice-President &
Head of Sustainability

¹ Responsible Investment Association, "2020 RIA Investor Opinion Survey"

* The performance of Mackenzie Greenchip Global Environmental All Cap Fund for each period is as follows:

1-year: 31.9%, 3-year: 31.4%, since inception 30.2% (as of October 31, 2021)

Morningstar Star Ratings reflect performance of Series F as of October 31st 2021 and are subject to change monthly. The ratings are an objective, quantitative measure of a fund's historical risk-adjusted performance relative to other funds in its category. Only funds with at least a three-year track record are considered. The overall star rating for a fund is a weighted combination calculated from a fund's 3, 5, and 10-year returns, as available, measured against the 91-day treasury bill and peer group returns. A fund can only be rated if there are a sufficient number of funds in its peer group to allow comparison for at least three years. If a fund scores in the top 10% of its fund category, it gets 5 stars; if it falls in the next 22.5%, it receives 4 stars; a place in the middle 35% earns a fund 3 stars; those in the next 22.5% receive 2 stars; and the lowest 10% receive 1 star. For more details on the calculation of Morningstar Star Ratings, see www.morningstar.ca. The CIFSC categories, Star Ratings, number of funds in each category, and annual compounded performance for the standard periods are: Mackenzie Greenchip Global Environmental All Cap Fund, Global Small/Mid Cap Equity Category: 3 years - 5 stars (256 funds).

Commissions, trailing commissions, management fees, and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. The indicated rates of return are the historical annual compounded total returns as of October 31, 2021 including changes in unit value and reinvestment of all distributions and does not take into account sales, redemption, distribution, or optional charges or income taxes payable by any securityholder that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.