

# MACKENZIE DEVELOPED MARKETS REAL ESTATE INDEX ETF

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## **Annual Management Report of Fund Performance**

*For the Period Ended March 31, 2021*

*This Annual Management Report of Fund Performance contains financial highlights but does not contain the complete annual financial statements of the exchange-traded fund ("ETF"). You may obtain a copy of the annual financial statements, at no cost, by calling the toll-free number 1-800-387-0614, by writing to us at Mackenzie Financial Corporation, 180 Queen Street West, Toronto, Ontario M5V 3K1, by visiting our website at [www.mackenzieinvestments.com](http://www.mackenzieinvestments.com) or by visiting the SEDAR website at [www.sedar.com](http://www.sedar.com).*

*Unitholders may also contact us using one of these methods to request a copy of the ETF's proxy voting policies and procedures or proxy voting disclosure record. For more information, please refer to the ETF's Prospectus and ETF Facts, which may also be obtained, at no cost, using any of the methods outlined above.*

*For the ETF's current net asset value per unit and for more recent information on general market events, please visit our website.*

### **A NOTE ON FORWARD-LOOKING STATEMENTS**

*This report may contain forward-looking statements that reflect our current expectations or forecasts of future events. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "intends", "plans", "believes", "estimates", "preliminary", "typical" and other similar expressions. In addition, these statements may relate to future corporate actions, future financial performance of a fund or a security and their future investment strategies and prospects. Forward-looking statements are inherently subject to, among other things, risks, uncertainties and assumptions that could cause actual events, results, performance or prospects to differ materially from those expressed in, or implied by, these forward-looking statements. These risks, uncertainties and assumptions include, without limitation, general economic, political and market factors in North America and internationally, interest and foreign exchange rates, the volatility of global equity and capital markets, business competition, technological change, changes in government regulations, changes in securities laws and regulations, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, outbreaks of disease or pandemics (such as COVID-19), and the ability of Mackenzie to attract or retain key employees. The foregoing list of important risks, uncertainties and assumptions is not exhaustive. Please consider these and other factors carefully and do not place undue reliance on forward-looking statements.*

*The forward-looking information contained in this report is current only as of the date of this report. There should not be an expectation that such information will in all circumstances be updated, supplemented or revised whether as a result of new information, changing circumstances, future events or otherwise.*



**MACKENZIE**  
Investments

# MACKENZIE DEVELOPED MARKETS REAL ESTATE INDEX ETF

ANNUAL MANAGEMENT REPORT OF FUND PERFORMANCE | For the Period Ended March 31, 2021

## Management Discussion of Fund Performance

June 8, 2021

This Management Discussion of Fund Performance presents the portfolio management team's view on the significant factors and developments during the period ended March 31, 2021 (the "period"), that have affected the ETF's performance and outlook. If the ETF was established during the period, "period" represents the period from inception to the end of the fiscal period. For information on the ETF's longer-term performance, as applicable, please refer to the *Past Performance* section of the report. In this report, "Mackenzie" refers to Mackenzie Financial Corporation, the manager of the ETF. In addition, net asset value ("NAV") refers to the value of the ETF as calculated for subscription and redemption purposes, on which the discussion of ETF performance is based.

### Investment Objective and Strategies

The ETF seeks to replicate, to the extent reasonably possible and before fees and expenses, the performance of the Solactive GBS Developed Markets Real Estate CAD Index, or any successor thereto. It invests primarily in equity securities of real estate investment trusts in developed markets.

### Risk

The risks of the ETF remain as discussed in the ETF's Prospectus.

The ETF is suitable for long-term investors looking for long-term capital growth through holding a developed markets equity fund with exposure to real estate companies and real estate investment trusts as part of their portfolio, who can handle the volatility of stock markets and who have a medium tolerance for risk.

### Results of Operations

#### Investment Performance

From the ETF's inception on September 24, 2020, to March 31, 2021, the ETF returned 12.5% (after deducting fees and expenses). This compares with the Solactive GBS Developed Markets Real Estate CAD Index return of 13.1% for the same period. All index returns are calculated on a total return basis in Canadian dollar terms. Investors cannot invest in an index without incurring fees, expenses and commissions, which are not reflected in the index returns.

Most global equity markets reached all-time highs in the period. News of successful vaccine development helped lift stocks expected to benefit from the easing of lockdown restrictions. However, waves of COVID-19 infections and hospitalizations slowed reopening in many regions. In response, governments continued to provide significant stimulus to boost struggling economies. Currency movements reduced returns in Canadian dollar terms.

Through the period, the ETF invested substantially all its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index. Alternatively, the ETF may use a sampling methodology to invest in broadly diversified securities that collectively approximate the full index in terms of key characteristics.

The difference in performance between the ETF and the index resulted primarily from management fees and other operating expenses, and from variations in the timing of currency conversions.

### Net Assets

From its inception on September 24, 2020, to March 31, 2021, the ETF experienced \$0.6 million in net income (including dividend income) from investment performance, after deducting fees and expenses, \$5.0 million in net sales, and \$0.1 million in cash distributions.

### Recent Developments

Governments worldwide have enacted various measures in seeking to combat the spread of the COVID-19 virus. These measures have led to significant volatility in equity markets and material disruption to businesses globally, resulting in an economic slowdown.

Ongoing uncertainty regarding the duration and long-term impact of the pandemic and the implementation of vaccination programs, as well as the efficacy of government and central bank monetary and fiscal interventions, may continue to affect the ETFs performance in future periods.

Because the ETF is an index fund, neither market expectations nor recent developments affect the composition of the portfolio.

Effective February 24, 2021, Martin Taylor retired as a member of the Mackenzie Funds' Independent Review Committee.

### Related Party Transactions

The following arrangements result in fees paid by the ETF to Mackenzie or to companies affiliated with the ETF.

### Management Fees

The annualized management expense ratio ("MER") for the ETF was 0.46% since inception. The ETF paid management fees to Mackenzie at the annual rate of 0.40%.

The management fee for the ETF is calculated and accrued daily as a percentage of its NAV. The ETF's management fees were used by Mackenzie to pay for the costs of managing the investment portfolio of the ETF, including providing investment analysis and recommendations, making investment decisions, making brokerage arrangements for the purchase and sale of the investment portfolio, providing other services and licensing the index, and to pay for all costs and expenses (other than certain specified fund costs as more fully described in the Prospectus) required to operate the ETF.

### Other Related Party Transactions

The ETF did not rely on an approval, positive recommendation or standing instruction from the Mackenzie Funds' Independent Review Committee with respect to a related party transaction in the period because it did not engage in any related party transactions.

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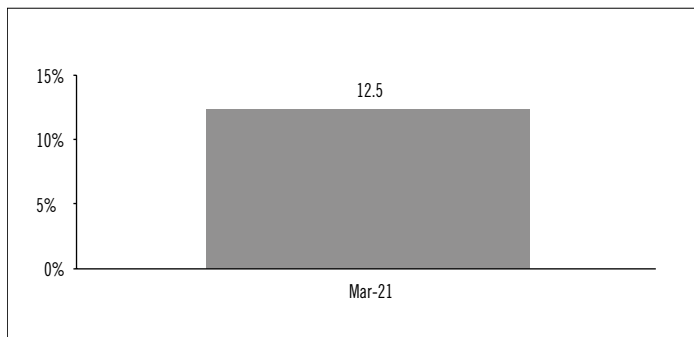
## Past Performance

The ETF's past performance information is presented in the following chart and table. It assumes all distributions made by the ETF in the periods presented are reinvested in additional units of the ETF. The chart and table do not take into account brokerage commissions or income taxes payable by any investor that would have reduced returns. The past performance of the ETF is not necessarily an indication of how it will perform in the future.

If you hold this ETF outside of a registered plan, income and capital gains distributions paid to you increase your income for tax purposes whether paid to you in cash or reinvested in additional units of the ETF. The amount of reinvested taxable distributions is added to the adjusted cost base of the units that you own. This would decrease your capital gain or increase your capital loss when you later sell from the ETF, thereby ensuring that you are not taxed on this amount again. Please consult your tax advisor regarding your personal tax situation.

## Year-by-Year Returns

The following bar chart presents the performance of the ETF for each of the fiscal periods shown. The chart shows, in percentage terms, how much an investment made on the first day of each fiscal period, or on the ETF's inception date (September 24, 2020), as applicable, would have increased or decreased by the last day of the fiscal period presented.



## Annual Compound Returns

The following table compares the historical annual compound total returns for the ETF with the relevant index shown below for each of the periods ended March 31, 2021. Investors cannot invest in an index without incurring fees, expenses and commissions, which are not reflected in these performance figures.

All index returns are calculated in Canadian dollars on a total return basis, meaning that all dividend payments, interest income accruals and interest payments are reinvested.

Percentage Return:	1 Yr	3 Yr	5 Yr	10 Yr	Since Inception
Mackenzie Developed Markets Real Estate Index ETF	n/a	n/a	n/a	n/a	12.5
Solactive GBS Developed Markets Real Estate CAD Index	n/a	n/a	n/a	n/a	13.1

*The Solactive GBS Developed Markets Real Estate CAD Index is a market capitalization weighted index of securities of real estate development companies and real estate investment trusts across 24 developed equity markets around the world.*

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## Summary of Investment Portfolio at March 31, 2021

<b>Portfolio Allocation</b>	<b>% of NAV</b>
Equities	99.6
Cash and short-term investments	0.2
Other assets (liabilities)	0.2

<b>Regional Allocation</b>	<b>% of NAV</b>
United States	61.4
Japan	9.3
Hong Kong	5.6
Australia	4.5
Germany	3.4
United Kingdom	3.3
Singapore	2.7
Canada	2.5
France	1.5
Sweden	1.3
Other	1.3
Belgium	0.9
Switzerland	0.8
Luxembourg	0.6
Israel	0.5
Cash and short-term investments	0.2
Other assets (liabilities)	0.2

<b>Sector Allocation</b>	<b>% of NAV</b>
Specialized real estate investment trusts	22.8
Industrial real estate investment trusts	11.0
Retail real estate investment trusts	10.6
Residential real estate investment trusts	9.3
Real estate operating companies	8.7
Diversified real estate activities	7.5
Office real estate investment trusts	7.5
Diversified real estate investment trusts	6.2
Health care real estate investment trusts	5.6
Real estate services	2.7
Mortgage real estate investment trusts	2.6
Hotel and resort real estate investment trusts	2.2
Real estate development	1.8
Homebuilding	0.8
Other	0.3
Cash and short-term investments	0.2
Other assets (liabilities)	0.2

The ETF did not hedge its foreign currency exposure at the end of the period.

## Top 25 Positions

<b>Issuer</b>	<b>% of NAV</b>
American Tower Corp.	4.9
ProLogis Inc.	3.6
Crown Castle International Corp.	3.4
Equinix Inc.	2.8
Digital Realty Trust Inc.	1.8
Vonovia SE	1.7
Simon Property Group Inc.	1.7
Public Storage	1.7
SBA Communications Corp.	1.4
Welltower Inc.	1.4
Weyerhaeuser Co.	1.2
Equity Residential	1.2
AvalonBay Communities Inc.	1.2
CB Richard Ellis Group Inc.	1.2
Goodman Group	1.1
Alexandria Real Estate Equities Inc.	1.0
Realty Income Corp.	1.0
Sun Hung Kai Properties Ltd.	1.0
Mitsubishi Estate Co. Ltd.	1.0
Mitsui Fudosan Co. Ltd.	0.9
Ventas Inc.	0.9
The Link Real Estate Investment Trust	0.9
Invitation Homes Inc.	0.8
Essex Property Trust Inc.	0.8
Daiwa House Industry Co. Ltd.	0.8

<b>Top long positions as a percentage of total net asset value</b>	<b>39.4</b>
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The ETF held no short positions at the end of the period.

The investments and percentages may have changed since March 31, 2021, due to the ongoing portfolio transactions of the ETF.

# MACKENZIE DEVELOPED MARKETS REAL ESTATE INDEX ETF

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## Financial Highlights

The following tables show selected key financial information about the ETF and are intended to help you understand the ETF's financial performance for each of the fiscal periods presented below. In the period when the ETF was established, "period" represents the period from inception to the end of that fiscal period. The inception date can be found under *Past Performance*.

### THE ETF'S NET ASSETS PER SECURITY (\$)¹

	Mar. 31 2021
<b>CAD Units (Ticker: QRET)</b>	
<b>Net assets, beginning of period</b>	<b>100.00</b>
<b>Increase (decrease) from operations:</b>	
Total revenue	2.03
Total expenses	(0.37)
Realized gains (losses) for the period	(0.01)
Unrealized gains (losses) for the period	10.82
<b>Total increase (decrease) from operations²</b>	<b>12.47</b>
<b>Distributions:</b>	
From net investment income (excluding Canadian dividends)	(1.80)
From Canadian dividends	—
From capital gains	—
Return of capital	—
<b>Total annual distributions³</b>	<b>(1.80)</b>
<b>Net assets, end of period</b>	<b>111.40</b>

(1) These calculations are prescribed by securities regulations and are not intended to be a reconciliation between opening and closing net assets per unit. This information is derived from the ETF's audited annual financial statements. The net assets per unit presented in the financial statements may differ from the net asset value per unit calculated for ETF pricing purposes. An explanation of these differences, if any, can be found in the *Notes to Financial Statements*.

(2) Net assets and distributions are based on the actual number of units outstanding at the relevant time. The increase/decrease from operations is based on the weighted average number of units outstanding over the fiscal period.

(3) Distributions were paid in cash/reinvested in additional units of the ETF, or both.

## Index Provider Disclaimer

The Mackenzie Developed Markets Real Estate Index ETF is not sponsored, promoted, sold or supported in any other manner by Solactive AG nor does Solactive AG offer any express or implicit guarantee or assurance either with regard to the results of using Solactive GBS Developed Markets Real Estate Index (the "Underlying Index"), including its trademark and/or prices, at any time or in any other respect. The Underlying Index is calculated and published by Solactive AG. Solactive AG uses its best efforts to ensure that the Underlying Index is calculated correctly. Irrespective of its obligations toward Mackenzie, Solactive AG has no obligation to point out errors in the Underlying Index to third parties including but not limited to investors and/or financial intermediaries of the Mackenzie Developed Markets Real Estate Index ETF. Neither publication of the Underlying Index by Solactive AG nor the licensing of the Underlying Index or Underlying Index trademark for the purpose of use in connection with the Mackenzie Developed Markets Real Estate Index ETF constitutes a recommendation by Solactive AG to invest capital in Mackenzie Developed Markets Real Estate Index ETF nor does it in any way represent an assurance or opinion of Solactive AG with regard to any investment in Mackenzie Developed Markets Real Estate Index ETF.

## RATIOS AND SUPPLEMENTAL DATA

	Mar. 31 2021
<b>CAD Units (Ticker: QRET)</b>	
Total net asset value (\$000)¹	5,570
Units outstanding (000)¹	50
Management expense ratio (%)²	0.46
Management expense ratio before waivers or absorptions (%)²	0.46
Trading expense ratio (%)³	0.20
Trading expense ratio before reimbursements (%)³	0.35
Portfolio turnover rate (%)⁴	n/a
Net asset value per unit (\$)	111.40
Closing market price (\$)⁵	111.69

(1) This information is provided as at the end of the fiscal period shown.

(2) Management expense ratio is based on total expenses (excluding commissions and other portfolio transaction costs, income taxes and withholding taxes) for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. If the ETF was established in the period, the management expense ratio is annualized from the date of inception. Mackenzie may waive or absorb operating expenses at its discretion and stop waiving or absorbing such expenses at any time without notice.

(3) The trading expense ratio represents total commissions and other portfolio transaction costs expressed as an annualized percentage of daily average net asset value during the period. Mackenzie may reimburse the ETF for certain brokerage commissions and other transaction costs (including those payable to the custodian or its agents). Mackenzie may make these reimbursements at its discretion and stop these reimbursements at any time without notice.

(4) The ETF's portfolio turnover rate indicates how actively the ETF's portfolio advisor manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the ETF buying and selling all of the securities in its portfolio once in the course of the period. The higher an ETF's portfolio turnover rate in a period, the greater the trading costs payable by the ETF in the period, and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance of an ETF. The portfolio turnover rate is not provided when the ETF is less than one year old.

(5) Closing market price, or the midpoint of the bid and ask prices in the absence of a closing market price, on the last trading day of the period as reported on the Toronto Stock Exchange.