

## ATBIS Fixed Income Pool

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As at December 31, 2018

*This annual management report of fund performance contains financial highlights but does not contain the semi-annual or annual financial statements of the investment fund. You can get a copy of the annual financial statements upon request at no charge, by calling 1-855-386-2282, by emailing us at [atbimservice@atb.com](mailto:atbimservice@atb.com), by contacting your dealer or by visiting SEDAR at [www.sedar.com](http://www.sedar.com).*

*Security holders may also contact us using these methods to request a copy of the investment fund's proxy voting policies and procedures, proxy voting disclosure records or quarterly Portfolio disclosure.*

### Management Discussion of Fund Performance

#### Investment Objectives and Strategies

The ATBIS Fixed Income Pool's ("the Pool") objective is to seek to earn interest income primarily by investing in, or gaining exposure to, Canadian dollar-denominated fixed income securities, including debt obligations of, or guaranteed by, Canadian federal, provincial or municipal governments, Canadian corporations, or foreign issuers (Maple bonds).

To achieve the Pool's objectives, the Pool advisor will allocate the Pool's exposure to fixed income securities based upon its view of the market and the suitability of the investment for the Pool and by taking into account factors such as economic indicators (including growth, inflation and monetary policy), as well as its interest rate outlook.

#### Risk

There were no significant changes to the investment objective and strategies that affected the Pool's overall level of risk during the reporting period. The risks of investing in the Pool and the suitability of the Pool for investors remain as discussed in the Simplified Prospectus.

#### Results from Operations

The Pool's net asset value increased to \$91 million as at December 31, 2018, from \$61 million at the end of 2017. The change in asset value was due to a combination of net inflows and investment returns.

Over the past year, the Pool's Series O units returned 1.38%, underperforming the blended benchmark return of 1.41%. See the Annual Compound Return section for the composition of the blended benchmark. The Pool's return is after the deduction of fees and expenses, while broad-based index and blended benchmark returns do not include any costs of investing. See the Financial Highlights section for the management expense ratios ("MER") and the Past Performance section for the returns of any other series, which may vary because of differences in management fees and expenses.

The following provides an asset class specific commentary for the Pool, returns are inclusive of the Pool's pro-rata share, where applicable, of any investment in an underlying fund i.e. provided on a look-through basis:

The conventional bonds that represent about 10% of the portfolio experienced a gross return of 1.3% for the year. The Bank of Canada increased its target interest rate three times during 2018, bringing it to 1.75% by year end. Bond interest rates ("yields") rose largely in tandem with the target rate increases, but longer-term bond yields dropped very sharply in the last two months of the year ending the year slightly below where they began it.

The investment grade corporate bonds that represent about 40% of the portfolio didn't fully participate in the late-year bond rally, mainly because this component holds a few long-maturity bonds. However, due to their higher ongoing yield, they exhibited a gross return of 1.4% for the year.

The higher-yield corporate bonds that represent about 50% of the portfolio experienced a 1.4% gross return in 2018. This component of the portfolio currently consists mainly of higher-quality short-term bonds, so performance was barely affected by the late-year long-bond rally. However, some of its holdings were negatively affected as corporate bonds came under pressure late in the year.

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## Recent Developments

The Pool adopted IFRS 9 commencing with the period beginning January 1, 2018. IFRS 9 replaces IAS 39 *Financial Instruments: Recognition and Measurement*. The adoption of IFRS 9 has been applied retrospectively and did not result in a change to the classification or measurement of financial instruments, in either the current or prior period.

Chris Webster is no longer a member of the IRC effective May 1, 2018. Michael Godwin joined the IRC effective September 28, 2018.

There are no changes at this time to the strategic positioning of the Pool, the manager, or to the policies of the IRC.

## Related Party Transactions

The Pool is managed by ATB Investment Management Inc. ATB Investment Management Inc. is a wholly owned subsidiary of ATB Financial.

Throughout the year, the Pool used the services of ATB Financial and its subsidiaries for administration of the Pool. The total value of services rendered by ATB Financial, and its subsidiaries to the Pool, was \$56,649.

As of December 31, 2018, ATB Investment Management Inc. has absorbed \$251,973 of operating expenses in the Pool.

ATB Investment Management Inc. is the sole investor in Series A of the Pool. As at December 31, 2018 ATBIM held 521 redeemable units, valued at \$5,044 representing 0.01% of the total net asset value of the Pool.

ATB Investment Management Inc. has established an independent review committee ("IRC") which acts as an impartial and independent committee to review and provide recommendations or, if appropriate, approvals with respect to any conflict of interest matters. IRC oversight ensures that there are no conflicts of interest that would be harmful to unit holders.

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Annual Management Report of Fund Performance  
 ATBIS Fixed Income Pool (continued)

## Financial Highlights

The following tables show selected key financial information about the Pool and are intended to help you understand the Pool's financial performance for the year ended December 31, 2018 and the fiscal years indicated. The information on the following tables is based on prescribed regulations and as a result, is not expected to reconcile because the increase (decrease) in net assets from operations is based on average units outstanding during the period and all other numbers are based on actual units outstanding at the relevant point in time.

| ATBIS Fixed Income Pool - Series A                           |        |        |         |
|--|--------|--------|---------|
| YEAR   | 2018   | 2017   | 2016    |
| <b>Net assets, beginning of period<sup>1</sup></b>           | \$9.72 | \$9.71 | \$10.00 |
| <b>Increase (decrease) from operations;</b>                  |        |        |         |
| Total revenue  | 0.27   | 0.31   | 0.25    |
| Total expenses   | (0.14) | (0.20) | (0.02)  |
| Net investment income (loss)                                 | 0.13   | 0.11   | 0.23    |
| Realized gains (losses) for the period                       | (0.02) | (0.06) | 0.01    |
| Unrealized gains (losses) for the period                     | (0.11) | 0.05   | (0.26)  |
| Net gain (loss) on investment for the period                 | (0.13) | (0.01) | (0.25)  |
| <b>Total increase (decrease) from operations<sup>2</sup></b> | -      | 0.10   | (0.02)  |
| <b>Distributions;</b>  |        |        |         |
| From income (excluding dividends)                            | (0.14) | (0.09) | (0.27)  |
| From dividends   | -      | -      | -       |
|  | (0.14) | (0.09) | (0.27)  |
| From capital gains   | -      | -      | (0.01)  |
| Return of capital  | -      | -      | -       |
| <b>Total annual distributions<sup>3</sup></b>                | (0.14) | (0.09) | (0.28)  |
| <b>Net assets, end of period<sup>4</sup></b>                 | \$9.59 | \$9.72 | \$9.71  |

(1) This information is derived from the Pool's audited financial statements.

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

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

## Ratios and Supplemental Data

| PERIOD   | 2018   | 2017   | 2016   |
|--|--------|--------|--------|
| Total net asset value (000's) <sup>4</sup>             | \$5    | \$5    | \$5    |
| Number of units outstanding <sup>4</sup>               | 526    | 519    | 514    |
| Management expense ratio <sup>5</sup>                  | 1.42%  | 2.09%  | 0.93%  |
| Management expense ratio before waivers or absorptions | 2.33%  | 3.01%  | 67.39% |
| Trading expense ratio <sup>6</sup>                     | 0.00%  | 0.00%  | 0.00%  |
| Portfolio turnover rate <sup>7</sup>                   | 42.12% | 87.70% | 0.00%  |
| Net asset value per unit                               | \$9.59 | \$9.72 | \$9.71 |

(4) This information is provided at December 31 of prior years shown.

(5) The Management expense ratio (MER) is based on total expenses (excluding commissions and other Pool transaction costs), and the Pool's proportionate share of the MER, if applicable, of any underlying funds and exchange traded funds in which the Pool has invested, allocated to that series for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. The Manager, at its sole discretion, waives management fees or absorbs expenses. Such waivers and absorptions can be terminated at any time. The MERs of the Pool are shown both with and without the waivers and absorptions.

(6) The trading expense ratio represents total commissions and other Pool transaction costs expressed as an annualized percentage of daily average net asset value during the period.

(7) The Pool's Portfolio turnover rate indicates how actively the Pool's Advisor manages its Pool of investments. A Portfolio turnover rate of 100% is equivalent to the Pool buying and selling all of the securities in its Portfolio once in the course of the period. The higher a Pool's Portfolio turnover rate in a period, the greater the trading costs payable by the pool in the period, and the greater the chance of an investor receiving taxable capital gains in the period. There is not necessarily a relationship between a high turnover rate and the performance of a Pool.

Annual Management Report of Fund Performance  
 ATBIS Fixed Income Pool (continued)

## Financial Highlights (continued)

| ATBIS Fixed Income Pool - Series O                           |        |        |         |
|--|--------|--------|---------|
| YEAR   | 2018   | 2017   | 2016    |
| <b>Net assets, beginning of period<sup>1</sup></b>           | \$9.82 | \$9.76 | \$10.00 |
| <b>Increase (decrease) from operations;</b>                  |        |        |         |
| Total revenue  | 0.28   | 0.34   | 0.53    |
| Total expenses   | -      | (0.01) | -       |
| Net investment income (loss)                                 | 0.28   | 0.33   | 0.53    |
| Realized gains (losses) for the period                       | (0.03) | (0.07) | 0.02    |
| Unrealized gains (losses) for the period                     | (0.11) | -      | (0.40)  |
| Net gain (loss) on investment for the period                 | (0.14) | (0.07) | (0.38)  |
| <b>Total increase (decrease) from operations<sup>2</sup></b> | 0.14   | 0.26   | 0.15    |
| <b>Distributions;</b>  |        |        |         |
| From income (excluding dividends)                            | (0.25) | (0.25) | (0.23)  |
| From dividends   | -      | -      | -       |
|  | (0.25) | (0.25) | (0.23)  |
| From capital gains   | -      | -      | (0.01)  |
| Return of capital  | -      | -      | -       |
| <b>Total annual distributions<sup>3</sup></b>                | (0.25) | (0.25) | (0.24)  |
| <b>Net assets, end of period<sup>4</sup></b>                 | \$9.70 | \$9.82 | \$9.76  |

(1) This information is derived from the Pool's audited financial statements.

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

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

## Ratios and Supplemental Data

| PERIOD   | 2018      | 2017      | 2016    |
|--|-----------|-----------|---------|
| Total net asset value (000's) <sup>4</sup>             | \$85,273  | \$53,493  | \$4,411 |
| Number of units outstanding <sup>4</sup>               | 8,790,457 | 5,449,577 | 451,819 |
| Management expense ratio <sup>5</sup>                  | 0.04%     | 0.07%     | 0.13%   |
| Management expense ratio before waivers or absorptions | 0.35%     | 0.81%     | 18.31%  |
| Trading expense ratio <sup>6</sup>                     | 0.00%     | 0.00%     | 0.00%   |
| Portfolio turnover rate <sup>7</sup>                   | 42.12%    | 87.70%    | 0.00%   |
| Net asset value per unit                               | \$9.70    | \$9.82    | \$9.76  |

(4) This information is provided at December 31 of prior years shown.

(5) The Management expense ratio (MER) is based on total expenses (excluding commissions and other Pool transaction costs), and the Pool's proportionate share of the MER, if applicable, of any underlying funds and exchange traded funds in which the Pool has invested, allocated to that series for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. The Manager, at its sole discretion, waives management fees or absorbs expenses. Such waivers and absorptions can be terminated at any time. The MERs of the Pool are shown both with and without the waivers and absorptions.

(6) The trading expense ratio represents total commissions and other Pool transaction costs expressed as an annualized percentage of daily average net asset value during the period.

(7) The Pool's Portfolio turnover rate indicates how actively the Pool's Advisor manages its Pool of investments. A Portfolio turnover rate of 100% is equivalent to the Pool buying and selling all of the securities in its Portfolio once in the course of the period. The higher a Pool's Portfolio turnover rate in a period, the greater the trading costs payable by the pool in the period, and the greater the chance of an investor receiving taxable capital gains in the period. There is not necessarily a relationship between a high turnover rate and the performance of a Pool.

## Financial Highlights (continued)

| ATBIS Fixed Income Pool - Series F1                          |        |        |         |
|--|--------|--------|---------|
| YEAR   | 2018   | 2017   | 2016    |
| <b>Net assets, beginning of period<sup>1</sup></b>           | \$9.74 | \$9.71 | \$10.00 |
| <b>Increase (decrease) from operations;</b>                  |        |        |         |
| Total revenue  | 0.27   | 0.35   | 0.25    |
| Total expenses   | (0.06) | (0.06) | (0.02)  |
| Net investment income (loss)                                 | 0.21   | 0.29   | 0.23    |
| Realized gains (losses) for the period                       | (0.02) | (0.07) | 0.01    |
| Unrealized gains (losses) for the period                     | (0.11) | (0.02) | (0.25)  |
| Net gain (loss) on investment for the period                 | (0.13) | (0.09) | (0.24)  |
| <b>Total increase (decrease) from operations<sup>2</sup></b> | 0.08   | 0.20   | (0.01)  |
| <b>Distributions;</b>  |        |        |         |
| From income (excluding dividends)                            | (0.24) | (0.20) | (0.27)  |
| From dividends   | -      | -      | -       |
|  | (0.24) | (0.20) | (0.27)  |
| From capital gains   | -      | -      | (0.01)  |
| Return of capital  | -      | -      | -       |
| <b>Total annual distributions<sup>3</sup></b>                | (0.24) | (0.20) | (0.28)  |
| <b>Net assets, end of period<sup>4</sup></b>                 | \$9.58 | \$9.74 | \$9.71  |

(1) This information is derived from the Pool's audited financial statements.

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

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

## Ratios and Supplemental Data

| PERIOD   | 2018    | 2017    | 2016   |
|--|---------|---------|--------|
| Total net asset value (000's) <sup>4</sup>             | \$5,489 | \$7,440 | \$5    |
| Number of units outstanding <sup>4</sup>               | 572,742 | 763,947 | 514    |
| Management expense ratio <sup>5</sup>                  | 0.57%   | 0.60%   | 0.64%  |
| Management expense ratio before waivers or absorptions | 0.90%   | 1.20%   | 67.15% |
| Trading expense ratio <sup>6</sup>                     | 0.00%   | 0.00%   | 0.00%  |
| Portfolio turnover rate <sup>7</sup>                   | 42.12%  | 87.70%  | 0.00%  |
| Net asset value per unit                               | \$9.58  | \$9.74  | \$9.71 |

(4) This information is provided at December 31 of prior years shown.

(5) The Management expense ratio (MER) is based on total expenses (excluding commissions and other Pool transaction costs), and the Pool's proportionate share of the MER, if applicable, of any underlying funds and exchange traded funds in which the Pool has invested, allocated to that series for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. The Manager, at its sole discretion, waives management fees or absorbs expenses. Such waivers and absorptions can be terminated at any time. The MERs of the Pool are shown both with and without the waivers and absorptions.

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### **Management Fees**

ATB Investment Management Inc. receives management fees of 1.25% per annum for Series A and 0.5% per annum for Series F1, the management fees for Series A and Series F1 are calculated as a percentage of their net asset value as of the close of business on each business day. Management fees for Series O are payable directly to the Manager by Series O investors and not by the Pool.

For the year ended December 31, 2018, the Pool paid ATB Investment Management Inc. management fees of \$33,815. The Pool's management fees were used by ATB Investment Management Inc. to pay costs for managing the investment portfolio, to provide investment analysis and recommendations, to make investment decisions, to purchase and sell investments and to provide other services.

### **Past Performance**

The performance information shown assumes all distributions made by the Pool were reinvested into additional units of the Pool. The performance information does not take into account sales, redemptions, distributions or other optional charges that would have reduced returns or performance. Past performance of the Pool does not necessarily indicate how it will perform in the future.

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## Year by Year Returns

The following information shows the Pool's performance for the year ended December 31, 2018 and for each of the previous years shown. The bar charts illustrate how the Pool's performance has changed from period to period and also indicates in percentage terms, how much an investment made on the first day of each financial period would have increased or decreased in value by the last day of each period.

Series A



Series O



Series F1



The inception date of Series A, O and F1 was September 22, 2016.

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## Annual Compound Returns

The table shows the annual compound returns for each Series of the Pool for each of the years ended December 31, as indicated, compared with the following benchmark:

The blended benchmark (the "Benchmark") is composed of:

**100%** FTSE TMX Universe Bond Index

| <b>For the year ended December 31</b> | <b>Past Year</b> | <b>Since Inception</b> |
|---------------------------------------|------------------|------------------------|
| Series A <sup>1</sup>                 | 0.00%            | 0.38%                  |
| Benchmark                             | 1.41%            | 0.17%                  |
| Series O <sup>1</sup>                 | 1.38%            | 1.98%                  |
| Benchmark                             | 1.41%            | 0.17%                  |
| Series F1 <sup>1</sup>                | 0.86%            | 1.35%                  |
| Benchmark                             | 1.41%            | 0.17%                  |

The returns of each series may vary because of differences in management fees and expenses. The Benchmark returns do not include costs of investing.

<sup>1</sup> Inception date September 22, 2016.

## Index Descriptions

### FTSE TMX Universe Bond Index

This index is designed as a broad measure of the Canadian investment-grade fixed-income market and includes bonds with maturities of at least one year.

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**Summary of Investment Pool**

As at December 31, 2018

| <i>ATBIS Fixed Income Pool</i> | <i>% Weight</i> |
|--------------------------------|-----------------|
| Fixed Income                   | 99.5%           |
| Cash & Other                   | 0.5%            |
| Total                          | 100.0%          |

| <i>ATBIS Fixed Income Pool</i> | <i>% Weight</i> |
|--------------------------------|-----------------|
| Fixed Income                   |                 |
| Govt Bonds                     | 11.6%           |
| Corp Bonds                     | 87.9%           |
| Cash & Other                   | 0.5%            |
| Total                          | 100.0%          |

| <i>Top 25 Holdings</i>                                   | <i>% Weight</i> |
|--|-----------------|
| BlackRock Canada Universe Bond Index Fund                | 8.6%            |
| Bank of Montreal 2.40% Feb 01/24                         | 5.8%            |
| The Toronto-Dominion Bank 1.68% Jun 08/21                | 4.3%            |
| Royal Bank of Canada 2.66% Mar 23/20                     | 3.9%            |
| Lloyds Bank PLC 2.64% Jul 11/23                          | 3.5%            |
| AT&T Inc. 3.96% Jun 12/24                                | 3.3%            |
| Enbridge Inc. 2.82% May 24/19                            | 3.1%            |
| Metropolitan Life Global Funding I 3.11% Apr 16/21       | 3.0%            |
| The Bank of Nova Scotia 2.49% Apr 02/20                  | 3.0%            |
| Royal Bank of Canada 2.75% Feb 11/20                     | 2.1%            |
| Apple Inc. 2.51% Aug 19/24                               | 2.0%            |
| The Toronto-Dominion Bank 2.62% Jun 28/23                | 2.0%            |
| Kraft Canada Inc. 2.70% Jul 06/20                        | 1.8%            |
| The Manufacturers Life Insurance Company 2.10% Jun 01/25 | 1.7%            |
| The Walt Disney Company 2.76% Oct 07/24                  | 1.7%            |
| Shaw Communications Inc. 6.75% Nov 09/39                 | 1.6%            |
| GE Capital Canada Funding Company 4.60% Jan 26/22        | 1.6%            |
| Honda Canada Finance Inc. 2.57% Dec 18/20                | 1.5%            |
| Magna International, Inc. 3.10% Dec 15/22                | 1.4%            |
| PepsiCo, Inc. 2.15% May 06/24                            | 1.3%            |
| The Manufacturers Life Insurance Company 3.18% Nov 22/27 | 1.3%            |
| Cogeco Communications Inc. 4.93% Feb 14/22               | 1.2%            |
| Hydro One Inc. 1.48% Nov 18/19                           | 1.2%            |
| GE Capital Canada Funding Company 2.57% Feb 15/22        | 1.2%            |
| Honda Canada Finance Inc. 2.64% Apr 17/20                | 1.1%            |

Total Fund Net Asset Value \$ 90,766,982

The summary of investment Portfolio may change due to ongoing Portfolio transactions in the investment fund. The most recent annual reports are available at no cost by calling 1-855-386-2282, by e-mailing atbimservice@atb.com. Prospectus and other information about underlying investment funds is available on the internet at [www.sedar.com](http://www.sedar.com).

### **Caution Regarding Forward-Looking Statements**

This report may include forward-looking statements about the Pool. These statements “Results from Operations” and “Recent Developments” may involve, but are not limited to, forward-looking statements about the Pool and may make references relating to strategy, risks, expected performance and condition. Forward-looking statements typically use words like “anticipate”, “believe”, “estimate”, “expect”, “intend”, “may”, “plan” or other similar expressions or future or conditional verbs such as “could”, “should”, “would” or “will.”

By their very nature, forward-looking statements require numerous assumptions and are subject to inherent risks and uncertainties, both general and specific, concerning future performance, strategies or prospects and possible future Pool action. A number of factors could cause actual future results, conditions, actions or events to differ materially from the current expectations, estimates, intentions or projections about future general economic, political and other relevant market factors in North America and internationally including, but not limited to, interest rates, foreign exchange rates, equity and capital markets, business competition, technological changes, catastrophic events and the general business economy. Such factors assume no changes to applicable tax, other laws, government regulation or legislation.

The Pool cautions readers that the aforementioned list is not exhaustive. Anyone reading and relying on forward-looking statements should carefully consider these and other factors that could potentially have an adverse affect on the Pool’s future results as there is a significant risk that forward-looking statements will not prove to be accurate.

**Readers should not place undue reliance on forward-looking statements, as actual results may differ materially from plans, objectives, and expectations.** The Pool does not undertake to update any forward-looking statement contained in this report.

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