

TACTICAL ASSET ALLOCATION COMMITTEE

OCTOBER 9, 2018

ASSET ALLOCATION CHANGE

We have made the following asset allocation change in our Institutional mandates:

- · We have reduced our US equity position by 5.0% (to 10.0% underweight)
- We have increased our Emerging Markets Equity position by 5.0% (to 10.0% overweight)

Investment Rationale

Emerging market equities have taken the brunt of the weakness related to the US-China trade dispute and a strengthening greenback in 2018. In contrast, US bourses have been resilient and breached new record highs on a number of occasions this year.

Specifically, the latest bout of US outperformance has resulted in a sizeable valuation gap versus emerging market stocks – the largest in over a decade. Investors have flocked to the perceived safety of US equities in response to the escalating trade dispute between the world's two largest economies and as investors have bid-up shares in the high-flying technology space, sending US equity multiples decisively higher. Meanwhile, emerging market multiples have contracted even despite the strong fundamental backdrop that includes robust economic growth prospects and a strong earnings environment.

As such, from a risk-reward perspective, we believe that emerging market equities are offering a compelling investment opportunity at this time – particularly as lingering trade headwinds fade and fundamentals begin to matter once again, as we expect.

Importantly, China's economic trajectory remains largely stable, with growth drivers rotating towards consumption and reducing the vulnerability to a full-blown trade war. What's more, the latest pledges from policymakers to support the economy via both monetary and fiscal stimulus should help to counter any negative side effects of newly imposed tariffs and could leave emerging market stocks ripe for a reversal, in our view.

Moreover, in these later stages of the business cycle, the global growth landscape has become increasingly self-sustaining. As a result, we believe that investors will no longer need to search for "growth at any price" and instead argues for a rotation towards the underappreciated value-oriented sectors of the marketplace, while the environment of rising bond yields is also expected to bring an end to the decade-long run of growth versus value outperformance.

Taken together, as strength in the dollar reverses course as we expect, fundamentals should once again prevail and alleviate some of the pressure on emerging market assets in general – thanks to solid economic growth momentum that's outpacing that of the developed world. Furthermore, financial positions have improved drastically since the 1997 crisis, the 2008 financial crisis, and the 2013 taper tantrum, with the aggregate economy less vulnerable to rising US borrowing costs and less reliant on external financing.

While there are indeed pockets of vulnerability, our sense is that any damage should be contained to the weakest links and will not spread more broadly across the emerging market space.

Emerging Market Equities: Making the Case



The valuation discount for the MSCI Emerging Markets versus the S&P 500 has widened to levels not seen since the depths of the financial crisis - offering an attractive investment opportunity in the context of a healthy economic and corporate earnings backdrop. Morever, vulnerabilities in both Turkey and Argentina (which represent a very small fraction of the total index) are fairly idiosyncratic in nature, with fears of contagion more broadly across the emerging world largely priced-in, in our view.



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INSTITUTIONAL MARKETS: CHANGES TO ASSET ALLOCATION STRATEGY							
	MINIMUM	BENCHMARK	MAXIMUM	STRATEGY	ALLOCATION	RELATIVE	OCTOBER 9, 2018 CHANGE
Money Market	0.0%	5.0%	25.0%	Overweight	20.0%	+15.0%	No change
Canadian Bonds	20.0%	40.0%	60.0%	Underweight	25.0%	-15.0%	No change
Canadian Equity	20.0%	25.0%	45.0%	Overweight	30.0%	+5.0%	No change
U.S. Equity	3.0%	13.0%	23.0%	Underweight	3.0%	-10.0%	Decreased by 5.0%
International Equity	2.0%	12.0%	22.0%	Underweight	7.0%	-5.0%	No change
Emerging Markets Equity	0.0%	5.0%	15.0%	Overweight	15.0%	+10.0%	Increased by 5.0%

OCTOBER 2018



In September, appetite for risk resurfaced even in the wake of a tumultuous geopolitical backdrop. President Trump's protectionist crusade against China escalated after newly imposed tariffs on \$200 billion worth of Chinese imports were met with retaliatory measures from China – while Trump went a step further and threatened to slap tariffs on an additional \$267 billion of Chinese goods. Encouragingly, some notable progress has been made elsewhere. After several months of stalemate in NAFTA negotiations, policymakers succeeded in securing a revamped trilateral accord, while a new round of tariffs in the EU and Japan have been sidelined as trade talks advance. Finally, European financial markets came under pressure after Italy's populist coalition proposed a much wider than anticipated budget deficit, prompting concerns about fiscal mismanagement and potential repercussions from the European Union.

FINANCIAL MARKET DASHBOARD						
	SEPT. 30 2018	SEPT.	YTD	1 YEAR		
EQUITY MARKETS		% PRICE CHANGE (LC)				
S&P 500	2,914	0.43%	8.99%	15.66%		
S&P/TSX	16,073	-1.17%	-0.84%	2.80%		
MSCI EAFE	1,974	0.59%	-3.76%	-0.01%		
MSCI EM	1,048	-0.76%	-9.54%	-3.13%		
FIXED INCOME (%)		BASIS	POINT CHA	ANGE		
US 10 Year Bond Yield	3.06	20.1	65.6	72.8		
US 2 Year Bond Yield	2.82	19.2	93.6	133.6		
CA 10 Year Bond Yield	2.43	19.9	38.2	32.8		
CA 2 Year Bond Yield	2.21	14.4	52.5	69.7		
CURRENCIES		% P	RICE CHAN	GE		
CAD/USD	0.77	1.03%	-2.63%	-3.40%		
EUR/USD	1.16	0.02%	-3.34%	-1.78%		
USD/JPY	113.70	2.40%	0.90%	1.06%		
COMMODITIES % PRICE CHANGE						
WTI Oil (USD/bbl)	73.25	4.94%	21.23%	41.77%		
Copper (USD/pound)	2.80	5.89%	-15.01%	-5.08%		
Gold (USD/oz)	1,191.50	-0.84%	-9.00%	-7.02%		

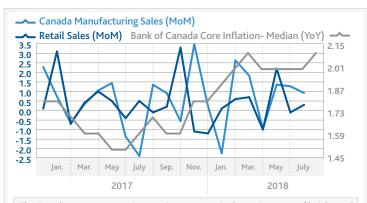
In the end, global equity markets took these events in stride, with the MSCI All Country World eking out a marginal gain in September. Regionally speaking, results diverged somewhat. While the US equity market continued to lead the global charge, the Canadian equity market was pressured lower as lingering trade uncertainties dampened sentiment. Looking abroad, European stocks were weighed down by fears that Italy's proposed budget deficit threatens the country's financial stability, while the yen's slide to its weakest level this year stoked Japanese shares. Finally, emerging market equities began to stage a recovery as compelling valuations and some softer dollar conditions reignited risk appetite.

Yield curves bear-steepened and North American fixed income markets posted negative results in September. Bond yields were higher across the entire curve, with the short-end backing-up after the Federal Reserve reiterated its desire to continue normalizing monetary policy, while the combination of a strong economy, higher oil prices, and receding trade tensions have provided the Bank of Canada the scope to continue raising rates. The long-end also edged higher, with healthy global growth prospects and elevated crude prices boosting inflation expectations.

In currency markets, the greenback ended the month virtually unchanged – thriving initially on higher US rates, persistent trade tensions, and emerging market turmoil – though pared those gains as risk appetite resurfaced and sent investors flocking out of the safe haven currency. Similarly, the yen slid on the back of a resurgence in risk appetite and divergent monetary policies between the Federal Reserve and the Bank of Japan. The euro trimmed monthly gains on concerns that Italy's budget decision could negatively impact the country's credit rating, while weaker than expected inflation results also weighed. Finally, the Canadian dollar bounced higher after some healthy economic results, elevated crude prices, and constructive rhetoric from Governor Poloz boosted wagers for Bank of Canada rate hikes.

In commodity markets, crude prices roared higher after OPEC and Russia signaled no immediate plans to raise production even in light of looming US sanctions on Iranian oil exports – setting the stage for an impending supply crunch at the same time that demand remains robust. In contrast, gold posted its sixth consecutive month of losses after the Fed raised rates and reinforced a clear path for further monetary policy normalization, reducing the appeal of non-interest bearing assets such as bullion.

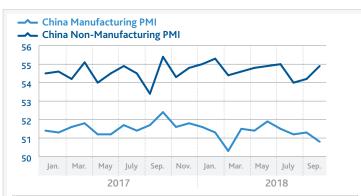




The Canadian economy continues to impress even in the environment of heightened trade tensions. Manufacturing sales hit a new high in July, while exports have also made an impressive comeback. Furthermore, the consumer has proven fairly immune to higher borrowing costs and continues to spend – all of which has provided the Bank of Canada the scope to raise interest rates again in October.



With robust, fiscally-charged GDP growth and rock-bottom unemployment in the US, core inflation held in at the Federal Reserve's 2% target for a fourth consecutive month in August. Moreover, expansionary fiscal policies and newly-announced import tariffs are also likely to stoke inflationary pressures even further - reinforcing the Federal Reserve's desire to move interest rates higher in the coming year.



While the US-China trade dispute has indeed weighed on the factory sector in China, the services sector remains in healthy shape – suggesting that domestic demand remains strong enough to mitigate some of the headwinds on the external front. Moreover, policymakers have pledged a willingness to step-in and support the economy, helping to counter the negative side effects of newly-imposed tariffs.

CANADA

The Canadian economy has seen little in the way of collateral damage stemming from an escalation in trade tensions. While the domestic economy has been feasting on healthy gains in consumer and business spending, most encouraging has been the revival in exports - owing to robust demand stateside and a weaker loonie. Encouragingly, these tailwinds have helped to counter some of the side effects from newly imposed tariffs and have sent the trade surplus with the US to its highest level since 2008. In the environment of above-trend growth, pricing pressures are building, with the Bank of Canada's key gauges of core inflation hovering around target – providing the central bank with the ammunition to continue normalizing monetary policy in the coming year, while the last minute agreement on NAFTA 2.0 also removes a key overhang for the Bank of Canada.

USA

The latest string of US economic results have reinforced the notion that the world's largest economy remains on solid ground, thanks to the double-dose of fiscal stimulus. Monthly activity results suggest that the economy remains on track for another strong showing in the third quarter, thanks to an upbeat consumer outlook and strong factory activity. Notably, the consumer has been thriving in the environment of strong job creation and as wages are accelerating at their fastest pace this cycle, while the factory sector has largely brushed off the latest bout of tit-for-tat tariffs. As a result, pricing pressures are building, with the Federal Reserve's preferred gauge of inflation holding right on target for the fourth consecutive month in August, reinforcing the Fed's commitment to further monetary policy normalization in the coming years.

INTERNATIONAL

The Chinese economy has proven fairly resilient in the aftermath of newly-announced tariffs, owing mainly to a healthy domestic growth backdrop. The official gauge of factory activity revealed that trade headwinds are beginning to take a bite out of the economy, with the export sub-index remaining in contraction territory for a fourth consecutive month. However, the services-oriented gauge of economic activity strengthened during the month, suggesting that domestic growth prospects remain reasonably bright, while China's rebalance away from external growth drivers and towards consumption and services has reduced China's vulnerability to trade and exports. Moreover, policymakers have pledged to prioritize growth and support the economy if need be, with any sign of substantial moderation likely to be countered by both fiscal and monetary stimulus.



Our current scenarios are for a synchronized global expansion (60%), which is a continuation of the current environment that benefits equities, trade protectionism (15%), which would be negative for equities and positive for bonds, stagflation (15%) which would be detrimental for both bonds and equities, and finally, geopolitical instability (10%) that would introduce significant financial market volatility.

MAIN SCENARIO

SYNCHRONIZED GLOBAL EXPANSION

PROBABILITY 60%

The global economy continues to grind higher in a synchronous manner, with all major regions contributing to the advance. The US leads the global charge, thanks to widespread momentum across both the consumer and manufacturing space, while the double-dose of fiscal stimulus boosts an already-buoyant economy. Meanwhile, the Canadian economy moderates towards a more sustainable, albeit still above-trend pace. Finally, policymakers in Europe and Japan ultimately prove successful in reflating growth, while emerging market economies prosper in the environment of improving global demand, ample liquidity, and rising commodity prices. Taken together, the lucrative combination of synchronized global growth and a revival in commodity prices should bolster inflation expectations across the world, though not to levels that would threaten the status of the economic recovery. This reflationary backdrop bodes well for equities and commodities (ex-gold) at the expense of fixed income and the US dollar.

SCENARIO 2 TRADE PROTECTIONISM

PROBABILITY 15%

The biggest risk to our base case scenario is a rise in protectionism stemming from the US and the threat of a trade war that would derail the synchronous global expansion. Specifically, President Trump's rhetoric on protectionism has translated into action ahead of the midterm elections, with the US imposing tariffs on a variety of imports including solar panels, washing machines, steel, and aluminum – which have been met with retaliatory measures from some of America's closest allies in response. Mr. Trump has since upped the ante by imposing tariffs on a total of \$250 billion worth of Chinese goods (of which China has retaliated), while threatening to slap tariffs on an additional \$267 billion of imports as well as levies on global auto imports – which would be detrimental for trade flows and the global economy alike. In this scenario, anti-trade rhetoric in the US becomes a reality and results in tariffs being imposed on economies such as China, Canada, Europe, Japan and Mexico, with further retaliation igniting a full-blown global trade war.

SCENARIO 3 STAGFLATION

PROBABILITY 15%



After an extended period of undershooting central bank inflation targets, policymakers tolerate higher inflation (overshoot) and monetize inflation by letting the economy run hot. As a result, inflation expectations start to de-anchor from current subdued levels and surge higher. This would come at the same time that fiscal stimulus is being reigned-in (2020) in the later stages of the economic expansion, causing growth to moderate to well below potential levels in response. In the Stagflation scenario, a stagnation in growth occurs concurrently with an acceleration in inflation as a result of previous excessive monetary stimulation and an exhaustion of productive capacity - creating a tumultuous financial market landscape whereby both equities and bonds experience broad based declines.

SCENARIO 4 GEOPOLITICAL INSTABILITY

PROBABILITY 10%

Political upheaval in Europe and vulnerabilities in the emerging world could ignite a crisis in confidence – disrupting the global economy and financial markets alike. Specifically in Italy, the Five Star and League parties have formed a coalition government with Eurosceptic tendencies, with plans to expand fiscal policy that would go against the fiscal rules and threaten the relationship with the European Union – which risks throwing the region into political disarray at the same inopportune time that a lack of progress in Brexit negotiations has raised the odds of a "hard Brexit" scenario. Meanwhile, emerging market economies remain susceptible to a strengthening greenback, particularly those countries with high levels of external debt. An increase in debt-servicing costs raises default risks and capital outflows for the weaker links, with the potential for contagion to spread more broadly across the developing world.



SCENARIOS	SEPTEMBER 30, 2018	SYNCHRONIZED GLOBAL EXPANSION	TRADE PROTECTIONISM	STAGFLATION	GEOPOLITICAL INSTABILITY
PROBABILITY		60%	15%	15%	10%
GDP GROWTH (Y/Y)				· ·	
Global	3.50%	4.00%	2.00%	2.75%	3.00%
Canada	2.40%	3.00%	0.50%	2.75%	1.00%
U.S.	2.90%	3.50%	1.00%	2.75%	1.00%
INFLATION (HEADLINE Y/	Y)				
Canada	2.80%	2.50%	1.50%	3.00%	1.50%
U.S.	2.70%	2.50%	2.00%	3.00%	1.75%
SHORT-TERM RATES					
Bank of Canada	1.50%	2.25%	1.00%	2.00%	1.25%
Federal Reserve	2.25%	3.00%	2.00%	2.75%	2.25%
10-YEAR RATES					
Canada Government	2.43%	2.85%	1.40%	3.80%	1.70%
US Government	3.06%	3.25%	2.25%	4.25%	2.00%
PROFIT GROWTH (12 MO	NTHS FORWARD)				
Canada	17.9%	21.0%	-14.3%	18.5%	-4.2%
U.S.	12.7%	13.9%	-5.6%	7.4%	-2.4%
EAFE	8.1%	5.5%	-9.6%	-2.1%	-13.49
EM	14.1%	21.7%	-20.9%	9.6%	-20.9%
P/E (FORWARD 12 MONT	THS)				
Canada	13.8X	15.5X	15.0X	13.0X	14.5>
U.S.	16.8X	16.5X	16.5X	16.0X	16.0>
EAFE	13.8X	15.0X	14.0X	13.0X	14.0>
EM	11.2X	13.0X	11.0X	11.0X	12.5>
CURRENCIES					
CAD/USD	0.77	0.83	0.70	0.80	0.72
EUR/USD	1.16	1.20	1.10	1.10	1.00
USD/JPY	113.70	110.00	100.00	120.00	100.00
COMMODITIES					
Oil (WTI, USD/barrel)	73.25	80.00	50.00	90.00	55.00



MATRIX OF EXPECTED RETURNS

SCENARIOS	SYNCHRONIZED GLOBAL EXPANSION	TRADE PROTECTIONISM	STAGFLATION	GEOPOLITICAL INSTABILITY
PROBABILITY	60%	15%	15%	10%
Money Market	1.9%	1.3%	1.8%	1.4%
Canadian Bonds	-0.6%	9.6%	-6.9%	7.9%
Canadian Equity	15.7%	-20.7%	-5.0%	-14.3%
U.S. Equity	-7.5%	-9.1%	-12.3%	-11.4%
International Equity	-0.7%	-5.8%	-17.1%	-12.2%
Emerging Market Equity	15.8%	-24.5%	-8.5%	-16.6%

CURRENT STRATEGY¹

	MINIMUM	BENCHMARK	MAXIMUM	STRATEGY	ALLOCATION	RELATIVE	DEC. 6 CHANGES
Money Market	0.0%	5.0%	25.0%	Overweight	20.0%	+15.0%	Increased by 10.0 %
Canadian Bonds	20.0%	40.0%	60.0%	Underweight	25.0%	-15.0%	No change
Canadian Equity	20.0%	25.0%	45.0%	Overweight	30.0%	+5.0%	Decreased by 2.5%
U.S. Equity	3.0%	13.0%	23.0%	Underweight	8.0%	-5.0%	Decreased by 5.0%
International Equity	2.0%	12.0%	22.0%	Underweight	7.0%	-5.0%	No change
Emerging Markets Equity	0.0%	5.0%	15.0%	Overweight	10.0%	+5.0%	Decreased by 2.5%

¹ Based on a 100 basis point value added objective. The benchmark employed here is based on a model portfolio and for illustrative purposes only. Individual client benchmarks are employed in the management of their respective portfolios.



EVOLUTION OF STRA						EMEDONO
	MONEY MARKET	CANADIAN BONDS	CANADIAN EQUITY	U.S. EQUITY	INTERNATIONAL EQUITY	EMERGING MARKETS EQUITY
August 10, 2011	+5.0%	-15.0%	+5.0%	+5.0%	0.0%	0.0%
October 5, 2011	+7.0%	-15.0%	+8.0%	0.0%	0.0%	0.0%
October 12, 2011	+6.0%	-10.0%	+4.0%	0.0%	0.0%	0.0%
November 11, 2011	+5.0%	0.0%	0.0%	0.0%	-5.0%	0.0%
December 7, 2011	0.0%	0.0%	+5.0%	0.0%	-5.0%	0.0%
April 20, 2012	+15.0%	-20.0%	+10.0%	0.0%	-5.0%	0.0%
July 31, 2012	+20.0%	-15.0%	0.0%	0.0%	-5.0%	0.0%
November 9, 2012	+10.0%	-15.0%	+10.0%	0.0%	-5.0%	0.0%
February 19, 2013	+5.0%	-15.0%	+10.0%	0.0%	0.0%	0.0%
August 6, 2013	0.0%	-15.0%	+10.0%	+5.0%	0.0%	0.0%
December 3, 2013	+10.0%	-15.0%	+5.0%	0.0%	0.0%	0.0%
February 5, 2014	0.0%	-15.0%	+10.0%	+10.0%	-5.0%	0.0%
October 14, 2014	0.0%	-20.0%	+5.0%	+10.0%	+5.0%	0.0%
November 14, 2014	+10.0%	-20.0%	+2.5%	+2.5%	+5.0%	0.0%
July 13, 2015	0.0%	-20.0%	+7.0%	+4.0%	+9.0%	0.0%
October 19, 2015	0.0%	-20.0%	+11.0%	+0.0%	+9.0%	0.0%
June 24, 2016	+9.0%	-20.0%	+11.0%	+0.0%	+0.0%	0.0%
July 12, 2016	0.0%	-20.0%	+15.0%	+0.0%	+0.0%	+5.0%
July 27, 2016	+5.0%	-20.0%	+12.5%	+0.0%	+0.0%	+2.5%
October 31, 2016	0.0%	-20.0%	+12.5%	0.0%	0.0%	+7.5%
April 5, 2017	+5.0%	-15.0%	+7.5%	0.0%	-5.0%	+7.5%
December 6, 2017	+15.0%	-15.0%	+5.0%	-5.0%	-5.0%	+5.0%

¹ Based on a 100 basis point value added objective.

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