

# Simplified *Prospectus*

October 14, 2020

OFFERING SERIES A, F AND I SECURITIES

OF:

## IPC ESSENTIALS PORTFOLIOS

IPC ESSENTIALS INCOME PORTFOLIO (FORMERLY IPC INCOME ESSENTIALS PORTFOLIO)

IPC ESSENTIALS BALANCED PORTFOLIO (FORMERLY IPC BALANCED ESSENTIALS PORTFOLIO)

IPC ESSENTIALS ESG BALANCED PORTFOLIO (FORMERLY IPC ESG BALANCED ESSENTIALS PORTFOLIO)

IPC ESSENTIALS GROWTH PORTFOLIO (FORMERLY IPC GROWTH ESSENTIALS PORTFOLIO)

## IPC FOCUS PORTFOLIOS

IPC FOCUS CONSERVATIVE PORTFOLIO

IPC FOCUS BALANCED PORTFOLIO

IPC FOCUS GROWTH PORTFOLIO

No securities regulatory authority has expressed an opinion about these securities. It is an offence to claim otherwise. **The mutual funds and the securities of the mutual funds offered under this simplified prospectus are not registered with the United States Securities and Exchange Commission and they are sold in the United States only in reliance on exemptions from registration.**

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## Part A: General Disclosure

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### *Introduction*

- This simplified prospectus contains selected important information to help you make an informed decision about investing in the mutual funds listed on the cover (individually, each is a “**Fund**”, and collectively, they are referred to as the “**Funds**”).
- It is important that you select the appropriate Funds and series in which to invest in order to properly address your personal circumstances and investment needs.
- This simplified prospectus will help you understand your rights as an investor in the Funds.
- To make this document easier to read and understand, we have used personal pronouns throughout much of the text. References to “**Counsel**”, “**our**”, “**we**” or “**us**” generally refer to Counsel Portfolio Services Inc. in its capacity as manager of the Funds and also in its capacity as trustee of the Funds. References to “**you**” are directed to the reader as a potential or actual investor in the Funds.
- In this document we refer to “**financial advisors**” and “**dealers**”. The financial advisor is the individual with whom you consult for investment advice and the dealer is the company or partnership that employs your financial advisor and may include, at our discretion, a company or partnership that has received an exemption from the dealer registration requirements from the Canadian securities regulators.
- In this document, mutual funds managed by Counsel are referred to collectively as the “**Counsel Funds**”, or each individually, as a “**Counsel Fund**”. Other Counsel Funds are offered under another simplified prospectus.
- This simplified prospectus contains information about each Fund, including the series that comprise each Fund, and the risks of investing in mutual funds generally, as well as the names of the firms responsible for the portfolio management of the Funds.
- This document is divided into two parts:
  - **Part A**, from pages 1 to 38, contains **general information** applicable to all of the Funds offered we offer.
  - **Part B**, from pages 39 to 60 contains **specific information** about each of the Funds described in this document.
- Additional information about each Fund is available in the following documents:
  - the annual information form;
  - the most recently filed fund facts;
  - the most recently filed annual financial statements;
  - any interim financial reporting filed after those annual financial statements;
  - the most recently filed annual management report of fund performance; and

- any interim management report of fund performance filed after that annual management report of fund performance.
- These documents are incorporated by reference into this simplified prospectus, which means that they legally form part of this document just as if they were printed as a part of this document. You can get a copy of these documents, at your request and at no cost, by calling us toll-free at 1-877-625-9885, or from your financial advisor.
- These documents and other information about the Funds are available on our website at [www.ipcportfolios.ca](http://www.ipcportfolios.ca) and are also available on the website of SEDAR at [www.sedar.com](http://www.sedar.com).

### ***What is a Mutual Fund and What are the Risks of Investing in a Mutual Fund?***

#### **What is a Mutual Fund?**

- A mutual fund is a pool of money contributed by people with similar investment objectives. Investors share the fund's income and expenses, and also the gains and losses that the fund makes on its investments in proportion to their investment in the fund.
- In Canada, a mutual fund can be established as a unit trust or as one or more classes of shares of a corporation. The Funds offered under this simplified prospectus have been established as unit trusts and issue units to investors. In this document, reference to a Fund's "**securities**" means its units. Investors in the Funds are sometimes referred to as "**Securityholders**". Each Fund is comprised of several series of securities.
- Please refer to the front cover of this simplified prospectus or to the specific information about each of the Funds in Part B, for the series that are available for each Fund pursuant to this document. Some of the Funds may also offer other series of securities under separate simplified prospectuses and related annual information forms, and/or offer series which are only available on an exempt-distribution basis. The different series of securities available under this simplified prospectus are described under the heading "**Purchases, Switches and Redemptions**" starting on page 13. We may offer additional series of securities of the Funds in the future without notice to, or approval from, you.

#### **What are the General Risks of Investing in a Mutual Fund?**

- A mutual fund may own many different types of investments, such as stocks, bonds, securities of other mutual funds, derivatives or cash, depending on the fund's investment objectives. The values of these investments vary from day to day, reflecting changes in interest rates, economic conditions, stock market developments and individual company news. As a result, a mutual fund's net asset value (the "**NAV**") will go up and down on a daily basis, and the value of your investment in a mutual fund may be more, or less, when you redeem it than when you initially purchased it.
- We do not guarantee that the full amount of your original investment in a Fund will be returned to you. Unlike bank accounts or guaranteed investment certificates, mutual fund securities are not covered by the Canada Deposit Insurance Corporation or any other government deposit insurer.
- Under exceptional circumstances, mutual funds may suspend redemptions. Please see "**Redemptions**" on page 18 for more details.
- Mutual funds are subject to a variety of risks. These risks may cause you to lose money on your mutual fund investment. This section provides a list of the risks of investing in mutual funds. The risks that apply to each

Fund offered by this simplified prospectus are listed under the sub-heading “**What are the Risks of Investing in the Fund?**” for each Fund described in Part B. To the extent that a Fund invests, directly or indirectly, in another mutual fund, the risks of investing in that Fund are similar to the risks of investing in the other mutual fund in which that Fund invests.

- **Capital Depletion Risk** - Series of IPC Essentials Income Portfolio aim to make monthly distributions at a target rate. These monthly distributions will generally be comprised of, in whole or in part, return of capital. When we return your capital, this reduces the amount of your original investment and may result in the return of the entire amount of your original investment. Return of capital that is not reinvested will reduce the NAV of the Fund, which could reduce the Fund’s ability to generate future income. You should not draw any conclusions about the Fund’s investment performance from the amount of this distribution. See “**Series Offering Regular Cash Flow**” on page 46 for the list of series that offer monthly distributions.
- **Commodity Risk** – A mutual fund may invest in commodities or in companies engaged in commodity-focused industries and may obtain exposure to commodities using derivatives or by investing in exchange-traded funds, the underlying interests of which are commodities. Commodity prices can fluctuate significantly in short time periods, which will have a direct or indirect impact on the value of such mutual fund.
- **Company Risk** – Equity investments, such as stocks and investments in trusts, and fixed-income investments, such as bonds, carry several risks that are specific to the company that issues the investments. A number of factors may cause the price of these investments to fall. These factors include specific developments relating to the company, conditions in the market where these investments are traded, and general economic, financial and political conditions in the countries where the company operates. While these factors impact all securities issued by a company, the values of equity securities generally tend to change more frequently and vary more widely than fixed-income securities. As a mutual fund’s NAV is based on the value of its portfolio securities, an overall decline in the value of portfolio securities that it holds will reduce the value of the mutual fund and, therefore, the value of your investment.
- **Concentration Risk** – A mutual fund may invest a large portion of its net assets in a small number of issuers, in a particular industry or geographic region, or may use a specific investment style, such as growth or value. A relatively high concentration of assets in, or exposure to a single issuer, or a small number of issuers, may reduce the diversification of a mutual fund and may result in increased volatility in the mutual fund’s NAV. Issuer concentration may also increase the illiquidity of the mutual fund’s portfolio if there is a shortage of buyers willing to purchase those securities.

A mutual fund concentrates on a style or sectors either to provide investors with more certainty about how the mutual fund will be invested or the style of the mutual fund, or because a portfolio manager believes that specialization increases the potential for good returns. If the issuer, industry or region faces difficult economic times or if the investment approach used by such mutual fund is out of favour, the mutual fund will likely lose more than it would if it diversified its investments or style. If a mutual fund’s investment objectives or strategies require concentration, it may continue to suffer poor returns over a prolonged period of time.

- **Convertible Securities Risk** – Convertible securities are fixed-income securities, preferred stocks or other securities that are convertible into common stock or other securities. The market value of convertible securities tends to decline as interest rates increase and, conversely, to increase as interest rates decline. A

convertible security's market value, however, tends to reflect the market price of the issuer's common stock when that price approaches or exceeds the convertible security's "conversion price". The conversion price is defined as the predetermined price at which the convertible security could be exchanged for the associated stock. As the market price of the common stock declines, the price of the convertible security tends to be influenced more by the yield of the convertible security. Thus, it may not decline in price to the same extent as the underlying common stock.

In the event of a liquidation of the issuing company, holders of convertible securities would be paid before the company's common stockholders but after holders of any senior debt obligations of the company. Consequently, the issuer's convertible securities generally entail less risk than its common stock but more risk than its senior debt obligations.

- **Credit Risk** – An issuer of a bond or other fixed-income investment, including asset-backed securities, may not be able to pay interest or repay the principal at maturity. The risk of such a failure to pay is known as credit risk. Some issuers have more credit risk than others. Issuers with higher credit risk typically pay higher interest rates than interest rates paid by issuers with lower credit risk because higher credit risk companies expose investors to a greater risk of loss. Credit risk can increase or decline during the term of the fixed-income investment.

Companies, governments and other entities, including special purpose vehicles that borrow money, and the debt securities they issue, are assigned credit ratings by specialized rating agencies. The ratings are a measure of credit risk and take into account many factors, including the value of any collateral underlying a fixed-income investment. Issuers with low or no ratings typically pay higher yields but can subject investors to substantial losses. Credit ratings are one factor used by the portfolio managers of the mutual funds in making investment decisions. A credit rating may prove to be wrong, which can lead to unanticipated losses on fixed-income investments. If the market perceives that a credit risk rating is too high, then the value of the investments may decrease substantially. A downgrade in an issuer's credit rating or other adverse news regarding an issuer can reduce a security's market value.

The difference in interest rates between an issuer's bond and a government-issued bond that are otherwise identical in all respects except for the credit rating, is known as the credit spread. Credit spreads widen if the market determines that a higher return is necessary to compensate for the increased risk of owning a particular fixed-income investment. An increase in credit spread after the purchase of a fixed-income investment decreases the value of that investment.

- **Cyber Security Risk** – Due to the widespread use of technology in the course of business, the Funds have become potentially more susceptible to operational risks through breaches in cyber security. Cyber security is the risk of harm, loss, and liability resulting from a failure, disruption or breach of an organization's information technology systems. It refers to both intentional and unintentional events that may cause a Fund to lose proprietary information, suffer data corruption, or lose operational capacity, which could cause us and/or a Fund to experience disruptions to business operations; reputational damage; difficulties with a Fund's ability to calculate its NAV; or incur regulatory penalties, additional compliance costs associated with corrective measures, and/or financial loss. Cyber attacks may involve unauthorized access to a Fund's digital information systems (e.g., through "hacking" or malicious software coding) for purposes of misappropriating assets or sensitive information, or corrupting data, equipment or systems. Other cyber attacks do not require unauthorized access, such as denial-of-service attacks (i.e., efforts to make network services unavailable to intended users). In addition, cyber attacks on a Fund's third-party

services provider (e.g., administrators, transfer agents, custodians and sub-advisors) or issuers that a Fund invests in can also subject a Fund to many of the same risks associated with direct cyber attacks. Similar to operational risks in general, we have established risk management systems designed to reduce the risks associated with cyber security. However, there is no guarantee that such efforts will be successful.

- **Derivatives Risk** – Some mutual funds may use derivatives to pursue their investment objectives. Generally, a derivative is a contract between two parties, whose value is determined with reference to the market price of an asset, such as a currency, commodity or stock, or the value of an index or an economic indicator, such as a stock market index or a specified interest rate (the “**underlying interest**”).

Most derivatives are options, forwards, futures or swaps. An *option* gives the holder the right, but not the obligation, to buy or sell the underlying interest at an agreed price within a certain time period. A call option gives the holder the right to buy; a put option gives the holder the right to sell. A *forward* is a commitment to buy or sell the underlying interest for an agreed price on a future date. A *future* is similar to a forward except that futures are traded on exchanges. A *swap* is a commitment to exchange one set of payments for another set of payments.

Some derivatives are settled by one party’s delivery of the underlying interest to the other party; others are settled by a cash payment representing the value of the contract.

Each Fund is expected to use derivatives for hedging and non-hedging purposes as described below and within its investment objectives and strategies as set out in Part B of this simplified prospectus.

The use of derivatives carries several risks:

- There is no guarantee that a market will exist for some derivatives, which could prevent the mutual fund from selling or exiting the derivative prior to the maturity of the contract. This risk may restrict the mutual fund’s ability to realize its profits or limit its losses.
- It is possible that the other party to the derivative contract (“**counterparty**”) will fail to perform its obligations under the contract, resulting in a loss to a mutual fund.
- When entering into a derivative contract, the mutual fund may be required to provide margin or collateral to the counterparty. If the counterparty becomes insolvent, the mutual fund could lose its margin or its collateral or incur expenses to recover it.
- Some mutual funds may use derivatives to reduce certain risks associated with investments in foreign markets, currencies or specific securities. Using derivatives for these purposes is called *hedging*. Hedging may not be effective in preventing losses. Hedging may also reduce the opportunity for gain if the value of the hedged investment rises, because the derivative could incur an offsetting loss. Hedging may also be costly or difficult to implement.
- Securities and commodities exchanges could set daily trading limits on options and futures. Such rule changes could prevent the mutual fund from completing a futures or options transaction, causing the mutual fund to realize a loss because it cannot hedge properly or limit a loss.
- Where a mutual fund holds a long or short position in a future whose underlying interest is a commodity, the mutual fund will always seek to close out its position by entering into an offsetting future prior to the first date on which the mutual fund might be required to make or take delivery of

the commodity under the future. There is no guarantee the mutual fund will be able to do so. This could result in the mutual fund having to make or take delivery of the commodity.

- The Income Tax Act (Canada) (the “Tax Act”), or its interpretation, may change in respect of the tax treatment of derivatives.
- **Emerging Markets Risk** – Emerging markets have the risks described under foreign currency risk and foreign markets risk. In addition, they are more likely to experience political, economic and social instability and may be subject to corruption or have lower business standards. Instability may result in the expropriation of assets or restrictions on payment of dividends, income or proceeds from the sale of a mutual fund’s securities. In addition, accounting and auditing standards and practices may be less stringent than those of developed countries, resulting in limited availability of information relating to a mutual fund’s investments. Further, emerging market securities are often less liquid and custody and settlement mechanisms in emerging market countries may be less developed, resulting in delays and the incurring of additional costs to execute trades of securities.
- **ETF Risk** – A mutual fund may invest in a fund whose securities are listed for trading on an exchange (an “**exchange-traded fund**” or “**ETF**”). The investments of ETFs may include stocks, bonds, commodities and other financial instruments. Some ETFs, known as index participation units (“**IPUs**”) attempt to replicate the performance of a widely-quoted market index. Not all ETFs are IPUs. While investment in an ETF generally presents the same risks as investment in a conventional mutual fund that has the same investment objectives and strategies, it also carries the following additional risks, which do not apply to investment in conventional mutual funds:
  - The performance of an ETF may be significantly different from the performance of the index, assets, or financial measure that the ETF is seeking to track. There are several reasons that this might occur, including that ETF securities may trade at a premium or a discount to their NAV, or that ETFs may employ complex strategies, such as leverage, making tracking with accuracy difficult.
  - An active trading market for ETF securities may fail to develop or fail to be maintained.
  - There is no assurance that the ETF will continue to meet the listing requirements of the exchange on which its securities are listed for trading.

Also, commissions may apply to the purchase or sale of ETF securities. Therefore, investment in ETF securities may produce a return that is different than the change in the NAV of these securities.

- **Extreme Market Disruptions Risk** – Certain extreme events, such as natural disasters, war, civil unrest, terrorist attacks, and public health crises like epidemics, pandemics or outbreaks of new infectious diseases or viruses (including, most recently, the novel coronavirus (COVID-19)) can materially adversely affect a Fund’s business, financial condition, liquidity or results of operations. The current COVID-19 pandemic is significantly impacting the global economy and commodity and financial markets. To date the COVID-19 pandemic has resulted in a slowdown in economic activity, higher unemployment, reduced consumer activity and extreme volatility in financial markets and commodity prices, raising the prospect of a global recession. Governmental responses to COVID-19 have led to significant restrictions on travel, temporary business closures, quarantines, globally. Public health crises, such as the COVID-19 outbreak, can also result in operating, supply chain and project development delays that can materially adversely affect the operations of third parties in which a Fund has an interest. The duration of any business disruptions and



related financial impact of the COVID-19 outbreak is unknown. It is difficult to predict how a Fund may be affected if a pandemic, such as the COVID-19 outbreak, persists for an extended period of time. Similarly, the effects of terrorist acts (or threats thereof), military action or similar unexpected disruptive events on the economies and securities markets of countries cannot be predicted. Natural disasters, war and civil unrest can also have materially adverse impacts on economic enterprises in the impacted countries. All such extreme events may impact Fund performance.

- **Foreign Currency Risk** – The NAVs of most mutual funds are calculated in Canadian dollars. Foreign investments are generally purchased in currencies other than Canadian dollars. When foreign investments are purchased in a currency other than Canadian dollars, the value of those foreign investments will be affected by the value of the Canadian dollar relative to the value of the foreign currency. If the Canadian dollar rises in value relative to the other currency but the value of the foreign investment otherwise remains constant, the value of the investment in Canadian dollars will have fallen. Similarly, if the value of the Canadian dollar has fallen relative to the foreign currency, the value of the mutual fund's investment will have increased. Some mutual funds may use derivatives such as options, futures, forward contracts, swaps and customized types of derivatives to hedge against losses caused by changes in exchange rates. Please see the “**Investment Strategies**” section of each Fund description in Part B of this simplified prospectus.
- **Foreign Markets Risk** – The value of an investment in a foreign issuer depends on general global economic factors and specific economic and political factors relating to the country or countries in which the foreign issuer operates. The regulatory environment in some foreign countries may be less stringent than in Canada, including legal and financial reporting requirements. There may be more or less information available with respect to foreign companies. The legal systems of some foreign countries may not adequately protect investor rights. Stock markets in foreign countries may have lower trading volumes and sharper price corrections. Some or all of these factors could make a foreign investment more or less volatile than a Canadian investment.
- **High Yield Securities Risk** – Funds may be subject to high yield securities risk. High yield securities risk is the risk that securities that are rated below investment grade (below “**BBB-**”) or are unrated at the time of purchase may be more volatile than higher-rated securities of similar maturity. High yield securities may also be subject to greater levels of credit or default risk than higher-rated securities. The value of high yield securities can be adversely affected by overall economic conditions, such as an economic downturn or a period of rising interest rates, and high yield securities may be less liquid and more difficult to sell at an advantageous time or price or to value than higher-rated securities. In particular, high yield securities are often issued by smaller, less creditworthy companies or by highly leveraged firms, which are generally less able than more financially stable firms to make scheduled payments of interest and principal.
- **Illiquidity Risk** – A mutual fund may hold up to 15% or more of its net assets in illiquid securities. A security is illiquid if it cannot be sold at an amount that at least approximates the amount at which the security is valued. Illiquidity can occur (a) if the securities have sale restrictions; (b) if the securities do not trade through normal market facilities; (c) if there is simply a shortage of buyers; or (d) for other reasons. In highly volatile markets, such as in periods of sudden interest rate changes or severe market disruptions, securities that were previously liquid may suddenly and unexpectedly become illiquid. Illiquid securities are more difficult to sell, and a mutual fund may be forced to accept a discounted price.

Some high yield debt securities, which may include but are not limited to security types commonly known as high yield bonds, floating rate debt instruments and floating rate loans, as well as some fixed-income

securities issued by corporations and governments in emerging market economies, may be more illiquid in times of market stress or sharp declines. In addition, the liquidity of individual securities may vary widely over time. Illiquidity in these instruments may take the form of wider bid/ask spreads (*i.e.*, significant differences in the prices at which sellers are willing to sell and buyers are willing to buy that same security). Illiquidity may take the form of extended periods for trade settlement and delivery of securities. In some circumstances of illiquidity, it may be more difficult to establish a fair market value for particular securities, which could result in losses to a fund that has invested in these securities.

- **Interest Rate Risk** – Interest rates have an impact on a whole range of investments. Interest rates impact the cost of borrowing for governments, companies and individuals, which in turn impacts overall economic activity. Interest rates may rise during the term of a fixed-income investment. If interest rates rise, then the value of that fixed-income investment generally will fall. Conversely, if interest rates fall, the value of the investment will generally increase.

Longer-term bonds and strip bonds are generally more sensitive to changes in interest rates than other kinds of securities. The cash flow from debt instruments with variable rates may change as interest rates fluctuate.

Changing interest rates can also indirectly impact the share prices of equity securities. When interest rates are high, it may cost a company more to fund its operations or pay down existing debt. This can impair a company's profitability and earnings growth potential, which can negatively impact its share price. Conversely, lower interest rates can make financing for a company cheaper, which can potentially increase its earnings growth potential. Interest rates can also impact the demand for goods and services that a company provides by impacting overall economic activity as described above.

- **Large Transaction Risk** – The securities of some mutual funds are bought by: (a) other mutual funds, investment funds or segregated funds, including the Counsel Funds; (b) financial institutions in connection with other investment offerings; and/or (c) investors who participate in an asset allocation program or model portfolio program. Independently or collectively, these other parties may, from time to time, purchase, hold or redeem a large proportion of a mutual fund's securities.

A large purchase of a mutual fund's securities will create a relatively large cash position in that mutual fund's portfolio. The presence of this cash position may adversely impact the performance of the mutual fund, and the investment of this cash position may result in significant incremental trading costs which are borne by all of the investors in the mutual fund.

Conversely, a large redemption of a mutual fund's securities may require the mutual fund to sell portfolio investments so that it can pay the redemption proceeds. This sale may impact the market value of those portfolio investments and result in significant incremental trading costs, which are borne by all of the investors in the mutual fund and it may accelerate or increase the payment of capital gains distributions to these investors.

- **Legislation Risk** – Securities, tax, or other regulators make changes to legislation, rules, and administrative practice. Those changes may have an adverse impact on the value of a mutual fund.
- **Market Risk** – There are risks associated with being invested in the equity and fixed-income markets generally. The market value of a mutual fund's investments will rise and fall based on specific company

developments and broader equity or fixed-income market conditions. Market value will also vary with changes in the general economic and financial conditions in countries where the investments are based.

- **Portfolio Manager Risk** – A mutual fund is dependent on its portfolio manager or sub-advisor to select its investments. A balanced fund or an asset allocation fund is also dependent on its portfolio manager or sub-advisor to decide what proportion of the mutual fund’s assets is invested in each asset class. Mutual funds are subject to the risk that poor security selection or asset allocation decisions will cause a mutual fund to underperform relative to its benchmark or other mutual funds with similar investment objectives.
- **Prepayment Risk** – Certain fixed-income securities, including mortgage-backed or other asset-backed securities, can be prepaid before maturity. If a prepayment is unexpected or if it occurs faster than predicted, the fixed-income security may pay less income and its value may decrease. In addition, because issuers generally choose to prepay when interest rates are falling, the mutual fund may have to reinvest this money in securities that have lower rates.
- **Securities Lending, Repurchase and Reverse Repurchase Transaction Risk** – Certain mutual funds are eligible to enter into securities lending, repurchase and reverse repurchase transactions. In a securities lending transaction, the mutual fund lends its securities through an authorized agent to another party (often called a “**counterparty**”) in exchange for a fee and a form of acceptable collateral. In a *repurchase transaction*, the mutual fund sells its securities for cash through an authorized agent, while, at the same time, it assumes an obligation to repurchase the same securities for cash (usually at a lower price) at a later date. In a *reverse repurchase transaction*, the mutual fund buys securities for cash, while, at the same time, it agrees to resell the same securities for cash (usually at a higher price) at a later date. Set out below are some of the general risks associated with securities lending, repurchase and reverse repurchase transactions:
  - When entering into securities lending, repurchase and reverse repurchase transactions, the mutual fund is subject to the credit risk that the counterparty may go bankrupt or may default under the agreement, and the mutual fund would be forced to make a claim in order to recover its investment.
  - When recovering its investment on a default, a mutual fund could incur a loss if the value of the securities loaned (in a securities lending transaction) or sold (in a repurchase transaction) has increased relative to the value of the collateral held by the mutual fund.
  - Similarly, a mutual fund could incur a loss if the value of the portfolio securities it has purchased (in a reverse repurchase transaction) decreases below the amount of cash paid by such mutual fund to the counterparty, plus interest.
- **Senior Loans Risk** – The risks associated with senior loans are similar to the risks of high yield bonds, although senior loans are typically senior and secured, whereas high yield bonds are often subordinated and unsecured. Investments in senior loans are typically below investment grade and are considered speculative because of the credit risk of their issuers.

Historically, such companies have been more likely to default on their payments of interest and principal owed than companies that issue investment grade securities, and such defaults could reduce the NAV and monthly income distributions of these Funds. These risks may be more pronounced in the event of an economic downturn. Under certain market conditions, the demand for senior loans may be reduced, which may, in turn, reduce prices. No active trading market may exist for certain senior loans, which may impair

the ability of a holder of a senior loan to realize full value in the event of the need to liquidate such asset. Adverse market conditions may impair the liquidity of some actively traded senior loans. Although these loans are generally secured by specific collateral, there can be no assurance that such collateral would be available or would otherwise satisfy the borrower's obligation in the event of non-payment of scheduled interest or principal or that such collateral could be readily liquidated. In these circumstances, the holder of a loan may not receive payments to which it is entitled.

Senior loans may also be subject to certain risks due to longer settlement periods than the settlement periods associated with other securities. Settlement of transactions in most securities occurs two (2) days after the trade date and is referred to as "T+2" settlement. In contrast, transactions in senior loans may have longer than normal settlement periods and have settlement periods that exceed T+2. Unlike equities trades, there is no central clearinghouse for loans, and the loan market has not established enforceable settlement standards or remedies for failure to settle. This potentially longer settlement timeline may create a mismatch between the settlement time for a senior loan and the time in which an investment fund holding the senior loan as an investment must settle redemption requests from its investors.

- **Series Risk** – A mutual fund may offer more than one series, including series that are sold under different simplified prospectuses. If one series of such a mutual fund is unable to pay its expenses or satisfy its liabilities, then the assets of the other series of that mutual fund will be used to pay the expenses or satisfy the liability. This could lower the investment returns of the other series.
- **Short Selling Risk** – Certain mutual funds are permitted to engage in short selling. A short sale is a transaction in which a mutual fund sells, on the open market, securities that it has borrowed from a lender for this purpose. At a later date, the mutual fund purchases identical securities on the open market and returns them to the lender. In the interim, the mutual fund must pay compensation to the lender for the loan of the securities and provide collateral to the lender for the loan.

Short selling involves certain risks:

- There is no assurance that the borrowed securities will decline in value during the period of the short sale by more than the compensation paid to the lender, and securities sold short may instead increase in value.
- A mutual fund may experience difficulties in purchasing and returning borrowed securities if a liquid market for the securities does not exist at that time.
- A lender may require a mutual fund to return borrowed securities at any time. This may require the mutual fund to purchase such securities on the open market at an inopportune time.
- The lender from whom a mutual fund has borrowed securities, or the prime broker who is used to facilitate short selling, may become insolvent and the mutual fund may lose the collateral it has deposited with the lender and/or the prime broker.
- **Small Company Risk** – A mutual fund may make investments in equities and sometimes fixed-income securities issued by smaller capitalization companies. These investments are generally riskier than investments in larger companies for several reasons. Smaller companies are often relatively new and may not have an extensive track record. This lack of history makes it difficult for the market to place a proper value on these companies. Some of these companies do not have extensive financial resources and, as a result, they may be unable to react to events in an optimal manner. In addition, securities issued by smaller

companies are sometimes less liquid, meaning there is less demand for the securities in the marketplace at a price deemed fair by sellers.

- **Small/New Fund Risk** – A new or smaller mutual fund’s performance may not represent how the mutual fund is expected to or may perform in the long term if and when it becomes larger and/or has fully implemented its investment strategies. For both new mutual funds or smaller mutual funds, investment positions may have a disproportionate impact, either positive or negative, on the mutual fund’s performance. New and smaller mutual funds may also require a period of time before they are fully invested in a representative portfolio that meets their investment objectives and strategies. A mutual fund’s performance may be more volatile during this “ramp-up” period than it would be after the mutual fund is fully invested. Similarly, an investment strategy of a new or smaller mutual fund may require a longer period of time to show returns that are representative of the strategy. New mutual funds have limited performance histories for investors to evaluate and they may not attract sufficient assets to achieve investment and trading efficiencies. If a new or smaller mutual fund were to fail to successfully implement its investment objective or strategies, performance may be negatively impacted, and any resulting redemptions could create larger transaction costs for the mutual fund and/or tax consequences for investors.
- **Taxation Risk** – Each of the Funds is expected to qualify at all material times as a “mutual fund trust” under the Tax Act (thus qualifying it as a registered investment under the Tax Act) or otherwise file as a registered investment under the Tax Act. If a Fund does not qualify or ceases to qualify as a registered investment under the Tax Act, the income tax considerations described under the heading Income Tax Considerations could be materially and adversely different in some respects. There can be no assurance that the Canada Revenue Agency (the “CRA”) will agree with the tax treatment adopted by the Fund in filings its tax return. The CRA could reassess the Fund on a basis that results in tax being payable by the Fund or in an increase in the taxable component of distributions considered to have been paid to securityholders. A reassessment by the CRA may result in the Fund being liable for unremitted withholding tax on prior distributions to non-resident securityholders. Such liability may reduce the NAV of securities of the Fund.
- **Tracking Risk** – Certain mutual funds may invest substantially all of their assets in one or more other funds. This occurs where the mutual fund owns securities issued by another fund (an “**Underlying Fund**”).

The performance of a mutual fund that invests in an Underlying Fund may differ from the performance of the fund(s) in which it invests in the following respects:

- The fees and expenses of the mutual fund may differ from the fees and expenses of the fund(s) in which it invests.
- There may be a lag between the date on which the mutual fund issues securities to its investors and the date on which the mutual fund invests in other funds.
- A Fund may invest in more than one Underlying Fund within certain specific weightings. Due to differences in performance between a Fund’s underlying holdings, a Fund will diverge from its target weightings. To minimize the impact of transaction costs and thereby the Fund’s return, a Fund may not immediately rebalance unless the divergence exceeds certain thresholds.

- Instead of investing in other funds, the mutual fund may hold cash or short-term debt securities in order to satisfy anticipated redemption requests.

## Organization and Management of the Funds

### Manager of the Funds

Counsel Portfolio Services Inc.  
5015 Spectrum Way, Suite 300  
Mississauga, Ontario L4W 0E4  
tel: 1-877-625-9885  
fax: 1-905-625-6184  
email: [info@counselservices.com](mailto:info@counselservices.com)  
[www.ipcportfolios.ca](http://www.ipcportfolios.ca)

We manage the overall business of each of the Funds, including selecting the portfolio management team for each Fund's portfolio, providing each Fund with accounting and administration services and promoting sales of each Fund's securities through independent financial advisors in each province and territory of Canada.

### Trustee of the Funds

Counsel Portfolio Services Inc.  
Mississauga, Ontario

Each Fund is organized as a unit trust. When you invest in a Fund, you are buying units of the trust. The trustee holds actual title to the property (cash and portfolio securities) of each Fund on your behalf.

### Portfolio Manager of the Funds

Counsel Portfolio Services Inc.  
Mississauga, Ontario

In our capacity as manager, we have ultimate responsibility for, and directly provide, unless otherwise indicated, portfolio management services to the Funds.

### Custodian

Canadian Imperial Bank of Commerce ("CIBC")  
Toronto, Ontario

The custodian has custody of the securities in each Fund's portfolio.

### Registrar

Mackenzie Financial Corporation  
Toronto, Ontario

The registrar keeps track of the owners of securities of the Funds, processes purchase, switch and redemption orders, and issues investor account statements and annual tax reporting information.

### Auditor

Deloitte LLP  
Toronto, Ontario

The auditor audits the annual financial statements of each Fund and provides an opinion on whether or not the annual financial statements are fairly presented in accordance with International Financial Reporting Standards.

### Securities Lending Agent

CIBC  
Toronto, Ontario

CIBC acts as agent for securities lending transactions for the Funds that engage in securities lending.

### Counsel Independent Review Committee

The mandate of the Funds' Independent Review Committee (the "IRC") is to review, and provide input on, our written policies and procedures that deal with conflict of interest matters in respect of a Fund and to review and, in some cases, approve conflict of interest matters. This includes reviewing a Fund's holdings, purchases and sales of securities of companies related to us. The IRC may also approve certain mergers involving the Funds and any change of the auditor of the Funds. Investor approval will not be obtained in these circumstances, but the affected Fund's investors will be sent a written notice at least 60 days before the effective date of any such merger or change of auditor. The IRC presently consists of the following four members: Robert Hines (Chair), George Hucal, Martin Taylor and Scott Edmonds. Each member of the IRC is independent of us, the Counsel Funds and any party related to us. The IRC prepares, at least annually, a report of its activities for investors. This report is available on our website at [www.ipcportfolios.ca](http://www.ipcportfolios.ca) or you may request a copy, at no cost to you, by contacting us at [info@counselservices.com](mailto:info@counselservices.com). Additional information about the IRC, is available in the annual information form.

## Fund-of-Funds

Under National Instrument 81-102 *Investment Funds* (“**NI 81-102**”), a mutual fund (a “**Top Fund**”) may invest some or all of its assets in an Underlying Fund.

We may vote the securities of any Underlying Fund that are owned by a Top Fund if the Underlying Fund is not managed by us. If an Underlying Fund is managed by us or one of our associates or affiliates, we will not vote the securities of any Underlying Fund held by a Top Fund but will instead decide if it is in your best interests for you to vote individually on the matter. Generally, for routine matters, we will decide that it is not in your best interests for you to vote individually. However, if we decide that it is in your best interests, then we will ask you for instructions on how to vote your proportionate interest of the Underlying Fund securities held by the Top Fund and we will vote accordingly. We will only vote the proportionate interest of the Underlying Fund securities for which we have received instructions.

## ***Purchases, Switches and Redemptions***

### Funds

Each Fund is associated with a specific investment portfolio and specific investment objectives. Each Fund is entitled to the total return (including realized and unrealized gains) on the portfolio assets of that Fund less that portion of management fees, administration fees and fund costs applicable to that Fund. Please refer to “**Fees and Expenses**” on page 23 for further details.

### Series of Securities

Each Fund may issue an unlimited number of series of securities and may issue an unlimited number of securities within each series. The Funds may offer new series, or cease to offer existing series, at any time without notification to, or approval from you. The expenses of each series of each Fund are tracked separately and a separate NAV is calculated for each series. Although the money that you and other investors pay to purchase securities of each series, and the expenses of each series, are tracked separately on a series-by-series basis in your Fund’s administration records, the assets of all series of your Fund are combined into a single pool to create one portfolio for investment purposes.

There are currently three (3) series of securities that are offered for sale under this prospectus, namely, Series A, F and I, and their respective availability is as listed on the front cover of this simplified prospectus and in Part B for each Fund. Your financial advisor can best assist you with determining the right series for you and any further series eligibility requirements you must meet to qualify to purchase the series.

### Minimum Initial and Subsequent Investment Requirements

The minimum initial investment in each of the Series offered under this simplified prospectus is \$500. Please note that we reserve the right to increase, decrease, waive or remove the minimum initial investment requirement to purchase any series of the Funds at any time. Additional investments must be at least \$100. However, if you buy securities through a pre-authorized debit plan, each additional investment must be at least \$50. If your investment has been received but the documentation on your purchase is incomplete, we will invest your money in Series A securities of Counsel Money Market (offered under a separate simplified prospectus) so that you will earn daily interest until all documentation is received in good order. Your investment, including interest, will then be switched into the Funds you have selected, without any additional charge, at the NAV of the Fund on the switch date.

The eligibility requirements for each series offered under this simplified prospectus are set out in the following table:

SERIES	SUGGESTED SUITABILITY	ADDITIONAL FEATURES
Series A:	Retail investors.	None.
Series F and I ("Advisory Fee Series"):	Permitted with confirmation from your dealer that you have entered into an agreement with your dealer that provides for the payment of a negotiated advisory or asset-based fee (" <b>Advisory Fee</b> "), rather than commissions on each transaction.	<p>Series I's management fee is charged directly to you, monthly, through the redemption of securities (collectively, "<b>Unbundled Management Fee Series</b>"). Please see "<b>Fees and Expenses Payable Directly by You</b>".</p> <p>Series F's management fee is borne indirectly by you through a management fee charged daily to the applicable Fund. Please see "<b>Fees and Expenses Payable by the Funds</b>".</p> <p>The negotiated Advisory Fee is payable directly to the dealer for the dealer's ongoing financial planning and advice. Dealers who sell Advisory Fee Series must enter into an agreement with us to accept these pricing options.</p> <p>Subject to you and your dealer providing us with the required authorization, the negotiable Advisory Fee (plus Goods and Services Tax ("<b>G.S.T.</b>") / Harmonized Sales Tax ("<b>H.S.T.</b>") payable by you to your dealer may also be deducted monthly by us from your account by redeeming securities of a Fund in the same account designated by you in advance and remitted directly to your dealer – see the "<b>Advisory Fee applicable to Series F and I securities</b>" section in the "<b>Fees and Expenses Payable Directly by You</b>" table beginning on page 28 for more information. The redemptions will be taxable transactions to you. See the "<b>Income Tax Considerations</b>" section beginning on page 32 for more information.</p> <p>If an agreement for payment of the Advisory Fee is not entered into with your dealer, or your dealer has provided notice to us to cease collection of the Advisory Fee on your behalf and you have not entered into a separate fee for service agreement with your dealer, we may switch your Series F or I securities into Series A securities of the same Fund.</p>

#### Changes in Series Minimum Investment Requirements or Eligibility Conditions

We may change the minimum investment requirements or terms of eligibility for prospective investors in the various series of securities at any time.

In the event that your holdings in a series fall below the required minimum for that series as a result of a redemption of securities, we will provide you with 30 days' prior notice before redeeming your securities.

We may redeem your securities, without notice, if we determine, at our discretion, that

- you are engaging in inappropriate or excessive short-term trading;
- for purposes of applicable securities law or tax law, you have become a resident of a foreign jurisdiction where such foreign residency may have negative legal, regulatory or tax implications for a Fund; or
- it would be in the best interest of the Fund to do so.

You remain responsible for all tax consequences, costs and losses, if any, associated with the redemption of securities of a Fund upon the exercise by us of our right to switch or redeem.



### Purchases/Switches/Redemptions: Generally

You may purchase, switch (redeem securities of one Fund and purchase securities of another Fund) or redeem securities of a Fund only through your financial advisor. The financial advisor you select is your agent, to provide you with investment recommendations to meet your own risk/return objectives and to place orders to purchase, switch, or redeem on your behalf.

We are not liable for the recommendations given to you by your financial advisor and we are entitled to rely on electronic or other instructions that a financial advisor or dealer provides to us without verifying your instructions. We will not make a determination as to the suitability of a Fund purchase or the appropriateness of the purchase option selected when we receive purchase, redemption or switch instructions from your dealer.

You purchase, switch and redeem Fund securities at their current NAV as determined for each series.

The NAV of each series of securities of each Fund is calculated after the close of business on each business day. A “**business day**” is any day that the Toronto Stock Exchange (“**TSX**”) is open for trading. On each business day, a separate NAV for each series of securities of each Fund is calculated in the following manner:

- **adding** up the series’ proportionate share of the cash, portfolio securities and other assets of the Fund;
- **subtracting** the liabilities applicable to that series (which includes the series’ proportionate share of common liabilities, plus liabilities directly attributable to the series); and
- **dividing** the result (the NAV of the series) by the total number of securities of that series owned by investors.

All Funds are valued and can be purchased in Canadian dollars only.

All requests that we receive prior to 4:00 p.m. (EST) on a business day for purchases, switches or redemptions of securities of a series of a Fund will be executed that same business day using that business day’s NAV for the applicable series. Requests we receive after 4:00 p.m. (EST) on a business day will be executed on the following business day using the following business day’s NAV for the applicable series. We may process orders at an earlier time if the TSX closes for trading earlier on a business day. Orders received after that earlier closing time are processed on the next business day.

Please see “**Fees and Expenses**” beginning on page 23 and “**Dealer Compensation**” beginning on page 30 for more information.

### Purchases

You may purchase securities of a Fund by completing an order form and providing it to your dealer. We must receive the appropriate documentation and money within two (2) business days of receiving your purchase order. We are entitled to reject any purchase order, but we can only do so within one business day of receiving it. If we reject an order, we will return immediately to your dealer any monies we have received from you in connection with that order.

The Fund only offers the sales charge purchase option for Series A (“**Sales Charge Purchase Option**”), which is a negotiable fee paid to your dealer at the time you purchase Series A securities of a Fund.

## Switches

You can exchange (“switch”) your investment among the series of a Fund or from a series of a Fund to a series of another Counsel Fund available through your dealer, provided you meet the eligibility requirements of the new series.

The following table summarizes which switch transactions will be taxable to you, if your securities are held outside a registered plan.

TYPE OF SWITCH		
	Taxable	Non-Taxable
From any series and/or purchase option to any other series and/or purchase option of the same Fund		✓
All other switches	✓	

Series C of Counsel Money Market, which is offered under a separate simplified prospectus, is designed to assist you in making investments through Counsel ADR service. By signing the Counsel ADR Client Agreement when you purchase securities of the Fund, you have instructed us, upon settlement of your purchase, to automatically switch your Series C securities of Counsel Money Market and purchase securities of your chosen Funds according to your target allocations. The securities purchased for your chosen portfolio will be under the same purchase option as the Series C securities that you previously held. Please refer to page 18 for a full description of Counsel ADR.

You are permitted to make switches among purchase options in accordance with our policies and procedures. **However, if you do this, you may incur additional sales or redemption charges.** To avoid these charges, securities you bought under the Sales Charge Purchase Option should be switched for other securities to be purchased under the Sales Charge Purchase Option.

Similarly, securities you bought under the redemption charge purchase option should be switched for other securities to be purchased under the redemption charge purchase option and securities you bought under the low-load purchase option should be switched for other securities to be purchased under the low-load purchase option. **You may not switch securities you bought under the redemption charge purchase option to other securities to be purchased under the low-load purchase option, and vice versa.** For securities purchased under the redemption charge purchase option, you may wish to switch your annual free redemption securities to the Sales Charge Purchase Option of a Fund in order not to lose that entitlement since the free redemption securities cannot be carried forward to succeeding years. We will make an automatic switch of the free redemption securities to the Sales Charge Purchase Option, provided we receive proper instructions. Please refer to “**Counsel Systematic Transfer/Exchange Program**” on page 22. Your dealer is paid a higher trailing commission on Sales Charge Purchase Option securities. Please refer to “**Trailing Commissions**” on page 30.

If you are switching from securities of a Counsel Fund purchased under another purchase option you will be required to pay a redemption charge on these securities if you redeem them within three (3) or six (6) years, depending on the purchase option, from their issue date. See the “**Fees and Expenses**” table of the simplified prospectus under which you purchased your securities of that Counsel Fund.

## Short-Term Trading

We have adopted policies and procedures to detect and deter inappropriate short-term trading and excessive short-term trading.

We define an **inappropriate short-term trade** as a combination of a purchase and redemption (including switches between Counsel Funds) made within 30 days that we believe is detrimental to Fund investors and that may take advantage of certain Funds with investments priced in other time zones or illiquid investments that trade infrequently.

We define **excessive short-term trading** as a combination of purchases and redemptions (including switches between Counsel Funds) that occur with such frequency within a 30-day period that we believe is detrimental to Fund investors.

Inappropriate short-term trading may harm Fund investors who do not engage in these activities by diluting the NAV of their Fund securities as a result of the market timing activities of other investors. Inappropriate and excessive short-term trading may cause a Fund to carry an abnormally high cash balance and/or high portfolio turnover rate, both of which may reduce a Fund's returns.

All trades that we determine to be inappropriate short-term trades will be subject to a 2% fee. All trades that we determine to be part of a pattern of excessive short-term trading will be subject to a 1% fee. The fees charged will be paid to the applicable Funds. See the "**Inappropriate Short-Term Trading Fee**" and "**Excessive Short-Term Trading Fee**" in the "**Fees and Expenses Payable Directly by You**" table on page 28.

We may take such additional action as we consider appropriate to prevent further similar activity by you. These actions may include the delivery of a warning to you; placing you or your account on a watch list to monitor your trading activity and the subsequent rejection of further purchases by you if you continue to attempt such trading activity, and/or closure of your account.

In determining whether a short-term trade is inappropriate or excessive, we will consider relevant criteria, including the following:

- *bona fide* changes in investor circumstances or intentions;
- unanticipated financial emergencies;
- the nature of the Counsel Fund;
- past trading patterns;
- unusual market circumstances; and
- an assessment of harm to the Counsel Fund or to us.

The following types of redemptions (including switches) will be exempt from short-term trading fees:

- from an Underlying Fund by a Top Fund in a fund-of-funds program;
- rebalancing of your holdings with Counsel ADR or Counsel Advisor-Directed Income, excluding client-initiated manual rebalancings;
- for systematic withdrawal plans;

- redemptions of securities received on the reinvestment of income or other distributions; and
- redemptions of securities where the proceeds are used to pay management fees for Unbundled Management Fee Series securities and asset-based fees to your dealer for Advisory Fee Series securities.

In making these judgments we seek to act in a manner we believe is consistent with your best interests. Your interests and the Counsel Funds' ability to manage its investments may be adversely affected by inappropriate or excessive short-term trading because, among other things, these types of trading activities can dilute the value of Counsel Fund securities, can interfere with the efficient management of a Counsel Fund portfolio and can result in increased brokerage and administrative costs.

While we will actively take steps to monitor, detect and deter inappropriate and excessive short-term trading, we cannot ensure that such trading activity will be completely eliminated. For example, certain financial institutions may offer alternative investment products to the public that are comprised in whole, or in part, of securities of the Counsel Funds. These institutions may open accounts with us on behalf of multiple investors whose identity and trading activity is not normally recorded on our transfer agent system.

**We reserve the right to restrict, reject or cancel, without any prior notice, any purchase or switch order, including transactions that are deemed to represent inappropriate or excessive short-term trading.**

### Redemptions

You may redeem all or any portion of your investment in a Fund on any business day by contacting your financial advisor and providing instructions to proceed with a redemption order or, if you have already made arrangements with your dealer, by electronic means through your dealer. The amount that you will receive for your redemption order is based on the Fund's NAV next calculated after your redemption order has been received in good order.

Under exceptional circumstances, we may be unable to process your redemption order of a Fund. This would most likely occur if normal market trading has been suspended on stock exchanges, options exchanges or futures exchanges within or outside Canada on which more than 50% by value of the Fund's assets, without allowance for liabilities, are listed or posted for trading, and if the Fund's portfolio securities or specified derivatives cannot be traded on any other exchange that represents a reasonably practical alternative to that Fund. During these periods securities of the Fund will also not be issued or switched.

Due to the costs relating to administering smaller accounts, we may, at any time, redeem your securities of a Fund if the total value of those securities falls below \$1,000. We will provide you with 30 days' prior notice, during which time you may make further purchases to increase the value of your securities to prevent that sale.

### **Optional Services**

#### Counsel Advisor-Directed Rebalancing

Counsel Advisor-Directed Rebalancing ("**Counsel ADR**") is an automatic portfolio rebalancing service that allows you to invest in any number of Funds with specific target fund allocations selected by you, creating your own customized portfolio of investments. We will then rebalance these holdings from time to time, according to your specified intervals, by redeeming securities of the Fund(s) you own that have exceeded the specific target fund allocations selected by you and purchasing securities of those Fund(s) whose target allocations are below your specified target fund allocations. The rebalancing will be based on your chosen intervals and rebalancing range to make sure that your portfolio mix is allocated in line with your initial target instructions.

All Funds in all series are eligible for this service. You may also hold securities of other Funds within the same account and keep them separate from the Funds you wish to comprise your rebalancing portfolio.

To participate in the Counsel ADR, you must complete and sign a Counsel ADR Client Agreement created specifically for this rebalancing service. By completing the agreement, you are authorizing us to monitor your portfolio and to rebalance it at intervals selected by you (together with the help of your advisor), which can be quarterly, semi-annually, or annually.

In order to facilitate investing in this service, we have created Series C securities of Counsel Money Market (offered under a separate simplified prospectus). When you enrol in the service, you will have the option of using Series C securities to direct your investment into your selected Funds upon the activation of your portfolio rebalancing service. Series C securities are available for purchase under the Sales Charge Purchase Option to coincide with the purchase option available for the Funds that will comprise your portfolio.

Your rebalancing service is activated once we receive the signed Counsel ADR Client Agreement. If your purchase was into Series C securities, those securities will be switched automatically (at no cost) and allocated amongst the various Funds you have elected to include in your advisor-directed portfolio.

Series C securities are only available for investment to facilitate portfolio construction using Counsel ADR. If you invest in Series C securities and have not submitted the Counsel ADR Client Agreement specifying your target fund allocations and rebalancing preferences within 30 days, your investment will be switched automatically to Series A securities (based on your purchase option) of Counsel Money Market.

Rebalancing will occur at the intervals you specify, provided the current fund allocations are outside a range of anywhere between 0% and 10% (you select the rebalancing range, which must be in increments of 0.5%) above or below your stated target allocation at the time you enrol in the service. Your portfolio will be rebalanced to within the range you have selected and not to the target allocation.

If you redeem all of your investments in a Fund that was part of your target fund allocation without providing us with an amended Counsel ADR Client Agreement, then, at the time of your next scheduled rebalancing, we will rebalance the remaining Funds in your portfolio and proportionately reallocate your investments amongst the same Funds in your initial target fund allocation (including the redeemed Fund).

You always retain the option of changing your target allocation, rebalancing ranges or rebalancing frequency of your portfolio upon further written instructions to us or through your dealer using an Amendment Form to the Counsel ADR Client Agreement. You may also request a manual rebalancing of your portfolio outside of the scheduled automatic rebalancing period at any time. Be advised that, in some cases, a manual rebalancing may trigger short-term trading fees. Please see page 17 for details of our short-term trading policy.

There are no separate fees or redemption charges for this program. Any other applicable mutual fund charges will apply. There is no minimum investment requirement in Counsel ADR as long as the Fund's minimum is met.

All of the terms and conditions of the service are on the Counsel ADR Client Agreement which is available from your dealer. Counsel ADR is not available for Registered Education Savings Plans.

Rebalancing will be affected by redeeming securities, which may be a taxable transaction to you. See the “**Income Tax Considerations**” section beginning on page 32 for more information.

## Counsel Advisor-Directed Income

Counsel Advisor-Directed Income (“**ADI**”) is an automatic portfolio service that allows you to invest over various time-horizon segments and systematically draw income from your investments when needed. With ADI, you can select a Fund for each time-horizon segment (generally, long-term, medium-term and short-term time-horizon segments) and divide your assets into each segment. Based on your instructions, we will affect the automatic transfer of your assets from one time-horizon segment to another. To systematically draw income from your investments, you can set up a systematic withdrawal plan.

To participate in Counsel ADI, you must complete and sign a Counsel ADI Client Agreement Form created specifically for this service. By completing the agreement, you are authorizing us to monitor your overall portfolio and conduct transactions at intervals selected by you (together with the help of your financial advisor), which can be monthly, bi-monthly, quarterly, semi-annually, or annually.

We will affect the automatic transfer of your assets from one time-horizon segment to another, based on your instructions as provided on the Counsel ADI Client Agreement Form or any subsequent Counsel ADI Client Agreement Amendment Form(s), by redeeming securities of the Funds you specify and subsequently purchasing securities of other Funds you specify and/or directing the sale proceeds to you.

Securities in all series are eligible for this service. You may also hold other securities in addition to your Funds within the same account and keep them separate from the Funds you wish to include as part of your Counsel ADI service.

Your Counsel ADI service is activated once we receive the signed Counsel ADI Client Agreement Form. You can make changes at any time to your Counsel ADI service by completing and submitting the Counsel ADI Client Agreement Amendment Form.

We will affect your Counsel ADI instructions by redeeming Fund securities, which may be a taxable transaction to you. Funds paid out to you as part of the Counsel ADI service will result from redemptions of securities of Fund(s) in accordance with the instructions contained on the Counsel ADI Client Agreement Form or subsequent amendment(s). These redemptions will result in taxable capital gains or losses. In addition, the Fund(s) in which you invest as part of the Counsel ADI service may make distributions to you which may be taxable. See the “**Income Tax Considerations**” section beginning on page 32 for more information.

There are no separate fees for this program. Any applicable mutual fund charges will apply. The minimum investment is \$75,000 per account. All of the Counsel ADI terms and conditions are contained in the Counsel ADI Client Agreement Form which is available from your dealer. Counsel ADI is not available for Registered Education Savings Plans.

## Counsel Pre-Authorized Debit Plans

You can make regular purchases of most securities of the Funds through a pre-authorized debit plan (“**PAD**”). You can invest weekly, bi-weekly, semi-monthly, monthly, bi-monthly, quarterly, semi-annually or annually. Each investment must be at least \$50 per Fund. Ask your financial advisor for an authorization form to start the plan. There is no administrative charge for this service.

When you enrol in a PAD, your dealer will send you a complete copy of the Fund’s current Fund Facts, along with a PAD form agreement (a “**Form**”) as described below. Upon request, you will also be provided with a copy of the Funds’ simplified prospectus.

You will not receive the Fund Facts when you make any subsequent purchases under the PAD unless you request this at the time of your initial investment, or subsequently send a request. You can also obtain copies of these documents at [www.ipcportfolios.ca](http://www.ipcportfolios.ca) or at [www.sedar.com](http://www.sedar.com), from your dealer, by calling us toll-free at **1-877-625-9885** or by e-mailing us at [info@counsellservices.com](mailto:info@counsellservices.com). Your dealer will only send you an updated copy of the Fund Facts annually upon renewal and any amendments if you have requested them.

You have a statutory right to withdraw from an initial purchase of the Funds under the PAD, but you do not have a statutory right to withdraw from subsequent purchases of the Funds under the PAD. However, you will continue to have all other statutory rights under securities law, including right of action for damages or rescission in the event any Fund Facts or document incorporated by reference in any renewal simplified prospectus contains any misrepresentation, as described under “**What are Your Legal Rights?**” on page 38, whether or not you have requested the Fund Facts.

The Canadian Payments Association has implemented Rule H1, which is intended to protect consumers from unauthorized debits. On PAD enrolment, you must be given the Form or disclosure that describes the PAD terms and conditions and investors’ rights. By enrolling in a PAD, you are deemed to

- waive any pre-notification requirements;
- authorize us to debit your bank account;
- authorize us to accept changes from your registered dealer or financial advisor;
- agree to release your financial institution of all liability if your request to stop a PAD is not respected, except where the financial institution is grossly negligent;
- agree that a limited amount of your information will be shared with the financial institution for the purpose of administering your PAD;
- agree that you are fully liable for any charges incurred if the debits cannot be made due to insufficient funds or any other reason for which you may be held accountable; and
- be aware that you have rights and that you can change your instructions at any time, on ten (10) days’ advance notice to us and that you can find out more about your right to cancel your PAD agreement by contacting your financial institution or visiting [www.cdnpay.ca](http://www.cdnpay.ca).

Notwithstanding the terms of the Form, we will endeavour to change or terminate your participation in a PAD at any time before a scheduled investment, as long as we receive at least three (3) business days’ notice.

### Counsel Systematic Withdrawal Plan

You can also set up a systematic withdrawal plan (“**SWP**”) if you have at least \$5,000 in your account. You can choose when to withdraw (weekly, bi-weekly, semi-monthly, monthly, bi-monthly, quarterly, semi-annually or annually) and how much to redeem each time. There is no administrative charge for this program. The program is not available for some types of registered plans. **Please understand that regular withdrawals could eventually eliminate your entire investment if you do not make additional purchases or switches in your account.**

You may change or terminate your SWP at any time before a scheduled withdrawal date as long as we receive at least three (3) business days’ written notice.

### Counsel Systematic Transfer/Exchange Program

Our Systematic Transfer/Exchange Program allows you to periodically and systematically switch your investment in one Fund (the “**Starting Fund**”) to another Fund(s) (the “**Target Fund(s)**”) within the same account or a different account. You may switch an amount of your choice to another Fund on a weekly, bi-weekly, semi-monthly, monthly, bi-monthly, quarterly, semi-annual and annual basis and you may make changes to (i) the Target Fund; (ii) the frequency of the switch; and (iii) the amount switched, by providing at least three (3) business days’ written notice to us. We will automatically redeem securities of the Starting Fund and use the proceeds to buy securities of the Target Fund within the same series and under the same purchase option. Short-term trading fees do not apply to securities switched through this service; however, you may have to pay a negotiable switch fee to your financial advisor. If you hold your securities in a non-registered account, you may realize a capital gain or loss (see the “**Income Tax Considerations**” section beginning on page 32 for more information). Where the selected switch date is not a business day, the switch will be moved to the next following eligible business day.

You may change or terminate a Counsel Systematic Transfer/Exchange Program at any time before a scheduled investment date, as long as we receive at least three (3) business days’ notice.

### Counsel Dollar-Cost Averaging Service

Our Dollar-Cost Averaging (“**DCA**”) service is a systematic way for you to invest in a Fund or Funds over time. On a weekly, bi-weekly or monthly basis, over a six- or twelve-month period (“**DCA Period**”), equal amounts invested in the Starting Fund (based on your initial instructions which you may change at a later date) will be switched by redeeming securities of the Starting Fund from time to time and purchasing securities of the Target Fund(s).

Systematic switches under the DCA service will generally take place between the same purchase options (see “**Switches**” on page 16). Short-term trading fees do not apply to securities switched through this service.

The Starting Fund for the DCA service is Counsel Money Market (excluding Series C securities of Counsel Money Market), which is offered under a separate simplified prospectus. We will activate the DCA service once we receive a completed DCA form. We may permit proceeds from the realization of other mutual funds and certain deposit products to be utilized for purposes of the DCA service (as indicated on the DCA form). By completing the DCA form, you authorize us to redeem your securities of the Starting Fund on the frequency and in the amount you specify and to purchase securities of the Target Fund(s) you select.

Your scheduled switches will be made at the applicable NAV on the transaction date. Where the selected switch date is not a business day, the switch will be implemented on the next business day.

At the end of the DCA Period, any distributions paid and reinvested in securities of the Starting Fund (see “**Automatic Reinvestment of Distributions**” on page 23) will be switched automatically by the DCA system into securities of the Target Fund(s) according to the Target Fund’s code. Each Fund has a numerical code assigned to it (“**Fund Code**”). These Fund Codes are used to facilitate electronic transaction processing according to industry standards. If you have more than one Target Fund, the switch will be made to the Target Fund with the lowest Fund Code. If you have more than one DCA and the DCA Periods overlap, the reinvested securities of the Starting Fund will be switched into securities of the Target Fund(s) at the end of the latest DCA Period.

You can terminate the DCA service at any time before a scheduled switch date as long as we receive at least three (3) business days’ notice, or by switching all of the applicable securities out of the Starting Fund.



### Automatic Reinvestment of Distributions

From time to time, your Fund may pay distributions to you. We will automatically reinvest those distributions to purchase additional securities for you in the same series of the Fund on which the distribution was paid. You pay no sales charge when these securities are bought. You can also set up a program to have these reinvested securities switched into another Fund.

If you would prefer to receive your Fund distributions in cash, please write to us instructing us whether to pay you by cheque or by direct deposit to your bank account.

You cannot receive cash distributions on securities held in Counsel-sponsored registered plans; these distributions must be reinvested in additional securities of the Fund, unless that registered plan is a TFSA, in which case you may elect to have these distributions paid outside of the TFSA.

### Counsel Registered Plans

You can open a registered plan offered by us through your dealer. We currently offer registered retirement savings plans (“**RRSPs**”), registered retirement income funds (“**RRIFs**”), life income funds (“**LIFs**”), locked-in retirement accounts (“**LIRAs**”), locked-in retirement savings plans (“**LRSPs**”), locked-in retirement income funds (“**LRIFs**”), prescribed retirement income funds (“**PRIFs**”), restricted life income funds (“**RLIFs**”), restricted locked-in savings plans (“**RLSPs**”), tax-free savings accounts (“**TFSAs**”) and registered education savings plans (“**RESPs**”), (collectively, the “**Counsel registered plans**”). These Counsel registered plans, along with deferred profit-sharing plans (“**DPSPs**”) and registered disability savings plans (“**RDSPs**”), are collectively referred to as “**registered plans**.” **Please note that purchases of Advisory Fee Series securities are not allowed in RESPs.**

Each Fund will pay an administration fee to the trustee of the Counsel registered plans that invest in the Funds.

The trustee of our Counsel registered plans is B2B Trustco.

Please see “**Income Tax Considerations**” on page 32.

### ***Fees and Expenses***

The following tables list the fees and expenses that either the Fund or you may have to pay if you invest in a Fund. You may have to pay some of these fees and expenses directly. Alternatively, a Fund may have to pay some of these fees and expenses directly, which will therefore reduce the value of your investment in that Fund. The Funds pay management fees (except for Unbundled Management Fee Series securities), administration fees, and fund costs. The management fees and administration fees, which are each calculated as a fixed annual percentage of the daily average NAV of each series of each Fund, are paid to us as manager of the Funds.

As shown in the tables below, the annual management fees and administration fees vary by series. You should make a specific request to purchase any applicable lower fee series you are eligible to purchase, or switch your existing securities to any applicable lower fee series you are eligible to purchase, through your dealer. We neither monitor account holdings to determine if you qualify for a lower fee series nor do we review orders received to determine if those orders should have been placed for a lower fee series, even if you already own securities of one or more of these lower fee series.

We are paid management fees by the Funds to pay for (i) costs of managing the investment portfolio; (ii) providing investment analysis and recommendations; (iii) making investment decisions; (iv) the purchase and sale of the investment portfolio; and (v) providing other services. We also use management fees to fund commission

payments and other compensation paid to the dealers and brokers for securities of the Fund bought and held by investors.

The management fees for Unbundled Management Fee Series securities are payable directly to us by each investor. Please see the “**Fees and Expenses Payable Directly by You**” on page 28.

<b>Fees and Expenses Payable by the Funds</b>		
	<b>Annual Management Fee Rate by Series (%)<sup>1</sup></b>	
<b>Management Fees</b>	<b>A</b>	<b>F</b>
IPC Essentials Income Portfolio	1.45%	0.45%
IPC Essentials Balanced Portfolio	1.45%	0.45%
IPC Essentials ESG Balanced Portfolio	1.45%	0.45%
IPC Essentials Growth Portfolio	1.45%	0.45%
IPC Focus Conservative Portfolio	1.80%	0.80%
IPC Focus Balanced Portfolio	1.80%	0.80%
IPC Focus Growth Portfolio	1.80%	0.80%

<sup>1</sup> Management fees are subject to applicable taxes, including G.S.T. / H.S.T.

### Management Fee Reductions

We may authorize a reduction in the management fee rate that we charge to the IPC Focus Portfolios with respect to any particular investor’s securities of an IPC Focus Portfolio fund. We will implement any reduction of management fees by reducing the amount charged to the IPC Focus Portfolio, and the applicable IPC Focus Portfolio will then make a special distribution (a “management expense distribution”) in an amount equal to the management fee reduction. Management expense distributions are paid first out of net income and net realized capital gains, and thereafter out of capital. The tax consequences of management expense distributions made by the IPC Focus Portfolios generally will be borne by the Securityholders receiving these distributions. The level of reduction in the management fee is negotiable between you and us and will usually be based on the size of your account and the extent of the Fund services provided to you.

We may reduce the management fee rate applicable to investments in IPC Focus Portfolios (the “**Rebateable Investments**”) that you hold in Eligible Accounts, as defined below. If we determine that you are eligible for a management fee rate reduction on your Rebateable Investments, we will calculate it according to the procedure described below.

First, we will determine the total value of your accounts with holdings in all funds currently managed by Counsel, other than Series Private Wealth (which are offered on a prospectus-exempt basis) (the “**Eligible Accounts**”). We may, at our discretion, allow you to include the value of other accounts as part of your Eligible Accounts. However, this will only be considered if you have completed a form notifying us in writing of the additional accounts. This form is available through your dealer. We will then calculate the percentage of the value of your Eligible Accounts within each of the following tiers:

Total Holdings in Focus Portfolios in Eligible Accounts	Management Fee Reduction on Focus Portfolios
the first \$150,000 (i.e., value from \$0 - \$150,000)	Nil
the next \$350,000 (i.e., value from \$150,001 - \$500,000)	0.025%
the next \$500,000 (i.e., value from \$500,001 - \$1,000,000)	0.05%
the next \$1 million (i.e., value from \$1,000,001 - \$2,000,000)	0.20%
the next \$5.5 million (i.e., value from \$2,000,001 - \$7,500,000)	0.25%
the remaining value (i.e., value over \$7,500,000)	0.30%

Once the percentage value of your Eligible Accounts for each tier is determined, we will then calculate the applicable management fee rate reduction of your Rebateable Investments by multiplying the percentage value of your Eligible Accounts within each tier by the management fee reduction rate in the table above that is applicable to Rebateable Investments in that tier. The management fee rate reduction equals the sum of these amounts.

**We may increase or decrease the amounts shown in the table above, or otherwise modify or eliminate the application of management fee rate reductions to some or all of the Funds, at our sole discretion.**

Here is an example. Suppose that you hold \$200,000 in IPC Essentials Balanced Portfolio (which is not a Rebateable Investment) and \$700,000 in IPC Focus Balanced Portfolio. The value of your Eligible Accounts is \$900,000 (i.e., \$200,000 + \$700,000) and your management fee reduction rate would be 0.0319% a year on your Rebateable Investments and this would be applied to the management fee charged on your holdings in IPC Focus Balanced Portfolio. The management fee reduction rate of 0.0319% is calculated as follows:

Tier	Allocation	% of Total (A)	Applicable Reduction for Tier (B)	Weighted Fee Reduction A*B
the first \$150,000 (i.e., value from \$0 - \$150,000)	\$150,000	16.67%	Nil	Nil
the next \$350,000 (i.e., value from \$150,001 - \$500,000)	\$350,000	38.89%	0.025%	0.0097%
the next \$500,000 (i.e., value from \$500,001 - \$1,000,000)	\$400,000	44.44%	0.05%	0.0222%
<b>Totals:</b>	<b>\$900,000</b>	<b>100%</b>		<b>0.0319%</b>

For Unbundled Management Fee Series, as discussed under “**Fees and Expenses Payable Directly by You**”, management fees are payable directly to us and are paid by the redemption of securities you hold. We will deduct the management fee reduction to which you are entitled from the management fees owing to us under “**Management Fees applicable to Series I securities**” (found on page 29). This occurs before your securities are redeemed to pay the balance of the management fees on Unbundled Management Fee Series securities to us.

Note that the management fee reduction applies only to the Rebateable Investments held by you. Such management fee reductions, if applicable, will generally be affected at the end of each calendar quarter.

## Fees and Expenses Payable by the Funds

### Administrative Fee<sup>1</sup>

We pay all operating expenses other than “**Fund Costs**” (see below), in respect of each series of a Fund in exchange for a fixed-rate annual administration fee (the “**Administration Fee**”). Administration Fees are paid by each series of a Fund. Administrative Fees are subject to applicable taxes, such as G.S.T./H.S.T. We provide the majority of services for the Funds to operate although we retain third parties to provide certain services.

In exchange for the Administration Fee, the expenses borne by us on behalf of the Funds include (i) recordkeeping, accounting and fund valuation costs; (ii) custody safekeeping fees; (iii) audit and legal fees, and (iv) the costs of preparing and distributing Fund financial reports, simplified prospectuses, and other investor communications we are required to prepare to comply with applicable laws (other than the costs of complying with any new regulatory requirements, as described in **Fund Costs** below).

The Administration Fee is charged separately from the management fee to each series of a Fund. It is calculated as a fixed annual percentage of the daily average NAV of each series of each Fund as follows:

Fund	Series	
	Series A securities	Series F and I securities
IPC Essentials Income Portfolio	0.15%	0.15%
IPC Essentials Balanced Portfolio		
IPC Essentials ESG Balanced Portfolio		
IPC Essentials Growth Portfolio		
IPC Focus Conservative Portfolio		
IPC Focus Balanced Portfolio		
IPC Focus Growth Portfolio		

<sup>1</sup> Administration fees are subject to applicable taxes, including G.S.T. / H.S.T.

### Fund Costs

Each series of each Fund pays “**Fund Costs**”, which include interest and borrowing costs, brokerage commissions and related transaction fees, taxes (including, but not limited to, G.S.T., H.S.T., income tax and withholding tax), all fees and expenses of the Counsel Funds’ IRC, costs of complying with the regulatory requirement to produce Fund Facts, and any new fees related to external services that were not commonly charged in the Canadian mutual fund industry and introduced after October 14, 2020. Costs of complying with new regulatory requirements will be assessed based on the extent and nature of these requirements. The remaining Fund Costs will be allocated to each series of each Fund based on their net assets relative to the net assets of all series of the Funds. We may allocate Fund Costs among each series of a Fund based on such other method of allocation as we consider fair and reasonable to the Fund.

Fund Costs are charged separately from the management fee and Administration Fee for each series. Each member of the IRC is currently entitled to receive an annual retainer of \$7,500 (\$11,000 for the Chair) and a \$1,500 fee for each IRC meeting attended. Members are also entitled to be reimbursed for all reasonable expenses incurred in the performance of their duties, including reasonable travel and accommodation expenses. We also purchase and maintain insurance liability coverage for the benefit of the IRC members. For the year ended March 31, 2020, the total amount expensed in regard to IRC costs by all funds managed by Counsel was \$102,960. All fees and expenses were allocated among the Counsel Funds managed by us in a manner that was fair and reasonable.

## Fees and Expenses Payable by the Funds

<p><b>General Information on Fees / Expenses of All Series</b></p>	<p>We may, at our discretion, reduce Management Fees (see “<b>Management Fee Reductions</b>” on page 24). There will be no duplication of expenses payable by the Funds as a result of their investments in Underlying Funds. However, please see “<b>Fund-of-Funds</b>” section below regarding fees in underlying ETFs. <b>Management expense ratios (“MERs”) are calculated separately for each series of securities of a Fund and include that series’ management fees, Administration Fees and/or Fund Costs, if applicable (except as specified below).</b></p> <p>Each Fund pays its own brokerage commissions for portfolio transactions and related transaction fees. These expenses are not included in a Fund’s MER but are, for tax purposes, added to the cost base or subtracted from the sale proceeds of its portfolio investments. These expenses constitute a Fund’s trading expense ratio (“<b>TER</b>”). Both the MER and the TER are disclosed in each Fund’s annual and semi-annual Management Report of Fund Performance.</p> <p>We will give you 60 days’ written notice of any change to the basis of the calculation of the fees or expenses that are charged to a Fund by an arm’s length party that could result in an increase in charges, or the introduction of a fee or expense to be charged to a Fund by an arm’s length party that could result in an increase in charges.</p>
<p><b>Fund-of-Funds</b></p>	<p>Where Funds invest (directly or indirectly) in Underlying Funds, the fees and expenses payable in connection with the management of the Underlying Fund are in addition to those payable by the Fund. Generally, there will be no duplication in the payment of management fees or administration fees in these circumstances. Where Funds invest in ETFs that are not managed by us or our affiliates, the fees and expenses payable in connection with the management of the ETFs are in addition to those payable by the Fund. Currently, where such ETFs are managed by Mackenzie Investments (which is our affiliate) we have entered into an arrangement with Mackenzie for the Funds to pay zero management fees for at least one year from the date of this prospectus. This arrangement is subject to change thereafter.</p> <p>Except as described below in respect of ETFs managed by Mackenzie Financial Corporation (“<b>Mackenzie</b>”) or another affiliate of ours (Mackenzie is our affiliate), there will not be sales fees (i.e., brokerage commissions or trading expenses) or redemption fees payable by a Fund with respect to the purchase or redemption by it of securities of an Underlying Fund managed by us or by one of our affiliates. In addition, a Fund will not pay sales fees or redemption fees with respect to the purchase or redemption by it of securities of an Underlying Fund that, to a reasonable person, would duplicate a fee payable by you in the Fund.</p> <p>Where Funds invest in (i) active ETFs managed by Mackenzie, we have obtained exemptive relief to permit the Funds to pay brokerage commissions and trading expenses in connection with investing in those ETFs; and (ii) ETFs managed by Mackenzie that qualify as IPU, the Funds are permitted to pay brokerage commissions and trading expenses in connection with investing in these ETFs, in accordance with NI 81-102.</p>
<p><b>Sales Charge Purchase Option</b></p>	<p>If you purchase Series A securities, you will pay a sales charge that you negotiate with your financial advisor and that is payable to your dealer at the time you purchase your securities.</p> <p>Only Series A securities of the Funds are available under the Sales Charge Purchase Option. The maximum sales charge for Series A securities is 5% of the purchase amount.</p> <p>There are no sales charges payable on Advisory Fee Series securities. Investors in Advisory Fee Series generally will be required to pay their dealer a negotiable Advisory Fee in addition to the management fees payable by the Fund (in the case of Series F) or by you (in the case of Unbundled Management Fee Series securities).</p>

## Fees and Expenses Payable Directly by You

### Advisory Fee applicable to Series F and I securities

Investors generally will be required to pay their dealer a negotiable Advisory Fee in addition to the management fees payable by the Fund (in the case of Series F securities) or by you (in the case of Unbundled Management Fee Series securities).

The negotiable Advisory Fee rate that you will be charged will be agreed upon between you and your financial advisor up to a maximum annual rate of 1.50% (based on the average daily market value of your investment in Advisory Fee Series securities of each Fund over that particular period). Any change to the Advisory Fee rate to be charged shall be effective for the next calculation of fees after we receive written notice of the change from your financial advisor.

The agreed upon Advisory Fee may be payable directly to your dealer, or alternatively, subject to your dealer providing us with the required authorization, we will pay the amount to your dealer by deducting the fees, as well as applicable G.S.T./H.S.T. charges, from one Fund in the same account by selling (redeeming) securities of a Fund that, for Series F, you have designated in advance or, alternatively and for Unbundled Management Fee Series, proportionately from all of the Funds in your account. If the specified Fund does not have sufficient securities, securities will be redeemed from the Fund with the highest market value in your account at the time. If the fees are to be paid proportionately from all of the Funds in your account and there are insufficient securities to pay the fees, then the amount required is paid by redeeming additional securities from one or more of your Funds as determined by us. Your dealer may provide notice to us to cease the collection of Advisory Fees by us on your behalf at any time. In such instances, if you have not established a separate fee for service agreement with your dealer, you may become ineligible to hold Series F/I.

Advisory Fees are calculated on your average assets over the time period, which shall be collected monthly.

If you decide to terminate your investment in these series prior to the last business day of the monthly period, then we will calculate any outstanding fees as of the redemption date and we will deduct the fees prior to processing the redemption.

## Fees and Expenses Payable Directly by You

Management Fees applicable to Series I securities	For investments in Unbundled Management Fee Series securities, you pay the management fee directly to us. This is in addition to your Advisory Fee discussed above. The management fee rate for each Fund is as follows:	
	Fund	Annual Management Fee Rate by Percentage (%)
	IPC Essentials Income Portfolio	0.45%
	IPC Essentials Balanced Portfolio	
	IPC Essentials ESG Balanced Portfolio	
	IPC Essentials Growth Portfolio	
	IPC Focus Conservative Portfolio	0.80%
	IPC Focus Balanced Portfolio	
	IPC Focus Growth Portfolio	
	The management fees in respect of each Fund are calculated based on the average daily market value of your investment in each Fund over that month. We will deduct the fees, as well as applicable G.S.T. / H.S.T., on the final business day of the month by automatically selling (redeeming) the applicable securities from the Funds in your account as described above on page 24. If you hold these securities in a non-registered account, then you may realize a capital gain or loss when your securities are sold. We may waive a portion or all of the management fees applicable to your Unbundled Management Fee Series securities. If you decide to terminate your investment in these series prior to the last business day of the month, then we will calculate any outstanding management fees as of the redemption date and we will deduct the fees prior to processing the redemption.	
Switch Fee	0 – 2% of the amount you switch between the Funds, negotiable with your dealer in the circumstances described in the section “Dealer Compensation – Sales Commissions” on page 30.	
Inappropriate Short-Term Trading Fee	A fee of 2% of the amount switched or redeemed may be charged by a Fund for inappropriate short-term trading. Inappropriate short-term trading is defined as trading within a short period of time (less than 30 days) that we believe is detrimental to Fund investors and which occurs in certain Funds with portfolio securities priced in other time zones or illiquid securities which trade infrequently. For further information about our policies on inappropriate short-term trading, please read “Short-Term Trading” on page 17.	
Excessive Short-Term Trading Fee	A fee of 1% of the amount switched or redeemed may be charged by a Fund if you invest in a Fund for less than 30 days and your trading is part of a pattern of short-term trading that we believe is detrimental to Fund investors. The short-term trading fees will be paid to the Funds. For further information about our policies on excessive short-term trading, please read “Short-Term Trading” on page 17.	
Dishonoured Cheque Fee	\$20 per NSF cheque.	

## Impact of the Sales Charge Purchase Option

The following table shows the maximum sales charges that you would pay under the Sales Charge Purchase Option available to you if you

- made an investment of \$1,000 in Series A securities of a Fund;
- paid the maximum sales charge of 5% under the Sales Charge Purchase Option;
- held that investment for one, three, five or ten years; and
- redeemed your investment immediately before the end of each period.

	At time of Purchase	1 Year	3 Years	5 Years	10 Years
Sales Charge Purchase Option <sup>(1)</sup>	\$50	–	–	–	–

<sup>(1)</sup> Based on a maximum sales charge rate of 5% generally. There is no sales charge to purchase Advisory Fee Series securities; however, investors generally will be required to pay an Advisory Fee rather than commissions on each transaction.

## Dealer Compensation

### Sales Commissions

If you buy Series A securities, you pay your dealer a sales commission at the time of purchase. The maximum amount of the commission for Series A securities is 5% of the amount you invest. The sales commission is negotiable with your financial advisor and payable to your dealer.

There is no sales charge to purchase Advisory Fee Series securities; however, you will generally be required to pay your dealer an Advisory Fee in addition to the management fee. See the “**Advisory Fee applicable to Series F and I securities**” section in the “**Fees and Expenses Payable Directly by You**” table on page 28 for more information.

These commissions are not paid when you switch between the Funds and your new Fund securities are issued under the same purchase option as your previous Fund securities. In this case, a switch fee of up to 2% of the amount you switch may be charged, and retained, by your dealer.

No sales commissions are paid when you receive securities from your reinvested Fund distributions.

### Trailing Commissions

We pay dealers a trailing commission at the end of each month or quarter as a percentage of the value of securities of the series of the Fund in each account held by the dealer’s clients as set out below. We also pay trailing commissions to the discount broker for securities you purchase through your discount broker. As per IROC Notice *Guidance on Order Execution Only Services and Activities*, you should consider speaking with your discount brokerage about rebating this trailing commission.

Series A trailing commissions of 1% per year are paid out of the management fees collected by us.

We may change the terms of the trailing commission program or cancel it at any time.

### Other Kinds of Dealer Compensation

We pay for marketing materials that we give to dealers to help support their sales efforts. These materials include reports and commentaries on portfolio securities, the markets, Funds and the services we offer to you.



We may share with dealers up to 50% of their costs in marketing the Counsel Funds or in providing educational information about mutual funds generally. For example, we may pay a portion of the costs of a dealer in advertising the availability of the Counsel Funds through the financial advisors of the dealer. We may also pay part of the costs of a dealer in running a seminar to inform you about the Counsel Funds or generally about the benefits of investing in mutual funds. We may also pay for part of the costs of a dealer for a sales communication, conference or seminar that provides educational information about tax or estate planning, based on an exemptive relief from certain securities regulations regarding sales practices, provided we fulfil certain conditions.

We may pay up to 10% of the costs of some dealers to hold educational seminars or conferences for their financial advisors to teach them about, among other things, new developments in the mutual fund industry, financial planning or new financial products. The dealer makes all decisions about where and when the conference is held and who can attend.

We also arrange seminars and conferences for financial advisors where we inform them about new developments in the Counsel Funds, our products and services, mutual fund industry matters, financial planning, and investing in securities. We invite dealers to send their financial advisors to our conferences, but we do not determine who attends. The financial advisors must pay their own travel, accommodation and personal expenses for attending our seminars and conferences.

We may pay the registration fees of financial advisors of a dealer to attend a conference, seminar or course held by a third party about, among other things, new developments in the mutual fund industry, financial planning, investing in securities, or mutual funds generally. The dealer decides which financial advisor(s) attend(s).

We may also pay up to 10% of the costs of an industry association to hold a conference, seminar or course about new developments in the mutual fund industry, financial planning, investing in securities, or mutual funds generally. The dealer decides which financial advisor(s) attend(s).

We may also provide dealers non-monetary benefits of a promotional nature and of minimal value and may engage in business promotion activities that result in dealers receiving non-monetary benefits.

We may change the terms and conditions of these other kinds of dealer compensation arrangements or discontinue them at any time.

### Disclosure of Equity Interests

We are a direct subsidiary of Investment Planning Counsel Inc. (“**IPCI**”), and IPCI is in turn a majority-owned subsidiary of IGM Financial Inc. (“**IGM**”). IGM is a financial services company listed on the TSX. IGM is a majority-owned subsidiary of Power Financial Corporation (“**Power**”). Great-West Lifeco Inc. (“**GWL**”) is also a majority-owned subsidiary of Power. IGM’s activities are principally carried out through IPCI, Mackenzie Financial Corporation and Investors Group Inc. Other indirect, wholly owned or majority-owned subsidiaries of IGM, who are therefore affiliated with us and who, as dealers, may hold, sell and/or recommend securities of the Funds, include IPC Securities, Investors Group Securities Inc. (an investment dealer), IPC Investments and Investors Group Financial Services Inc. (each a mutual fund dealer). Each of the Investors Group companies is wholly owned by Investors Group Inc. Each of the IPC companies is wholly owned by IPCI. GWL’s activities are principally carried out through its subsidiary The Canada Life Assurance Company. Other indirectly owned subsidiaries of GWL, who are therefore affiliated with us and who, as dealers, may hold, sell and/or recommend securities of the Funds, include Quadrus Investment Services Ltd. (a mutual fund dealer). Each investment dealer and mutual fund dealer referenced above are, collectively, “**participating dealers.**” From time to time, representatives of any of the participating dealers may own, directly or indirectly, shares of IGM, GWL or Power.

Please refer to the annual information form for additional details on the relevant corporate relationships within the Power Group of Companies.

### ***Dealer Compensation from Management Fees***

During the financial year ended December 31, 2019, we paid to dealers who distributed securities of Funds total cash compensation (sales commissions, trailing commissions and other kinds of cash compensation) representing approximately 35% of the total management fees received from all Counsel Funds in that year.

### ***Income Tax Considerations***

This is a general summary of certain Canadian federal income tax considerations applicable to you as an investor in the Funds. This summary assumes that you are an individual (other than a trust) who, at all relevant times, for purposes of the Tax Act, is resident in Canada, deals at arm's length and is not affiliated with the Funds, and that you hold your securities directly as capital property or within a registered plan. **This summary is not intended to be legal advice or tax advice. We have tried to make this discussion easy to understand. As a result, it may not be technically precise or cover all the tax consequences that may be relevant to you. Accordingly, you should consult your own tax advisor, having regard to your own particular circumstances when you consider purchasing, switching or redeeming securities of a Fund.**

This summary is based on the current provisions of the Tax Act, the regulations under the Tax Act, all proposals for specific amendments to the Tax Act or the regulations that have been publicly announced by the Minister of Finance (Canada) before the date hereof and our understanding of the current published administrative practices and assessing policies of the CRA. Except for the foregoing, this summary does not take into account or anticipate any change in law, whether by legislative, regulatory, administrative or judicial action. Furthermore, this summary does not take into account provincial, territorial or foreign income tax legislation or considerations.

#### **How the Funds are Taxed**

The following paragraphs describe some of the ways in which mutual funds can earn income:

- Mutual funds will earn income in the form of interest, dividends or income from the investments they make, including in other mutual funds, and can be deemed to earn income from investments in certain foreign entities. All income must be computed in Canadian dollars, even if earned in a foreign currency.
- Mutual funds will realize a capital gain by selling an investment for more than its adjusted cost base (“ACB”). They can also realize a capital loss by selling an investment for less than its ACB. A mutual fund that invests in foreign-denominated securities must calculate its ACB and proceeds of disposition in Canadian dollars based on the conversion rate on the date the securities were purchased and sold, as applicable. As a result, a mutual fund may realize capital gains and losses due to changes in the value of the foreign currency relative to the Canadian dollar.
- Mutual funds can realize gains and losses from using derivatives or engaging in short selling. Generally, gains and losses from derivatives are added to or subtracted from the mutual fund's income. However, if derivatives are used by a mutual fund as a hedge to limit its gain or loss on a specific capital asset or group of capital assets and there is sufficient linkage, then the gains and losses from holding these derivatives are generally capital gains or capital losses. Generally, gains and losses from short selling are treated as income. The Tax Act contains rules (the “**DFA Rules**”) that target certain financial arrangements (described in the DFA Rules as “derivative forward agreements”) that seek to reduce tax by converting, through the use of derivative

contracts, the returns on an investment that would have the character of ordinary income to capital gains. The DFA Rules are broad in scope and could apply to other arrangements or transactions. If the DFA Rules were to apply in respect of derivatives to be utilized by the Funds, gains realized in respect of the property underlying such derivatives could be treated as ordinary income rather than capital gains.

- Gains and losses from trading in precious metals and bullion will be treated on income account, rather than as capital gains and losses.

In certain circumstances, a Fund may be subject to loss restriction rules that deny or defer the deduction of certain losses. For example, a capital loss realized by a Fund will be suspended if, during the period that begins 30 days before and ends 30 days after the date on which the capital loss was realized, the Fund or an affiliated person (as defined in the Tax Act) acquires property that is, or is identical to, the property on which the loss was realized and owns that property at the end of the period.

Since the Funds are organized as trusts, the following sections describe the taxation of these types of entities.

### ***The Funds***

Each of the IPC Focus Portfolios are currently unit trusts for the purposes of the Tax Act. It is Counsel's intent to apply for them each to become a "**mutual fund trust**" for the purposes of the Tax Act. Should any Focus Portfolio not meet the requirements to become a mutual fund trust by the end of its first tax year, each fund will elect to be a "**registered investment**" of the Tax Act.

Each IPC Essentials Portfolio currently qualifies and is expected to continue to qualify as a mutual fund trust for the purposes of the Tax Act at all material times.

Each Fund computes its income or loss separately. All of a Fund's deductible expenses, including management fees, will be deducted in calculating the Fund's income for each taxation year. A Fund will be subject to tax on its net income, including net taxable capital gains, not paid or payable to its investors for the taxation year, after taking into consideration any loss carry forwards. Each Fund intends to pay to investors enough of its income and capital gains for each taxation year so that it will not be liable for ordinary income tax under Part I of the Tax Act.

The losses of a Fund may be restricted when a person or partnership becomes a "majority-interest beneficiary" of the Fund (generally by holding units representing more than 50% of the NAV of the Fund) unless the Fund qualifies as an "**investment fund**" by satisfying certain investment diversification and other conditions. It is expected that the Funds will qualify as "**investment funds**" under the Tax Act.

### **Funds that do not qualify as Mutual Fund Trusts**

A Fund that does not qualify as a "mutual fund trust" under the Tax Act, throughout a taxation year is not eligible for the capital gains refund and could be subject to alternative minimum tax for the year, as well as other taxes under the Tax Act. In addition, if one or more "financial institutions", as defined in the Tax Act, owns more than 50% of the fair market value of the units of such a Fund, that Fund will be a "financial institution" for the purposes of the "mark-to-market" tax rules. In this case, most of the Fund's investments would be considered mark-to-market property, with the result that it will be deemed to have disposed of and re-acquired its mark-to-market property at the end of each taxation year, as well as at such time as it becomes, or ceases to be, a financial institution; and the gains and losses from these deemed dispositions will be on income account, not capital account.

If at any time in a year a Fund that is not a mutual fund trust under the Tax Act throughout that year has a securityholder that is a "designated beneficiary," the Fund will be subject to a special tax at the rate of 40% under

Part XII.2 of the Tax Act on its “designated income” within the meaning of the Tax Act. A “designated beneficiary” includes a non-resident, and “designated income” includes taxable capital gains from dispositions of “taxable Canadian property” and income from business carried on in Canada (which could include gains on certain derivatives). Where the Fund is subject to tax under Part XII.2, the Fund may make a designation which will result in securityholders that are not designated beneficiaries receiving a tax credit with respect to their share of the Part XII.2 tax paid by the Fund. Finally, if a Fund does not qualify as a mutual fund trust and is a registered investment, the Fund may be liable for tax under Part X.2 of the Tax Act if, at the end of any month, the Fund holds property that is not a “qualified investment” for the type of registered plan in respect of which the Fund is registered.

## Taxation of the Funds if Investing in Foreign-Domiciled Underlying Trusts

### *Section 94.2*

The Funds may invest in foreign-domiciled underlying exchange-traded funds that qualify as “exempt foreign trusts” (the “**Underlying Trust Funds**”) for purposes of the non-resident trust rules in sections 94 and 94.2 of the Tax Act.

If the total fair market value at any time of all fixed interests of a particular class in an Underlying Trust Fund held by the Fund, persons or partnerships not dealing at arm’s length with the Fund, or persons or partnerships that acquired their interests in the Underlying Trust Fund in exchange for consideration given to the Underlying Trust Fund by the Fund, is at least 10% of the total fair market value at the time of all fixed interests of the particular class of the Underlying Trust Fund, the Underlying Trust Fund will be a “foreign affiliate” of the Fund and will be deemed by section 94.2 of the Tax Act to be at the time a “controlled foreign affiliate” of the Fund.

If the Underlying Trust Fund is deemed to be a “controlled foreign affiliate” of the Fund at the end of the particular taxation year of the Underlying Trust Fund and earns income that is characterized as “foreign accrual property income” as defined in the Tax Act (“**FAPI**”) in that taxation year of the Underlying Trust Fund, the Fund’s proportionate share of the FAPI (subject to deduction for grossed up “foreign accrual tax” as discussed below) must be included in computing its income for Canadian federal income tax purposes for the taxation year of the Fund in which that taxation year of the Underlying Trust Fund ends, whether or not the Fund actually receives a distribution of that FAPI. It is expected that the full amount of the income, as determined for Canadian federal income tax purposes, allocated or distributed to an Underlying Trust Fund by the issuers that it holds securities of will be FAPI. FAPI will also include any net realized taxable capital gains, as determined for Canadian federal income tax purposes, of the Underlying Trust Fund from the disposition of those securities.

To the extent an amount of FAPI will be required to be included in computing the income of the Fund for Canadian federal income tax purposes, a grossed-up amount may be deductible in respect of the “foreign accrual tax” as defined in the Tax Act (“**FAT**”), if any, applicable to the FAPI. Any amount of FAPI included in income (net the amount of any FAT deduction) will increase the adjusted cost base to the Fund of its units of the Underlying Trust Fund in respect of which the FAPI was included.

### *How You are Taxed on a Fund Investment*

How you are taxed on an investment in the Funds depends on whether you hold the investment inside or outside a registered plan.

## ***If You Own the Funds Outside a Registered Plan***

### **Distributions**

You must include in your income for a taxation year the taxable portion of all distributions (including management expense distributions) paid or payable (collectively, “paid”) to you from a Fund during the year, whether these amounts were paid to you in cash or reinvested in additional securities. The amount of reinvested distributions is added to the ACB of your securities to reduce your capital gain or increase your capital loss when you later redeem. This ensures that you do not pay tax on the amount again at a later date.

Distributions paid by a Fund may consist of capital gains, ordinary taxable Canadian dividends, foreign source income, other income and/or return of capital.

Ordinary taxable Canadian dividends are included in your income, subject to the gross-up and dividend tax credit rules. Capital gains distributions will be treated as capital gains realized by you, one-half of which will generally be included in calculating your income as a taxable capital gain. A Fund may make designations in respect of its foreign source income and foreign taxes paid so that you may be able to claim any foreign tax credits allocated to you by that Fund.

You may receive a return of capital from your Fund. You will not be taxed on a return of capital, but it will reduce the ACB of your securities of that Fund such that when you redeem your securities, you will realize a greater capital gain (or smaller capital loss) than if you had not received the return of capital. If the ACB of your securities is reduced to less than zero, the ACB of your securities will be deemed to be increased to zero and you will be deemed to realize a capital gain equal to the amount of this increase.

When securities of a Fund are acquired by purchasing or switching into that Fund, a portion of the acquisition price may reflect income and capital gains of the Fund that have not yet been realized or distributed. Accordingly, securityholders who acquire securities of a Fund just before a distribution date, including at year-end, may be required to include in their income amounts distributed from the Fund, even though these amounts were earned by the Fund before the securityholder acquired the securities and were included in the price of the securities.

The higher the portfolio turnover rate of any Fund in a year, the greater the chance that you will receive an income or capital gains distribution. There is not necessarily a relationship between a high turnover rate and the performance of a Fund.

### **Sales Charges and Fees**

A sales charge paid on the purchase of securities is not deductible in computing your income but is added to the ACB of your securities.

The fees that you pay for Advisory Fee Series securities (“**Unbundled Fees**”) consist of advisory fees that you pay to your dealer and, in the case of Unbundled Management Fee Series securities, management fees that you pay to us. To the extent that such fees are collected by redemption of securities, you will realize gains or losses in non-registered accounts. The deductibility of Unbundled Fees, for income tax purposes, will depend on the exact nature of services provided to you and the type of investment held. Fees relating to services provided to registered accounts are not deductible for income tax purposes, regardless of whether such fees were charged to the registered account. **You should consult with your tax advisor regarding the deductibility of Unbundled Fees paid in your particular circumstance.**

## Switches

You will not realize a capital gain or capital loss when you switch between series of the same Fund. The cost of the acquired securities will be equal to the ACB of the securities that you switched.

Other switches involve a redemption of the securities being switched and a purchase of the securities acquired on the switch.

## Redemptions

You will realize a capital gain (capital loss) if any of your securities in a Fund are redeemed. Generally, your capital gain (capital loss) will be the amount by which the NAV of the redeemed securities is greater (less) than the ACB of those securities. You may deduct other expenses of redemption when calculating your capital gain (capital loss). Generally, one-half of your capital gain is included in your income for tax purposes as a taxable capital gain and one-half of your capital loss can be deducted against your taxable capital gains, subject to the provisions of the Tax Act.

In certain circumstances, loss restriction rules will limit or eliminate the amount of a capital loss that you may deduct. For example, a capital loss that you realize on a redemption of securities will be deemed to be nil if, during the period that begins 30 days before and ends 30 days after the day of that redemption, you acquired identical securities (including through the reinvestment of distributions or a management expense distribution paid to you) and you continue to own these identical securities at the end of that period. In this case, the amount of the denied capital loss will be added to the ACB of your securities. This rule will also apply where the identical securities are acquired and held by a person affiliated with you (as defined in the Tax Act).

## Calculating Your ACB

Your ACB must be calculated separately for each series of securities that you own in each Fund and must be calculated in Canadian dollars. The total ACB of your securities of a particular series of a Fund is generally equal to

- the total of all amounts you paid to purchase those securities, including any sales charges paid by you at the time of purchase;

**plus**

- the ACB of any securities of another series of the same Fund that were switched on a tax-deferred basis into securities of the particular series;

**plus**

- the amount of any reinvested distributions on that series;

**less**

- the return of capital component of distributions on that series;

**less**

- the ACB of any securities of the particular series that were switched on a tax-deferred basis into securities of another series of the same Fund;

**less**

- the ACB of any of your securities of that series that have been redeemed.

The ACB of a Fund will generally be based on the average cost of all units of the same Fund (as adjusted) owned by you at the time, including units received on the reinvestment of dividends or other distributions. Where you switch on a tax deferred basis, the cost of the new units acquired on the switch will generally be equal to the ACB of the previously owned units switched for those new units.

For example, suppose you own 500 securities of a particular series of a Fund with an ACB of \$10 each (a total of \$5,000). Suppose you then purchase another 100 securities of the same series of the Fund for an additional \$1,200, including a sales charge. Your total ACB is \$6,200 for 600 securities so that your new ACB of each security of the series of the Fund is \$6,200 divided by 600 securities or \$10.33 per security.

### Alternative Minimum Tax

Amounts included in your income as distributions of ordinary taxable dividends or capital gains distributions, as well as any capital gains realized by you on the disposition of securities, may increase your liability for alternative minimum tax.

### Tax Statements and Reporting

If applicable, we will send statements to you annually identifying the taxable portion of your distributions, the return of capital component of distributions and redemption proceeds paid to you for each year. Tax statements will not be sent to you if you did not receive distributions or redemption proceeds, or if securities are held in your registered plan. You should keep detailed records of your purchase cost, sales charges, distributions and redemption proceeds in order to calculate the ACB of your securities. You may wish to consult a tax advisor to help you with these calculations.

Generally, you will be required to provide your financial advisor with information related to your citizenship, tax residence and, if applicable, your foreign tax identification number. If you are (i) identified as a U.S. Person (including a U.S. resident or citizen); (ii) identified as a tax resident of a country other than Canada or the U.S.; or (iii) do not provide the required information and indicia of U.S. or non-Canadian status is present, details about you and your investment in the Fund will generally be reported to the CRA, unless securities are held inside a registered plan. The CRA will provide the information to the relevant foreign tax authorities under exchange-of-information treaties.

### ***If You Own the Funds Inside a Registered Plan***

When securities of a Fund are held in your registered plan, generally neither you nor your registered plan will be taxed on distributions received from the Fund or capital gains realized on the disposition of the securities of the Fund, provided the securities are a qualified investment and are not a prohibited investment for the registered plan. However, a withdrawal from a registered plan may be subject to tax.

The securities of each Fund are expected to be a qualified investment for registered plans at all times. A security of a Fund may be a prohibited investment for your registered plan (other than a DPSP) even though it is a qualified investment. If your registered plan holds a prohibited investment, you become liable to a 50% potentially refundable tax on the value of the prohibited investment and a 100% tax on income and capital gains attributable to, and capital gains realized on, the disposition of the prohibited investment. Under a safe harbour rule for new mutual funds, units of the Funds will not be prohibited investments for your registered plan at any time during the first 24 months of the Fund's existence provided the Fund is a registered investment or deemed to be a mutual

fund trust under the Tax Act during that time and is in substantial compliance with NI 81-102 or follows a reasonable policy of investment diversification.

**You should consult with your own tax advisor regarding the special rules that apply to each type of registered plan, including whether or not a particular security of a Fund would be a prohibited investment for your registered plan. It is your responsibility to determine the tax consequences to you and your registered plan of establishing the registered plan and causing it to invest in the Funds. Neither we nor the Funds assume any liability to you as a result of making the Funds available for investment within registered plans.**

### ***What are Your Legal Rights?***

Securities legislation in some provinces gives you the right to withdraw from an agreement to buy securities of a mutual fund within two (2) Business Days of receiving the Fund Facts, or to cancel your purchase within forty-eight (48) hours of receiving confirmation of your order.

Securities legislation in some provinces and territories also allows you to cancel an agreement to buy securities of a mutual fund and get your money back, or to make a claim for damages, if (i) the Fund Facts are not sent or delivered to you within the time required under securities legislation; or (ii) the simplified prospectus, annual information form, Fund Facts or financial statements misrepresent any facts about the mutual fund. These rights must usually be exercised within certain time limits.

For more information, refer to the securities legislation of your province or territory or consult your lawyer.



## Part B: Specific Information about Each of the Mutual Funds Described in this Document

### *Introduction to Part B*

Part B provides specific fund descriptions of the Funds in this simplified prospectus. It supplements the general information concerning those Funds that is contained in Part A.

This **Introduction to Part B** explains most of the terms and assumptions that appear in this Part B and the information common to many of the Funds so that we do not have to repeat that information for each Fund.

### *Fund Details*

This section of each Fund's Part B gives you information such as the Fund's type, its start date or when it was first publicly sold to investors, the nature of the securities offered by the Fund (units or shares), the series offered by the Fund, whether securities are qualified investments under the Tax Act for registered plans, and the name of the Fund's sub-advisor(s) (if no sub-advisor is cited, then we are the Fund's Portfolio Manager).

### *What Does the Fund Invest In?*

#### Investment Objectives and Strategies

Each Fund's Part B describes the Fund's investment objectives and investment strategies. The investment objectives can only be changed with the consent of the investors in the Fund at a meeting called for that purpose. The investment strategies explain how the Fund intends to achieve its investment objectives. As manager of the Counsel Funds, we may change the investment strategies from time to time, but will give you notice, by way of a press release, of our intention to do so if it would be a material change as defined in National Instrument 81-106 – Investment Fund Continuous Disclosure ("**NI 81-106**"). Under NI 81-106, a change in the business, operations or affairs of a Fund is considered to be a "material change" if a reasonable investor would consider it important in deciding whether to purchase or continue to hold units of the Fund.

#### Use of Derivatives by the Funds

Some of the Funds may use derivatives for "**hedging**" purposes to reduce each Fund's exposure to changes in securities prices, interest rates, exchange rates or other risks. Derivatives may also be used for "**non-hedging**" purposes, which may include the following: (i) as substitute investments for stocks or a stock market; (ii) to gain exposure to other currencies; (iii) to seek to generate additional income; or (iv) for any other purpose that is consistent with the Fund's investment objectives. When a Fund uses derivatives for hedging or non-hedging purposes, it will only do so as permitted by Canada's securities regulations, as altered by regulatory exemption(s) granted to the Funds, if any.

If a Fund intends to use derivatives as part of its investment strategy, we have indicated in the Fund's description of investment strategies whether derivatives will be used for hedging purposes, non-hedging purposes or both. For more information on derivatives used by a particular Fund for hedging and non-hedging purposes as of the last day of the applicable financial reporting period, please refer to the Fund's most recent financial statements. Please also refer to the explanation of risks which accompany the use of derivatives, under "**Derivatives Risk**" beginning on page 5.

### The Investment Process for the IPC Essentials Portfolios

Each of the IPC Essentials Portfolios is constructed to meet a specific income, balanced or growth investor need. We have assigned a target allocation to equities and fixed income securities commensurate with the specific objectives of each Fund. Target allocations are then further divided by type within the major asset classes as appropriate to provide diversification by geography and market capitalization to match the allocations corresponding to each Fund's objectives.

In order to gain market exposure consistent with the targeted allocations, each Fund invests in a number of Underlying ETFs or Underlying Funds, which may be changed from time to time, as well as the percentage holding in each Underlying ETF or Underlying Fund, without notice to you so long as such changes are consistent with the Fund's investment objective.

Counsel monitors the allocations of each Fund and the investments of each Fund are rebalanced as required. Similarly, Counsel regularly reviews the broad array of ETFs or other investment options to determine whether any changes to allocations for each Fund, including any substitutions, are required.

### The Investment Process for the IPC Focus Portfolios

The IPC Focus Portfolios are built upon long-term strategic allocations to different equity and fixed income mandates. In determining sub-advisor allocations for each allocation, Counsel employs an extensive and thorough sub-advisor evaluation process.

Each sub-advisor is appointed based on a selection of criteria defined by Counsel, including having a successful and repeatable investment process for the mandate they are hired to manage, as well as a consistent application of their philosophy and a strong team of investment professionals.

Within a strategic asset allocation framework, the objective of IPC Focus Portfolios is to help you achieve your financial goals with continued market participation. Other factors that we generally employ in constructing portfolios include the following::

- **Investor Needs and Risk Assessment** – To direct you to the portfolio that best suits your needs, your financial advisor will assist you in identifying your investment objectives, as well as your personal tolerance level to risk. To aid in this endeavour, we provide a risk assessment questionnaire designed to probe your time horizon, growth and income requirements, and tolerance for risk. You can ask your financial advisor for further information. Such questionnaires may not specifically address all of your specific investment needs.
- **Allocation Targeted to Risk Tolerance**– We have constructed each of the IPC Focus Portfolios to correspond to a specific category of investor risk tolerance. We have assigned a target allocation to the major asset classes of equities and fixed income commensurate with the specific objectives of each Portfolio.
- **Underlying Fund Selection** – In order to gain market exposure consistent with the targeted allocations, each Focus Portfolio invests in a select group of other mutual funds, referred to as Underlying Funds. We have constructed distinct portfolios that are diversified by asset class and geography to match the allocations corresponding to each portfolio's objectives. The Underlying Funds in which the IPC Focus Portfolios invest may be changed from time to time, as well as the percentage holding in each Underlying Fund, without notice to you so long as such changes are consistent with the Fund's investment objective.

- **Ongoing Monitoring and Rebalancing** – Left unchecked, market fluctuations can cause the investments in the IPC Focus Portfolios to stray from their desired asset class allocation weightings. Counsel monitors the allocation of each portfolio, and the investments of each portfolio are rebalanced as required. Similarly, Counsel regularly reviews the broad array of investment options to determine whether any changes to allocations for each fund, including any fund substitutions, are required. The IPC Focus Portfolios are re-optimized at least annually to determine asset and sub-asset class target weights, as well as Underlying Fund target weights. The IPC Focus Portfolios are reviewed each business day to determine if it is appropriate to use existing cash flows to rebalance investments in the Underlying Funds that are most underweight relative to targets, or by paying out redemptions in the funds by selling the Underlying Funds that are most overweight.

### Securities Lending, Repurchase and Reverse Repurchase Transactions

The Funds are permitted to engage in securities lending, repurchase and reverse repurchase transactions. These transactions are described on page 9 of this simplified prospectus. Securities lending, repurchase and reverse repurchase transactions may earn additional income for mutual funds. That income comes from the fees paid by the transaction counterparty and interest paid on the cash or portfolio securities held as collateral.

On any securities lending, repurchase and reverse repurchase transaction, a Fund must, unless it has been granted relief:

- deal only with counterparties who meet generally accepted creditworthiness standards and who are unrelated to the Fund's portfolio manager, manager or trustee as defined in NI 81-102;
- hold collateral equal to a minimum 102% of the market value of the portfolio securities loaned (for securities lending transactions), sold (for repurchase transactions) or purchased (for reverse-repurchase transactions);
- adjust the amount of the collateral on each business day to ensure the value of the collateral relative to the market value of the portfolio securities loaned, sold or purchased remains at or above the minimum 102% limit; and
- limit the aggregate value of all portfolio securities loaned or sold through securities lending and repurchase transactions to no more than 50% of the total assets of the Fund (without including the collateral for loaned securities and cash for sold securities).

### Short Selling

Most of the Funds may engage in a limited amount of short selling in accordance with securities regulations. A short sale is a transaction in which a mutual fund sells, on the open market, securities that it has borrowed from a lender for this purpose. At a later date, the mutual fund purchases identical securities on the open market and returns them to the lender. In the interim, the mutual fund must pay compensation to the lender for the loan of the securities and provide collateral to the lender for the loan. If a Fund engages in short selling, it must adhere to securities regulations. Such regulations include the following limits and conditions:

- (a) the aggregate market value of all securities sold short by the Fund will not exceed 20% of the total net assets of the Fund;
- (b) the aggregate market value of all securities of any particular issuer sold short by the Fund will not exceed 5% of the total net assets of the Fund;

- (c) the Fund will hold cash cover equal to at least 150% of the aggregate market value of all securities sold short;
- (d) the Fund will not deposit collateral with a dealer in Canada unless the dealer is registered in a jurisdiction of Canada and is a member of IIROC; and
- (e) the Fund will not deposit collateral with a dealer outside Canada unless that dealer (i) is a member of a stock exchange that requires the dealer to be subjected to a regulatory audit; and (ii) has a net worth in excess of CDN \$50 million.

The Funds are also permitted to invest in gold, silver or other physical commodities or instruments (such as derivatives and ETFs) that provide exposure to physical commodities.

### Exemptions from NI 81-102

The Funds are subject to certain restrictions and practices contained in securities legislation, including NI 81-102, which are designed in part to ensure that the investments of mutual funds are diversified and relatively liquid and to ensure the proper administration of mutual funds. We intend to manage the Funds in accordance with these restrictions and practices or to obtain relief from the securities regulatory authorities before implementing any variations. The following provides a description of the exemptions that certain Funds have received from the provisions of NI 81-102, and/or a description of the general investment activity. Please refer to the annual information form for more details on these exemptions.

### ETF Relief

This ETF Relief is only relevant for U.S. listed ETFs.

The Funds have obtained an exemption from the Canadian securities regulatory authorities, which allows them to purchase and hold securities of the following types of ETFs (collectively, the “**Underlying ETFs**”):

- (a) ETFs that seek to provide daily results that replicate the daily performance of a specified widely quoted market index (the ETF’s “**Underlying Index**”) by a multiple of up to 200% (commonly known as “**Leveraged Bull ETFs**”), inverse multiple of up to 100% (commonly known as “**Inverse ETFs**”), or an inverse multiple of up to 200% (commonly known as “**Leveraged Bear ETFs**”);
- (b) ETFs that seek to replicate the performance of gold or silver, or the value of a specified derivative whose underlying interest is gold or silver on an unlevered basis (“**Underlying Gold or Silver Interest**”), or by a multiple of up to 200% (collectively, commonly known as “**Leveraged Gold/Silver ETFs**”); and
- (c) ETFs that invest directly, or indirectly through derivatives, in physical commodities, including, but not limited to, agriculture or livestock, energy, precious metals and industrial metals, on an unlevered basis (commonly known as “**Unlevered Commodity ETFs**”, together with the Leveraged Gold/Silver ETFs, collectively, the “**Commodity ETFs**”).

This relief is subject to the following conditions:

- (i) a Fund’s investment in securities of an Underlying ETF must be in accordance with its fundamental investment objectives;
- (ii) the securities of the Underlying ETF must be traded on a stock exchange in Canada or the United States;

- (iii) a Fund may not purchase securities of an Underlying ETF if, immediately after the transaction, more than 10% of the NAV of the Fund, taken at market value at the time of the transaction, would consist of securities of Underlying ETFs;
- (iv) a Fund may not purchase securities of Inverse ETFs or securities of Leveraged Bear ETFs or sell any securities short if, immediately after the transaction, the Fund's aggregate market value exposure represented by all such securities purchased and/or sold short would exceed 20% of the NAV of the Fund, taken at market value at the time of the transaction; and
- (v) immediately after entering into a purchase, derivatives or other transaction to obtain exposure to physical commodities, the Fund's aggregate market value exposure (whether direct or indirect, including through Commodity ETFs) to all physical commodities (including gold), does not exceed 10% of the NAV of the Fund, taken at market value at the time of the transaction.

### ***What are the Risks of Investing in this Fund?***

The **general investment risks** which apply to investing in mutual funds, including our Funds, are set out on page 2 of Part A. The **specific fund risks** for each Fund are set out under the sub-heading “**What are the General Risks of Investing in the Fund?**” for each Fund described in this Part B. Those risks are based upon the Fund's investment objectives and strategies and describe the material risks of investing in that Fund under normal market conditions when considering the Fund's portfolio as a whole, not each individual investment within the portfolio.

We have classified each of the applicable risks as either “primary”, “secondary” or “low or not a risk”. We consider the primary risks to be the more significant risks in respect of the particular Fund because they occur more frequently and/or because their occurrence will have a more significant impact on the Fund's value. We consider the secondary risks relatively less significant because they occur less frequently and/or because their occurrence will have a less significant impact on the Fund's value. Low or not a risk means that we consider the risk to be either very remote or non-existent. **All of the applicable risks should be understood and discussed with your financial advisor before making any investment in a Fund.**

### **Risk Classification Methodology**

The risk ratings referred to in this section help you decide, along with your advisor, whether a Fund is right for you. This information is only a guide. The investment risk level of each Fund is required to be determined in accordance with the Canadian Securities Administrators' standardized risk classification methodology, which is based on the historical volatility of the Fund, as measured by the most recent 10-year standard deviation of the returns of the Fund. Standard deviation is used to quantify the historical dispersion of returns around the average returns over the 10-year period. In this context, it can provide an indication of the amount of variability of returns that occurred relative to the average return over the 10-year measurement period. The higher the standard deviation of a Fund, the greater the range of returns it experienced in the past. In general, the greater the range of returns, the higher the risk.

You should know that other types of risks, both measurable and non-measurable, exist. Also, just as historical performance may not be indicative of future returns, historical volatility may not be indicative of future volatility, especially since the risk rating is based on the standard deviation of the most recent 10-year period.

Given all of the Funds have less than 10 years of performance history, we calculate the investment risk level of these Funds using a reference index that reasonably approximates or, for a newly established Fund that is reasonably expected to approximate, the standard deviation of the Fund. For Funds that have 10 years of

performance history, the methodology will calculate the standard deviation of the Fund using the return history of the Fund rather than that of the reference index. In each case, the Funds are assigned an investment risk rating in one of the following categories: low, low to medium, medium, medium to high or high risk.

- **Low** – for Funds with a level of risk that is typically associated with investments in money market funds and/or Canadian fixed-income funds;
- **Low to Medium** – for Funds with a level of risk that is typically associated with investments in balanced funds and global and/or corporate fixed-income funds;
- **Medium** – for Funds with a level of risk that is typically associated with investments in equity portfolios that are diversified among a number of large-capitalization Canadian and/or international equity securities;
- **Medium to High** – for Funds with a level of risk that is typically associated with investments in equity funds that may concentrate their investments in specific regions or specific sectors of the economy; and
- **High** – for Funds with a level of risk that is typically associated with investments in equity portfolios that may concentrate their investments in specific regions or specific sectors of the economy where there is a substantial risk of loss (e.g., emerging markets, precious metals).

We may exercise discretion and assign a Fund a higher risk classification than indicated by the 10-year standard deviation if we believe that the Fund may be subject to other foreseeable risks that the 10-year standard deviation does not reflect. The following chart sets out a description of the reference index used for each Fund that has less than 10 years of performance history:

IPC Portfolios	Reference Index
IPC Essentials Income Portfolio	Blend: 75% FTSE/TMX Canadian Bond Universe Index + 12.5% S&P/TSX Composite Dividend Index + 12.5% MSCI World High Dividend Yield Index
IPC Essentials Balanced Portfolio, IPC Essentials ESG Balanced Portfolio <sup>1</sup> and IPC Focus Balanced Portfolio	Blend: 40% FTSE/TMX Canadian Bond Universe Index + 15% S&P/TSX Composite Index + 45% MSCI World Index
IPC Essentials Growth Portfolio and IPC Focus Growth Portfolio	Blend: 60% MSCI World Index + 20% S&P/TSX Composite Index + 20% FTSE/TMX Canadian Bond Universe Index
IPC Focus Conservative Portfolio	Blend: 60% FTSE/TMX Canadian Bond Universe Index + 10% S&P/TSX Composite Dividend Index + 30% MSCI World Index

<sup>1</sup> Due to the Fund's investment objectives change effective September 13, 2019, the Fund uses the Reference Index rather than its historical performance to assess volatility for periods prior to the objective change.

### Reference Index Definitions

The **FTSE/TMX Canadian Bond Universe Index** is comprised of Canadian investment grade bonds with maturities of at least one year.

The **MSCI World High Dividend Yield Index** includes large- and mid-cap stocks across 23 developed market country indices. The index selects equities from the MSCI World Index (excluding real estate investment trusts) with higher-than-average dividend yields that are both sustainable and persistent. The index also applies quality screens and reviews 12-month past performance to omit stocks with potentially deteriorating fundamentals that

could force them to cut or reduce dividends. Net total returns are after the deduction of withholding tax from the foreign income and dividends of its constituents.

The **MSCI World Index** is a market capitalization weighted index comprised of companies in the developed market countries such as North America, Europe and the Asia/Pacific Region.

The **S&P/TSX Composite Dividend Index** includes all stocks in the S&P/TSX Composite Index with indicated annual dividend yields as of the latest rebalancing of the S&P/TSX Composite Index.

The **S&P/TSX Composite Index** is the benchmark Canadian index representing companies on the Toronto Stock Exchange.

There may be times when we believe this methodology produces a result that does not reflect a Fund's risk based on other qualitative factors. As a result, we may place the Fund in a higher risk rating category, as appropriate.

Securityholders should know that other types of risks, both measurable and non-measurable, exist. Also, just as historical performance may not be indicative of future returns, historical volatility may not be indicative of future volatility. The risk rating of each Fund is identified under the sub-heading "**Who Should Invest in this Fund?**" for each Fund described in this Part B and is reviewed annually and anytime that the risk rating is no longer reasonable in the circumstances. A more detailed explanation of the risk classification methodology used to identify the risk ratings of the Funds is available on request, at no cost, by calling toll free at 1-800-387-0614 or by writing to Counsel Portfolio Services Inc., 5015 Spectrum Way, Suite 300, Mississauga, Ontario L4W 0E4.

### ***Who Should Invest in this Fund?***

This section will help you decide, with your financial advisor's help, whether a Fund is right for you. **This information is only a guide.** In this section, we state the risk rating of the Fund, as based on the categories discussed above, and what type of investor should consider an investment in the Fund. For example, you may want to grow your capital over the long term or want to protect your investment or receive regular cash flows. You may wish to invest outside of a registered plan or may wish to invest in a specific region or industry.

A Fund may be suitable for you as an individual component within your entire portfolio, even if the Fund's risk rating is higher or lower than your personal risk tolerance level. When you choose investments with your financial advisor, you should consider your whole portfolio, investment objectives, your investment time horizon, and your personal risk tolerance level.

### ***Distribution Policy***

This section explains the frequency, amount and composition of distributions that you may receive from a Fund. It also explains when you may receive these distributions in cash.

#### **Distributions rules applicable to all series**

Each December a Fund will distribute any undistributed net income and any net capital gains for the year to investors who own securities on the distribution record date, but only to the extent required to ensure that the Fund itself will not pay income tax.

The distributions described above will be reinvested, without charge, in additional securities of the series on which they were paid, unless you elect in advance to receive them in cash. You may not elect to receive these distributions in cash if your securities are held in a Counsel-sponsored registered plan other than a TFSA.

### Additional distributions rules applicable to Series Offering Regular Cash Flow

Each series of IPC Essentials Income Portfolio is a Fixed Distribution Series which are designed specifically for investors who wish to receive a regular monthly cash flow from a Fund.

For each Fixed Distribution Series, the amount of the monthly distributions is a fixed amount per security and will be determined by us from time to time. As of the date of this prospectus, the monthly distribution rates are:

Fixed Distribution Series	Monthly Distributions Per Security
Series A	\$0.01
Series F	\$0.02
Series I	\$0.03

We intend to review the distribution payout rate for Fixed Distribution Series on an annual basis, and it may be changed based on various factors, including the underlying yield of portfolio investments, expectations for interest rate changes, and our views on the sustainability of such a payout. Although we intend to review the distribution payout rate annually, the distribution rate may, in our discretion, change at any time and may include a portion of return of capital.

For each series of IPC Essentials Income Portfolio, each monthly distribution will generally consist of available net income and may also include a return of capital. The Fund will separately distribute any other net income and capital gains in December as described above; this distribution may also include return of capital.

Return of capital represents a return to you of a portion of your own invested capital and may over time result in the return of the entire amount of the original investment to you. See “**Capital Depletion Risk**” under the section “**What are the General Risks of Investing in a Mutual Fund?**” on page 3 for further details.

### ***Fund Expenses Indirectly Borne by Investors***

With certain exceptions as described under “**Fees and Expenses**” on page 23, the Administration Fees, management fees and fund costs are generally paid out of each Fund’s assets, reducing the Fund’s investment return on your securities. This section contains an example table of the amount of expenses that would be payable by the Fund (for each series of the Fund’s securities) on a \$1,000 investment, assuming that the Fund earns a constant 5% per year and the MERs for each series of securities remain the same as for the past year, for the complete 10 years shown in the example. In the event we have waived a portion of our management fees, or Administration Fees, or absorbed some of the Fund’s fund costs during the past financial year, the MER would have been higher had we not done so and, consequently, that would have increased the Fund expenses indirectly borne by you. The fees and expenses which you pay directly, and which are not included in the Fund’s MERs, are described in the “**Fees and Expenses**” section on page 23 of this document.

The example tables found in the respective fund pages will help you to compare the cumulative costs of investing in the Fund with the similar costs of investing in other mutual funds. Please remember that they are only examples and that the Fund’s actual expenses will vary each year.

There is no table provided of Fund expenses indirectly borne by investors for the Funds listed below because they are either new or have not yet completed a financial year:

- IPC Focus Conservative Portfolio
- IPC Focus Balanced Portfolio



- IPC Focus Growth Portfolio

## IPC ESSENTIALS INCOME PORTFOLIO (FORMERLY IPC INCOME ESSENTIALS PORTFOLIO)

### *Fund Details*

<b>Type of Fund</b>	Global Fixed Income Balanced
<b>Start Date</b>	September 13, 2018
<b>Securities Offered/ Start Date</b>	Mutual fund trust units: Series A: September 13, 2018 Series F: September 13, 2018 Series I: September 13, 2018
<b>Registered Plan Status</b>	Securities of the Fund are qualified investments for registered plans.

### *What Does the Fund Invest In?*

#### **Investment Objectives**

The Fund seeks to provide investors with a steady stream of income with some emphasis on capital preservation and the potential for modest capital growth 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 invest directly in Canadian and foreign equity and fixed-income securities and other asset categories where the Fund considers it would be beneficial to unitholders to do so.

The fundamental investment objective of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### **Investment Strategies**

The Fund's asset mix will generally be kept within the following ranges: 60% - 90% fixed-income securities and 10% - 40% equity securities.

The Fund is built upon long-term strategic allocations to different equity markets, fixed-income markets, and other asset classes. The Fund may be over or underweight equity or fixed income or other asset class holdings when Counsel believes it is prudent to do so based on market signals and other factors.

The Fund will seek to diversify its equity and fixed-income assets in terms of one or more of the following factors:

- geographic exposure
- company market capitalization
- credit quality
- duration.

As a result of this diversification, the Fund may have exposure to securities issued by companies of any size and governments located anywhere in the world, including emerging markets.

If Counsel views present market conditions as being unfavourable, a portion of the Fund may, for defensive purposes, be invested in short-term debt securities or cash.

The Fund will obtain exposure to equity securities, fixed-income securities and other asset categories primarily by investing in ETFs, in accordance with its investment objectives. Some of the ETFs may be managed by Mackenzie

Investments, a related company. For more information, see the “**Fund-of-Funds**” disclosure under “**Fees and Expenses**”.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund’s investment objective and strategies.

In accordance with applicable securities regulations or as permitted by the exemptions from these regulations, and as further described in the “**Introduction to Part B – What Does the Fund Invest In?**” section on page 39 of this simplified prospectus, the Fund may

- engage in securities-lending, repurchase and reverse repurchase transactions with parties that are considered creditworthy;
- engage in short selling (the portfolio manager does not currently engage in short selling, but may do so in the future without further notice to investors); and
- invest in gold and silver, and other instruments (such as derivatives and ETFs) that provide exposure to these metals, and in certain other ETFs that replicate an index on a leveraged basis and/or that invest in physical commodities.

If the Fund employs any of these strategies, it will do so in conjunction with its other investment strategies in a manner considered appropriate to pursuing its investment objectives and enhancing its returns.

### ***What are the Risks of Investing in the Fund?***

This Fund has exposure to equity securities, which subjects the Fund to market risk, and which are generally more volatile than other types of investments, such as fixed-income investments. The Fund also has exposure to fixed-income securities, subjecting it to company risk, credit risk, interest rate risk and prepayment risk. Since the Fund invests outside of Canada, it is subject to foreign markets risk and foreign currency risk. Any indirect investment in securities may subject the Fund to tracking risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:

	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion		●	
Commodity		●	
Company		●	
Concentration			●
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF	●		
Extreme Market Disruptions		●	
Foreign Currency	●		
Foreign Markets	●		
High Yield Securities		●	

	Primary Risk	Secondary Risk	Low or Not a Risk
Illiquidity		●	
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager		●	
Prepayment		●	
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund			●
Taxation			●
Tracking		●	

### ***Who Should Invest in this Fund?***

You should consider this Fund if you

- are looking for a low-risk, global balanced fund to hold as a key part of your portfolio;
- desire fixed monthly distributions;
- want a medium to long-term investment; and
- can handle the volatility of stock and bond markets.

### ***Distribution Policy***

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

The Fund will make monthly distributions of \$0.01 per security on Series A, \$0.02 per security on Series F and \$0.03 per security on Series I. **These distributions may be adjusted or discontinued at our discretion. You must inform us if you wish to receive these distributions in cash, otherwise they will be reinvested, without charge, in additional securities of the series on which they were paid.** You may not elect to receive these distributions in cash if your securities are held in a Counsel-sponsored registered plan, unless that registered plan is a TFSA, in which case you may elect to have these distributions paid outside of the TFSA.

### ***Fund Expenses Indirectly Borne by Investors***

Estimated cumulative expenses payable by each series of securities of the Fund for each \$1,000 investment (see “**Introduction to Part B**” for an explanation of the assumptions used in this example) for the time periods shown:

*IPC Essentials Income Portfolio (formerly IPC Income Essentials Portfolio) (cont'd)*

<b>Series</b>	<b>For 1 Year</b>	<b>For 3 Years</b>	<b>For 5 Years</b>	<b>For 10 Years</b>
Series A	21.12	66.57	116.67	265.58
Series F	9.43	29.73	52.11	118.61
Series I	3.08	9.69	16.99	38.68

## IPC ESSENTIALS BALANCED PORTFOLIO (FORMERLY IPC BALANCED ESSENTIALS PORTFOLIO)

### *Fund Details*

Type of fund	Global Neutral Balanced
Start Date	September 13, 2018
Securities Offered/Start Date	Mutual fund trust units Series A: September 13, 2018 Series F: September 13, 2018 Series I: September 13, 2018
Registered Plan Status	Securities of the Fund are qualified investments for registered plans.

### *What Does the Fund Invest In?*

#### **Investment Objectives**

The Fund seeks to provide investors with a balance of income and long-term capital appreciation 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 invest directly in Canadian and foreign equity and fixed-income securities and other asset categories where the Fund considers it would be beneficial to unitholders to do so.

The fundamental investment objective of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### **Investment Strategies**

The Fund's asset mix will generally be kept within the following ranges: 45% - 75% equity securities and 25% - 55% fixed-income securities.

The Fund is built upon long-term strategic allocations to different equity markets, fixed-income markets, and other asset classes. The Fund may be over or underweight equity or fixed-income or other asset class holdings when Counsel believes it is prudent to do so based on market signals and other factors.

The Fund will seek to diversify its equity and fixed-income assets in terms of one or more of the following factors:

- geographic exposure
- company market capitalization
- credit quality
- duration.

As a result of this diversification, the Fund may have exposure to securities issued by companies of any size and governments located anywhere in the world, including emerging markets.

If Counsel views present market conditions as being unfavourable, a portion of the Fund may, for defensive purposes, be invested in short-term debt securities or cash.

The Fund will obtain exposure to equity securities, fixed-income securities and other asset categories primarily by investing in ETFs, in accordance with its investment objectives. Some of the ETFs may be managed by Mackenzie

Investments, a related company. For more information, see the “**Fund-of-Funds**” disclosure under “**Fees and Expenses**”.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund’s investment objective and strategies.

In accordance with applicable securities regulations or as permitted by the exemptions from these regulations, and as further described in the “**Introduction to Part B – What Does the Fund Invest In?**” section on page 39 of this simplified prospectus, the Fund may

- engage in securities-lending, repurchase and reverse repurchase transactions with parties that are considered creditworthy;
- engage in short selling (the portfolio manager does not currently engage in short selling, but may do so in the future without further notice to investors);
- invest in ETFs; and
- invest in gold and silver, and other instruments (such as derivatives and ETFs) that provide exposure to these metals, and in certain other ETFs that replicate an index on a leveraged basis and/or that invest in physical commodities.

If the Fund employs any of these strategies, it will do so in conjunction with its other investment strategies in a manner considered appropriate to pursuing its investment objectives and enhancing its returns.

### ***What are the Risks of Investing in the Fund?***

The Fund has exposure to equity securities, which subjects the Fund to market risk, and which are more volatile than other types of investments, such as fixed-income investments. The Fund also has exposure to fixed-income securities, subjecting it to company risk, credit risk, interest rate risk, and prepayment risk. Since the Fund invests outside of Canada, it is also subject to foreign markets risk and foreign currency risk. Any indirect investment in securities may subject the Fund to tracking risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:

	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion			●
Commodity		●	
Company		●	
Concentration			●
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF	●		
Extreme Market Disruptions		●	
Foreign Currency	●		
Foreign Markets	●		

	Primary Risk	Secondary Risk	Low or Not a Risk
High Yield Securities		●	
Illiquidity		●	
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager		●	
Prepayment		●	
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund		●	
Taxation			●
Tracking		●	

### **Who Should Invest in this Fund?**

You should consider this Fund if you

- are looking for a low to medium-risk, global balanced fund to hold as a key part of your portfolio;
- want a medium to long-term investment; and
- can handle the volatility of stock and bond markets.

### **Distribution Policy**

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

### **Fund Expenses Indirectly Borne by Investors**

Estimated cumulative expenses payable by each series of securities of the Fund for each \$1,000 investment (see “**Introduction to Part B**” for an explanation of the assumptions used in this example) for the time periods shown:

Series	For 1 Year	For 3 Years	For 5 Years	For 10 Years
Series A	20.60	64.95	113.84	259.14
Series F	9.23	29.08	50.97	116.03
Series I	2.87	9.05	15.86	36.10



## IPC ESSENTIALS ESG BALANCED PORTFOLIO (FORMERLY IPC ESG BALANCED ESSENTIALS PORTFOLIO)

### *Fund Details*

Type of fund	Global Neutral Balanced
Start Date	May 21, 1999
Securities Offered / Start Date	Mutual fund trust units: Series A: May 21, 1999 Series F: February 13, 2006 Series I: March 1, 2006
Registered Plan Status	The securities of the Fund are qualified investments for registered plans.

### *What Does the Fund Invest In?*

#### **Investment Objectives**

The Fund seeks to provide investors with a balance of income and long-term capital appreciation by investing primarily in exchange-traded funds (“ETFs”) to gain exposure to global equity and fixed-income securities. The Fund may also invest in other mutual funds or invest directly in global equity and fixed-income securities and other asset categories. The Fund will follow a responsible approach to investing, primarily through the purchase of ETFs which seek to provide exposure to issuers who meet environmental, social, and governance (“ESG”) criteria.

The fundamental investment objective of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### **Investment Strategies**

The Fund’s asset mix will generally be kept within the following ranges: 45% - 75% equity securities and 25% - 55% fixed-income securities.

The Fund is built upon long-term strategic allocations to different equity markets, fixed-income markets, and other asset classes. The Fund may be over or underweight equity or fixed-income or other asset class holdings when Counsel believes it is prudent to do so based on market signals and other factors.

The Fund will seek to diversify its equity and fixed-income assets in terms of one or more of the following factors:

- geographic exposure,
- company market capitalization,
- credit quality,
- duration.

As a result of this diversification, the Fund may have exposure to securities issued by companies of any size and governments located anywhere in the world, including emerging markets.

If Counsel views present market conditions as being unfavourable, a portion of the Fund may, for defensive purposes, be invested in short-term debt securities or cash.

Some of the ETFs may be managed by Mackenzie Investments, a related company. For more information, see the “**Fund-of-Funds**” disclosure under “**Fees and Expenses**”.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund’s investment objective and strategies.

In accordance with applicable securities regulations or as permitted by the exemptions from these regulations, and as further described in the “**Introduction to Part B – What Does the Fund Invest In?**” section on page 39 of the simplified prospectus, the Fund may

- engage in securities-lending, repurchase and reverse repurchase transactions with parties that are considered creditworthy;
- engage in short selling (the portfolio manager does not currently engage in short selling, but may do so in the future without further notice to investors);
- invest in ETFs;
- invest in gold and silver, and other instruments (such as derivatives and ETFs) that provide exposure to these metals, and in certain other ETFs that replicate an index on a leveraged basis and/or that invest in physical commodities.

If the Fund employs any of these strategies, it will do so in conjunction with its other investment strategies in a manner considered appropriate to pursuing its investment objectives and enhancing its returns.

### ***What are the Risks of Investing in the Fund?***

This Fund has exposure to fixed-income securities, subjecting it to risks including credit risk, interest rate risk, and prepayment risk. This Fund also has exposure to equity securities, including smaller companies, which are generally more volatile than fixed-income investments, subjecting the Fund to market risk, company risk and small company risk. The Fund may invest a significant portion of its assets outside of Canada, which subjects the Fund to foreign markets risk and foreign currency risk. Any indirect investment in securities, through Underlying ETFs, may subject the Fund to tracking and ETF risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:

	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion			●
Commodity		●	
Company	●		
Concentration		●	
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF	●		
Extreme Market Disruptions		●	
Foreign Currency	●		

	Primary Risk	Secondary Risk	Low or Not a Risk
Foreign Markets	●		
High Yield Securities			●
Illiquidity		●	
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager		●	
Prepayment		●	
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund			●
Taxation			●
Tracking		●	

### **Who Should Invest in this Fund?**

You should consider this Fund if you

- are looking for a low- to medium-risk, global balanced fund to hold as part of your portfolio;
- want a medium- to long-term investment; and
- can handle the volatility of stock and bond markets.

### **Distribution Policy**

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

### **Fund Expenses Indirectly Borne by Investors**

Estimated cumulative expenses payable by each series of securities of the Fund for each \$1,000 investment (see “**Introduction to Part B**” for an explanation of the assumptions used in this example) for the time periods shown:

Series	For 1 Year	For 3 Years	For 5 Years	For 10 Years
Series A	24.09	75.94	133.10	302.97
Series F	11.38	35.87	62.87	143.10
Series I	2.67	8.40	14.73	33.52

## IPC ESSENTIALS GROWTH PORTFOLIO (FORMERLY IPC GROWTH ESSENTIALS PORTFOLIO)

### *Fund Details*

Type of fund	Global Equity Balanced
Start Date	September 13, 2018
Securities Offered/ Start Date	Mutual fund trust units: Series A: September 13, 2018 Series F: September 13, 2018 Series I: September 13, 2018
Registered Plan Status	The securities of the Fund are qualified investments for registered plans.

### *What Does the Fund Invest In?*

#### **Investment Objectives**

The Fund seeks to provide investors with long-term capital appreciation 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 invest directly in Canadian and foreign equity and fixed-income securities and other asset categories where the Fund considers it would be beneficial to unitholders to do so.

The fundamental investment objectives of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### **Investment Strategies**

The Fund's asset mix will generally be kept within the following ranges: 65% - 95% equity securities and 5% - 35% fixed-income securities.

The Fund is built upon long-term strategic allocations to different equity markets, fixed-income markets, and other asset classes. The Fund may be over or underweight in equity or fixed-income or other asset holdings when Counsel believes it is prudent to do so based on market signals and other factors.

The Fund will seek to diversify its equity and fixed-income assets in terms of one or more of the following factors:

- geographic exposure
- company market capitalization
- credit quality
- duration.

As a result of this diversification, the Fund may have exposure to securities issued by companies of any size and governments located anywhere in the world, including emerging markets.

If Counsel views present market conditions as being unfavourable, a portion of the Fund may, for defensive purposes, be invested in short-term debt securities or cash.

The Fund will obtain exposure to equity securities, fixed-income securities and other asset categories primarily by investing in ETFs, in accordance with its investment objectives. Some of the ETFs may be managed by Mackenzie Investments, a related company. For more information, see the “**Fund of Funds**” disclosure under “**Fees and Expenses**”.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund's investment objective and strategies.

In accordance with applicable securities regulations or as permitted by the exemptions from these regulations, and as further described in the “**Introduction to Part B – What Does the Fund Invest In?**” section on page 39 of this simplified prospectus, the Fund may

- engage in securities-lending, repurchase and reverse repurchase transactions with parties that are considered creditworthy;
- engage in short selling (the portfolio manager does not currently engage in short selling, but may do so in the future without further notice to investors);
- invest in ETFs; and
- invest in gold and silver, and other instruments (such as derivatives and ETFs) that provide exposure to these metals, and in certain other ETFs that replicate an index on a leveraged basis and/or that invest in physical commodities.

If the Fund employs any of these strategies, it will do so in conjunction with its other investment strategies in a manner considered appropriate to pursuing its investment objectives and enhancing its returns.

### ***What are the Risks of Investing in the Fund?***

The Fund has exposure to equity securities, which subjects the Fund to market risk, and which are more volatile than other types of investments, such as fixed-income investments. The Fund also has exposure to fixed-income securities, subjecting it to company risk, credit risk, interest rate risk, and prepayment risk. Since the Fund invests outside of Canada, it is also subject to foreign markets risk and foreign currency risk. Any indirect investment in securities may subject the Fund to tracking risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:

	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion			●
Commodity		●	
Company		●	
Concentration			●
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF	●		
Extreme Market Disruptions		●	
Foreign Currency	●		
Foreign Markets	●		
High Yield Securities		●	
Illiquidity		●	

	Primary Risk	Secondary Risk	Low or Not a Risk
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager		●	
Prepayment		●	
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund		●	
Taxation			●
Tracking		●	

### **Who Should Invest in this Fund?**

You should consider this Fund if you

- are looking for a low to medium-risk, global equity balanced fund to hold as a key part of your portfolio;
- want a medium to long-term investment; and
- can handle the volatility of stock and bond markets.

### **Distribution Policy**

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

### **Fund Expenses Indirectly Borne by Investors**

Estimated cumulative expenses payable by each series of securities of the Fund for each \$1,000 investment (see “**Introduction to Part B**” for an explanation of the assumptions used in this example) for the time periods shown:

Series	For 1 Year	For 3 Years	For 5 Years	For 10 Years
Series A	20.50	64.63	113.28	257.85
Series F	9.02	28.44	49.84	113.45
Series I	2.56	8.08	14.16	32.23

## IPC FOCUS CONSERVATIVE PORTFOLIO

### Fund Details

Type of fund	Global Fixed Income Balanced
Start Date	October 14, 2020
Securities Offered/ Start Date	Trust units: Series A: October 14, 2020 Series F: October 14, 2020 Series I: October 14, 2020
Registered Plan Status	The securities of the Fund are expected to be qualified investments for registered plans.

### What Does the Fund Invest In?

#### Investment Objectives

The Fund seeks to achieve a balance between income and capital growth with a moderate level of investment risk. The Fund will invest either directly, or through securities of other investment funds, in equity and fixed-income securities of a variety of Canadian, U.S. and international issuers.

The fundamental investment objectives of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### Investment Strategies

The Fund invests up to 100% of its assets in securities of other mutual funds using strategic asset allocation as its principal investment strategy. The Fund's asset class weightings will generally be 30% to 50% in equity securities and 50% to 70% in fixed-income securities.

The Underlying Funds in which the Fund invests may be changed from time to time, as well as the percentage holding in each Underlying Fund, without notice to you, so long as such changes are consistent with the Fund's investment objectives. Such Underlying Funds may be managed by Counsel.

The Fund currently invests in securities of the following Underlying Funds:

Underlying Fund	Target Asset Allocation	Mandate	Investment Strategies*
Counsel Canadian Core Fixed Income	60.0%	Canadian Fixed Income	Invests primarily in a diversified portfolio of Canadian government and corporate fixed-income securities.
Counsel U.S. Growth	18.0%	US Equities	Invests primarily in U.S. equity securities to seek to achieve long-term capital growth.

Counsel International Growth	12.0%	International Equities	Invests primarily in equity securities of companies located in countries outside North America including Europe, Asia, Latin America, Australia and Africa to seek to achieve long-term capital growth.
Counsel Canadian Growth	10.0%	Canadian Equities	Invests primarily in Canadian equity securities to seek to achieve long-term capital growth.

\*For further information on the Underlying Funds, see the Counsel Funds Simplified Prospectus.

The different geographic regions and areas of expertise of the Underlying Funds' sub-advisors and/or portfolio managers are expected to provide diversification in the Fund's portfolio. Although the Underlying Funds' sub-advisors are independent of one another and generally invest in separate markets, there can be no guarantee that there will not be some overlap in specific securities, industry sectors or investment themes, as applicable, from time to time.

The Fund may invest in short-term debt securities, Counsel Money Market or hold cash for operational purposes, including maintaining liquidity, to accommodate redemption requests and to rebalance assets between the Underlying Funds.

The Fund may invest in securities that are designed to track an index in order to gain broad exposure to a region, industry or sector.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund's investment objective and strategies. The Underlying Funds may use derivatives as a part of their investment strategies. The Fund itself does not engage in securities lending, repurchase and reverse repurchase transactions. The Underlying Funds may enter into these transactions as part of their investment strategies. For further information on these transactions and derivatives use, please see the **"Introduction to Part B"** in this simplified prospectus.

### ***What are the Risks of Investing in the Fund?***

This Fund has exposure to fixed-income securities, subjecting it to risks including market risk, company risk, credit risk, interest rate risk, and prepayment risk. This Fund also has exposure to equity securities, which are generally more volatile than fixed-income investments. Since the Fund invests outside of Canada, it is subject to foreign markets risk and foreign currency risk. Any indirect investment in securities, through Underlying Funds, may subject the Fund to tracking risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:



	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion			●
Commodity		●	
Company	●		
Concentration			●
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF		●	
Extreme Market Disruptions		●	
Foreign Currency	●		
Foreign Markets	●		
High Yield Securities			●
Illiquidity		●	
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager	●		
Prepayment	●		
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund		●	
Taxation		●	
Tracking		●	

### ***Who Should Invest in this Fund?***

You should consider this Fund if you

- are looking for a low risk, global fixed income balanced fund to hold as a key part of your portfolio;
- want a medium to long-term investment; and
- can handle the volatility of stock and bond markets.

***Distribution Policy***

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

***Fund Expenses Indirectly Borne by Investors***

This information is not available because the Fund is new.

## IPC FOCUS BALANCED PORTFOLIO

### Fund Details

Type of fund	Global Neutral Balanced
Start Date	October 14, 2020
Securities Offered/ Start Date	Trust units: Series A: October 14, 2020 Series F: October 14, 2020 Series I: October 14, 2020
Registered Plan Status	The securities of the Fund are expected to be qualified investments for registered plans.

### What Does the Fund Invest In?

#### Investment Objectives

The Fund seeks to provide investors with a diversified portfolio designed to achieve a balance of long-term capital appreciation and income. The Fund will invest either directly, or through securities of other investment funds, in equity and fixed-income securities of a variety of Canadian, U.S. and international issuers.

The fundamental investment objectives of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### Investment Strategies

The Fund invests up to 100% of its assets in securities of other mutual funds using strategic asset allocation as its principal investment strategy. The Fund's asset class weightings will generally be 30% to 50% in fixed-income securities and 50% to 70% in equity securities.

The Underlying Funds in which the Fund invests may be changed from time to time, as well as the percentage holding in each Underlying Fund, without notice to you, so long as such changes are consistent with the Fund's investment objectives. Such Underlying Funds may be managed by Counsel.

The Fund currently invests in securities of the following Underlying Funds:

Underlying Fund	Target Asset Allocation	Mandate	Investment Strategies*
Counsel Canadian Core Fixed Income	40.0%	Canadian Fixed Income	Invests primarily in a diversified portfolio of Canadian government and corporate fixed-income securities.
Counsel U.S. Growth	27.0%	US Equities	Invests primarily in U.S. equity securities to seek to achieve long-term capital growth.
Counsel International Growth	18.0%	International Equities	Invests primarily in equity securities of companies located in countries outside North America including

			Europe, Asia, Latin America, Australia and Africa to seek to achieve long-term capital growth.
Counsel Canadian Growth	15.0%	Canadian Equities	Invests primarily in Canadian equity securities to seek to achieve long-term capital growth.

\*For further information on the Underlying Funds, see the Counsel Funds Simplified Prospectus.

The different geographic regions and areas of expertise of the Underlying Funds' sub-advisors and/or portfolio managers are expected to provide diversification in the Fund's portfolio. Although the Underlying Funds' sub-advisors are independent of one another and generally invest in separate markets, there can be no guarantee that there will not be some overlap in specific securities, industry sectors or investment themes, as applicable, from time to time.

The Fund may invest in short-term debt securities, Counsel Money Market or hold cash for operational purposes, including maintaining liquidity, to accommodate redemption requests and to rebalance assets between the Underlying Funds.

The Fund may invest in securities that are designed to track an index in order to gain broad exposure to a region, industry or sector.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund's investment objective and strategies. The Underlying Funds may use derivatives as a part of their investment strategies. The Fund itself does not engage in securities lending, repurchase and reverse repurchase transactions. The Underlying Funds may enter into these transactions as part of their investment strategies. For further information on these transactions and derivatives use, please see the "Introduction to Part B" in this simplified prospectus.

### ***What are the Risks of Investing in the Fund?***

This Fund has exposure to fixed-income securities, subjecting it to risks including market risk, company risk, credit risk, interest rate risk, and prepayment risk. This Fund also has exposure to equity securities, which are generally more volatile than fixed-income investments. Since the Fund invests outside of Canada, it is subject to foreign markets risk and foreign currency risk. Any indirect investment in securities, through Underlying Funds, may subject the Fund to tracking risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:

	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion			●
Commodity		●	
Company	●		
Concentration			●

	Primary Risk	Secondary Risk	Low or Not a Risk
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF		●	
Extreme Market Disruptions		●	
Foreign Currency	●		
Foreign Markets	●		
High Yield Securities			●
Illiquidity		●	
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager	●		
Prepayment	●		
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund		●	
Taxation		●	
Tracking		●	

### ***Who Should Invest in this Fund?***

You should consider this Fund if you

- are looking for a low to medium-risk, global neutral balanced fund to hold as a key part of your portfolio;
- want a medium to long-term investment; and
- can handle the volatility of stock and bond markets.

### ***Distribution Policy***

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

### ***Fund Expenses Indirectly Borne by Investors***

This information is not available because the Fund is new.

## IPC FOCUS GROWTH PORTFOLIO

### Fund Details

Type of fund	Global Equity Balanced
Start Date	October 14, 2020
Securities Offered/ Start Date	Trust units: Series A: October 14, 2020 Series F: October 14, 2020 Series I: October 14, 2020
Registered Plan Status	The securities of the Fund are expected to be qualified investments for registered plans.

### What Does the Fund Invest In?

#### Investment Objectives

The Fund seeks to achieve long-term capital growth. The Fund will invest either directly, or through securities of other investment funds, in equity and fixed-income securities of a variety of Canadian, U.S. and international issuers.

The fundamental investment objectives of the Fund cannot be changed without obtaining prior approval of Securityholders at a meeting called for that purpose.

#### Investment Strategies

The Fund invests up to 100% of its assets in securities of other mutual funds using strategic asset allocation as its principal investment strategy. The Fund's asset class weightings will generally be 75% to 85% in equity securities and 15% to 25% in fixed-income securities.

The Underlying Funds in which the Fund invests may be changed from time to time, as well as the percentage holding in each Underlying Fund, without notice to you, so long as such changes are consistent with the Fund's investment objectives. Such Underlying Funds may be managed by Counsel.

The Fund currently invests in securities of the following Underlying Funds:

Underlying Fund	Target Asset Allocation	Mandate	Investment Strategies*
Counsel Canadian Core Fixed Income	20.0%	Canadian Fixed Income	Invests primarily in a diversified portfolio of Canadian government and corporate fixed-income securities.
Counsel U.S. Growth	36.0%	US Equities	Invests primarily in U.S. equity securities to seek to achieve long-term capital growth.

Counsel International Growth	24.0%	International Equities	Invests primarily in equity securities of companies located in countries outside North America including Europe, Asia, Latin America, Australia and Africa to seek to achieve long-term capital growth.
Counsel Canadian Growth	20.0%	Canadian Equities	Invests primarily in Canadian equity securities to seek to achieve long-term capital growth.

\*For further information on the Underlying Funds, see the Counsel Funds Simplified Prospectus.

The different geographic regions and areas of expertise of the Underlying Funds' sub-advisors and/or portfolio managers are expected to provide diversification in the Fund's portfolio. Although the Underlying Funds' sub-advisors are independent of one another and generally invest in separate markets, there can be no guarantee that there will not be some overlap in specific securities, industry sectors or investment themes, as applicable, from time to time.

The Fund may invest in short-term debt securities, Counsel Money Market or hold cash for operational purposes, including maintaining liquidity, to accommodate redemption requests and to rebalance assets between the Underlying Funds.

The Fund may invest in securities that are designed to track an index in order to gain broad exposure to a region, industry or sector.

The Fund does not currently intend to use derivatives for hedging or non-hedging purposes, but may do so without notice to you, so long as such use is consistent with the Fund's investment objective and strategies. The Underlying Funds may use derivatives as a part of their investment strategies. The Fund itself does not engage in securities lending, repurchase and reverse repurchase transactions. The Underlying Funds may enter into these transactions as part of their investment strategies. For further information on these transactions and derivatives use, please see the "Introduction to Part B" in this simplified prospectus.

### ***What are the Risks of Investing in the Fund?***

This Fund has exposure to fixed-income securities, subjecting it to risks including market risk, company risk, credit risk, interest rate risk, and prepayment risk. This Fund also has exposure to equity securities, which are generally more volatile than fixed-income investments. Since the Fund invests outside of Canada, it is subject to foreign markets risk and foreign currency risk. Any indirect investment in securities, through Underlying Funds, may subject the Fund to tracking risk. These and other risks are described starting on page 2. The following table shows which risks apply to this Fund:

	Primary Risk	Secondary Risk	Low or Not a Risk
Capital Depletion			●
Commodity		●	
Company	●		
Concentration			●
Convertible Securities			●
Credit	●		
Cyber Security		●	
Derivatives		●	
Emerging Markets		●	
ETF		●	
Extreme Market Disruptions		●	
Foreign Currency	●		
Foreign Markets	●		
High Yield Securities			●
Illiquidity		●	
Interest Rate	●		
Large Transaction		●	
Legislation		●	
Market	●		
Portfolio Manager	●		
Prepayment	●		
Securities Lending, Repurchase and Reverse Repurchase Transaction		●	
Senior Loans			●
Series		●	
Short Selling		●	
Small Company		●	
Small/New Fund		●	
Taxation		●	
Tracking		●	

### **Who Should Invest in this Fund?**

You should consider this Fund if you

- are looking for a low to medium-risk, global equity balanced fund to hold as a key part of your portfolio;
- want a medium to long-term investment; and
- can handle the volatility of stock and bond markets.



***Distribution Policy***

See “**Introduction to Part B – Distribution Policy**” section of this simplified prospectus.

***Fund Expenses Indirectly Borne by Investors***

This information is not available because the Fund is new.

# Simplified *Prospectus*

## **IPC ESSENTIALS PORTFOLIOS**

IPC ESSENTIALS INCOME PORTFOLIO (FORMERLY IPC INCOME ESSENTIALS PORTFOLIO)  
IPC ESSENTIALS BALANCED PORTFOLIO (FORMERLY IPC BALANCED ESSENTIALS PORTFOLIO)  
IPC ESSENTIALS ESG BALANCED PORTFOLIO (FORMERLY IPC ESG BALANCED ESSENTIALS PORTFOLIO)  
IPC ESSENTIALS GROWTH PORTFOLIO (FORMERLY IPC GROWTH ESSENTIALS PORTFOLIO)

## **IPC FOCUS PORTFOLIOS**

IPC FOCUS CONSERVATIVE PORTFOLIO  
IPC FOCUS BALANCED PORTFOLIO  
IPC FOCUS GROWTH PORTFOLIO

Additional information about the Funds is available in the Funds' annual information form, fund facts documents, management reports of fund performance and financial statements. These documents are incorporated by reference into this simplified prospectus, which means that they legally form part of this document just as if they were printed as a part of this document.

You can get a copy of these documents, at your request, and at no cost, by calling Counsel toll-free at **1-877-625-9885** or by contacting your dealer.

These documents and other information about the Funds, such as information circulars and material contracts, are also available on Counsel's Internet site at [www.ipcportfolios.ca](http://www.ipcportfolios.ca) and at the Internet site of SEDAR (the System for Electronic Document Analysis and Retrieval) at [www.sedar.com](http://www.sedar.com).

## **MANAGER OF THE COUNSEL FUNDS AND PORTFOLIOS**

Counsel Portfolio Services Inc.  
5015 Spectrum Way, Suite 300  
Mississauga, Ontario L4W 0E4  
tel: 1-877-625-9885  
fax: 1-905-625-6184  
email: [info@counselservices.com](mailto:info@counselservices.com)  
website: [www.ipcportfolios.ca](http://www.ipcportfolios.ca)