

COUNSEL | PORTFOLIO SERVICES

Counsel Conservative *portfolio*

ANNUAL FINANCIAL STATEMENTS

For the year ended March 31, 2024

These Financial Statements do not contain the Management Report of Fund Performance ("MRFP") of the investment fund.

A copy of the Fund's current Simplified Prospectus, Annual Information Form, Management Report of Fund Performance, Fund Fact Sheets, quarterly portfolio disclosures and proxy voting policies and disclosures will be provided, without charge, by: calling toll-free 1-877-625-9885, writing to Counsel Portfolio Services Inc., 5015 Spectrum Way, Suite 300, Mississauga, ON, L4W 0E4, by visiting our website at www.counsel-services.com or by visiting www.sedarplus.ca.

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

MANAGEMENT REPORT

Management's Responsibility for Financial Reporting

The accompanying financial statements have been prepared by Counsel Portfolio Services Inc. (the "Manager"), as Manager of Counsel Conservative portfolio (the "Fund"). The Manager is responsible for the integrity, objectivity and reliability of the data presented. This responsibility includes selecting appropriate accounting principles and making judgments and estimates consistent with IFRS Accounting Standards. The Manager is also responsible for the development of internal controls over the financial reporting process, which are designed to provide reasonable assurance that relevant and reliable financial information is produced.

The Board of Directors (the "Board") of Counsel Portfolio Services Inc. is responsible for reviewing and approving the financial statements and overseeing the Manager's performance of its financial reporting responsibilities. The Board meets regularly with the Manager, internal auditors and external auditors to discuss internal controls over the financial reporting process, auditing matters and financial reporting issues.

KPMG LLP is the external auditor of the Fund. It is appointed by the Board. The external auditor has audited the financial statements in accordance with Canadian generally accepted auditing standards to enable it to express to the securityholders its opinion on the financial statements. Its report is set out below.



Sam Febraro
President and Chief Executive Officer



Paulette Jervis
Chief Financial Officer

June 5, 2024

INDEPENDENT AUDITOR'S REPORT

To the Securityholders of Counsel Conservative portfolio (the "Fund")

Opinion

We have audited the financial statements of the Fund, which comprise:

- the statements of financial position as at March 31, 2024 and March 31, 2023
- the statements of comprehensive income for the periods then ended as indicated in note 1
- the statements of changes in financial position for the periods then ended as indicated in note 1
- the statements of cash flows for the periods then ended as indicated in note 1 and
- notes to the financial statements, including a summary of material accounting policies (Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Fund as at March 31, 2024 and March 31, 2023, and its financial performance and cash flows for the periods then ended as indicated in note 1 in accordance with IFRS Accounting Standards.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "Auditor's Responsibilities for the Audit of the Financial Statements" section of our auditor's report.

We are independent of the Fund in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

Management is responsible for the other information. Other information comprises:

- the information included in the Annual Management Report of Fund Performance of the Fund filed with the relevant Canadian Securities Commissions.

Our opinion on the financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit and remain alert for indications that the other information appears to be materially misstated.

We obtained the information included in the Annual Management Report of Fund Performance of the Fund filed with the relevant Canadian Securities Commissions as at the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in the auditor's report.

We have nothing to report in this regard.

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

INDEPENDENT AUDITOR'S REPORT (cont'd)

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with IFRS Accounting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Fund's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Fund or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the financial reporting process of the Fund.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.
The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Fund's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Fund to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



Chartered Professional Accountants,
Licensed Public Accountants
Toronto, Canada
June 5, 2024

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

STATEMENTS OF FINANCIAL POSITION

at March 31 (in \$ 000 except per security amounts)

	2024	2023
ASSETS		
Current assets		
Investments at fair value	230,402	259,053
Cash and cash equivalents	–	–
Accounts receivable for investments sold	1,187	529
Accounts receivable for securities issued	20	572
Total assets	231,609	260,154
LIABILITIES		
Current liabilities		
Bank indebtedness	35	273
Accounts payable for investments purchased	–	–
Accounts payable for securities redeemed	881	538
Due to manager	25	9
Total liabilities	941	820
Net assets attributable to securityholders	230,668	259,334

STATEMENTS OF COMPREHENSIVE INCOME

for the periods ended March 31 (in \$ 000 except per security amounts)

	2024	2023
Income		
Dividends	379	585
Interest and other income	7,891	9,405
Other changes in fair value of investments and other net assets		
Net realized gain (loss)	875	(759)
Net unrealized gain (loss)	10,013	(13,932)
Total income (loss)	19,158	(4,701)
Expenses (note 6)		
Management fees	2,530	2,962
Management fee rebates	(14)	(26)
Administration fees	518	584
Interest charges	2	1
Independent Review Committee fees	5	9
Other	2	4
Expenses before amounts absorbed by Manager	3,043	3,534
Expenses absorbed by Manager	–	–
Net expenses	3,043	3,534
Increase (decrease) in net assets attributable to securityholders from operations before tax	16,115	(8,235)
Foreign withholding tax expense (recovery)	–	–
Foreign income tax expense (recovery)	–	–
Increase (decrease) in net assets attributable to securityholders from operations	16,115	(8,235)

	Net assets attributable to securityholders (note 3)			
	per security		per series	
	2024	2023	2024	2023
Series A	15.24	14.84	64,754	70,721
Series E	15.03	14.63	33,770	40,126
Series F	15.46	15.05	55,277	57,134
Series FT	n/a	n/a	n/a	n/a
Series I	15.88	15.46	42,860	52,303
Series Private Wealth	10.63	10.35	33,259	30,495
Series Private Wealth I	n/a	9.36	n/a	7,549
Series T	6.50	6.66	748	1,006
			230,668	259,334

	Increase (decrease) in net assets attributable to securityholders from operations (note 3)			
	per security		per series	
	2024	2023	2024	2023
Series A	0.85	(0.59)	3,854	(3,013)
Series E	0.83	(0.59)	2,093	(1,797)
Series F	1.14	(0.41)	4,222	(1,644)
Series FT	n/a	(0.74)	n/a	–
Series I	1.18	(0.33)	3,656	(1,186)
Series Private Wealth	0.81	(0.12)	2,426	(319)
Series Private Wealth I	(0.25)	(0.30)	(180)	(246)
Series T	0.37	(0.19)	44	(30)
			16,115	(8,235)

The accompanying notes are an integral part of these financial statements.

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

STATEMENTS OF CHANGES IN FINANCIAL POSITION

for the periods ended March 31 (in \$ 000 except per security amounts)

	Total		Series A		Series E		Series F		Series FT	
	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023
NET ASSETS ATTRIBUTABLE TO SECURITYHOLDERS										
Beginning of period	259,334	309,633	70,721	85,179	40,126	51,600	57,134	68,065	–	1
Increase (decrease) in net assets from operations	16,115	(8,235)	3,854	(3,013)	2,093	(1,797)	4,222	(1,644)	–	–
Distributions paid to securityholders:										
Investment income	(5,161)	(7,675)	(757)	(1,253)	(446)	(803)	(1,353)	(1,852)	–	–
Capital gains	(5,002)	(3,182)	(1,409)	(884)	(765)	(516)	(1,184)	(707)	–	–
Return of capital	(37)	(60)	–	–	–	–	–	–	–	–
Management fee rebates	(14)	(26)	(6)	(10)	–	–	(7)	(14)	–	–
Total distributions paid to securityholders	(10,214)	(10,943)	(2,172)	(2,147)	(1,211)	(1,319)	(2,544)	(2,573)	–	–
Security transactions:										
Proceeds from securities issued	28,419	30,914	4,895	7,006	–	–	9,465	4,219	–	–
Reinvested distributions	9,692	10,341	2,132	2,104	1,143	1,237	2,258	2,238	–	–
Payments on redemption of securities	(72,678)	(72,376)	(14,676)	(18,408)	(8,381)	(9,595)	(15,258)	(13,171)	–	(1)
Total security transactions	(34,567)	(31,121)	(7,649)	(9,298)	(7,238)	(8,358)	(3,535)	(6,714)	–	(1)
Increase (decrease) in net assets attributable to securityholders	(28,666)	(50,299)	(5,967)	(14,458)	(6,356)	(11,474)	(1,857)	(10,931)	–	(1)
End of period	230,668	259,334	64,754	70,721	33,770	40,126	55,277	57,134	–	–
Increase (decrease) in fund securities (in thousands) (note 7):										
Securities outstanding – beginning of period			4,765	5,393	2,742	3,313	3,796	4,240	–	–
Issued			332	477	–	–	649	278	–	–
Reinvested distributions			144	143	78	86	150	150	–	–
Redeemed			(992)	(1,248)	(573)	(657)	(1,019)	(872)	–	–
Securities outstanding – end of period			4,249	4,765	2,247	2,742	3,576	3,796	–	–

	Series I		Series Private Wealth		Series Private Wealth I		Series T	
	2024	2023	2024	2023	2024	2023	2024	2023
NET ASSETS ATTRIBUTABLE TO SECURITYHOLDERS								
Beginning of period	52,303	65,970	30,495	28,383	7,549	9,433	1,006	1,002
Increase (decrease) in net assets from operations	3,656	(1,186)	2,426	(319)	(180)	(246)	44	(30)
Distributions paid to securityholders:								
Investment income	(1,491)	(2,330)	(1,007)	(1,182)	(98)	(239)	(9)	(16)
Capital gains	(1,003)	(650)	(625)	(322)	–	(91)	(16)	(12)
Return of capital	–	–	–	–	–	–	(37)	(60)
Management fee rebates	–	–	–	–	(1)	(2)	–	–
Total distributions paid to securityholders	(2,494)	(2,980)	(1,632)	(1,504)	(99)	(332)	(62)	(88)
Security transactions:								
Proceeds from securities issued	3,146	6,457	10,652	12,929	261	227	–	76
Reinvested distributions	2,386	2,873	1,627	1,498	98	330	48	61
Payments on redemption of securities	(16,137)	(18,831)	(10,309)	(10,492)	(7,629)	(1,863)	(288)	(15)
Total security transactions	(10,605)	(9,501)	1,970	3,935	(7,270)	(1,306)	(240)	122
Increase (decrease) in net assets attributable to securityholders	(9,443)	(13,667)	2,764	2,112	(7,549)	(1,884)	(258)	4
End of period	42,860	52,303	33,259	30,495	–	7,549	748	1,006
Increase (decrease) in fund securities (in thousands) (note 7):								
Securities outstanding – beginning of period	3,383	3,988	2,945	2,562	807	945	151	133
Issued	208	414	1,027	1,241	28	24	–	11
Reinvested distributions	155	188	158	146	11	36	7	9
Redeemed	(1,047)	(1,207)	(1,002)	(1,004)	(846)	(198)	(43)	(2)
Securities outstanding – end of period	2,699	3,383	3,128	2,945	–	807	115	151

The accompanying notes are an integral part of these financial statements.

COUNSEL CONSERVATIVE PORTFOLIO

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STATEMENTS OF CASH FLOWS

for the periods ended March 31 (in \$ 000)

	2024	2023
Cash flows from operating activities		
Net increase (decrease) in net assets attributable to securityholders from operations	16,115	(8,235)
Adjustments for:		
Net realized loss (gain) on investments	(511)	1,450
Change in net unrealized loss (gain) on investments	(10,013)	13,932
Distributions received in-kind from underlying funds	(8,621)	(10,672)
Purchase of investments	(41,455)	(52,238)
Proceeds from sale and maturity of investments	88,593	96,940
(Increase) decrease in accounts receivable and other assets	–	–
Increase (decrease) in accounts payable and other liabilities	16	(3)
Net cash provided by (used in) operating activities	44,124	41,174
Cash flows from financing activities		
Proceeds from securities issued	22,881	30,940
Payments on redemption of securities	(66,245)	(72,365)
Distributions paid net of reinvestments	(522)	(602)
Net cash provided by (used in) financing activities	(43,886)	(42,027)
Increase (decrease) in cash and cash equivalents	238	(853)
Cash and cash equivalents at beginning of period	(273)	580
Effect of exchange rate fluctuations on cash and cash equivalents	–	–
Cash and cash equivalents, end of period	(35)	(273)
Cash	–	–
Cash equivalents	–	–
Bank indebtedness	(35)	(273)
Cash and cash equivalents, end of period	(35)	(273)
Supplementary disclosures on cash flow from operating activities:		
Dividends received	–	–
Foreign taxes paid	–	–
Interest received	12	8
Interest paid	2	1

The accompanying notes are an integral part of these financial statements.

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

SCHEDULE OF INVESTMENTS

as at March 31, 2024

	Country	Sector	Shares/ Units	Average Cost (\$ 000)	Fair Value (\$ 000)
MUTUAL FUNDS					
Counsel Canadian Growth Series O	Canada	Mutual Funds	160,299	2,707	3,581
Counsel Canadian Value Series O	Canada	Mutual Funds	210,473	3,227	3,510
Counsel Fixed Income Series O	Canada	Mutual Funds	11,969,185	145,732	132,450
Counsel Global Real Estate Series O	Canada	Mutual Funds	529,942	6,471	6,277
Counsel Global Small Cap Series O	Canada	Mutual Funds	425,447	8,174	10,027
Counsel International Growth Series O	Canada	Mutual Funds	230,013	5,440	6,580
Counsel International Value Series O	Canada	Mutual Funds	418,728	5,622	6,539
Counsel Short Term Bond Series O	Canada	Mutual Funds	1,252,886	11,534	11,487
Counsel U.S. Growth Equity Series O	Canada	Mutual Funds	776,161	8,073	9,569
Counsel U.S. Value Series O	Canada	Mutual Funds	494,746	6,780	7,883
IPC Multi-Factor Canadian Equity Series O	Canada	Mutual Funds	387,610	3,917	4,702
IPC Multi-Factor International Equity Series O	Canada	Mutual Funds	809,752	8,059	8,801
IPC Multi-Factor U.S. Equity Series O	Canada	Mutual Funds	1,310,563	14,559	18,996
Total investments				230,295	230,402
Bank indebtedness					(35)
Other assets less liabilities					301
Net assets attributable to securityholders					230,668

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

SUMMARY OF INVESTMENT PORTFOLIO

MARCH 31, 2024

EFFECTIVE PORTFOLIO ALLOCATION	% OF NAV
Fixed income	58.9
Equities	36.9
Cash and cash equivalents	1.6
Other assets (liabilities)	2.6

EFFECTIVE SECTOR ALLOCATION	% OF NAV
Corporate bonds	32.8
Provincial bonds	11.2
Federal bonds	8.9
Financials	6.3
Industrials	5.6
Information technology	5.6
Health care	4.3
Consumer discretionary	3.8
Real estate	3.2
Consumer staples	2.8
Foreign government bonds	2.1
Other investments	9.2
Cash and cash equivalents	1.6
Other assets (liabilities)	2.6

EFFECTIVE COUNTRY ALLOCATION	% OF NAV
Canada	49.3
United States	30.0
United Kingdom	2.4
Australia	1.4
Germany	1.3
France	1.0
Netherlands	0.8
South Korea	0.8
Brazil	0.7
Malaysia	0.7
Other countries	7.4
Cash and cash equivalents	1.6
Other assets (liabilities)	2.6

MARCH 31, 2023

EFFECTIVE PORTFOLIO ALLOCATION	% OF NAV
Bonds	52.7
Equities	35.3
Cash and cash equivalents	2.0
Other assets (liabilities)	10.0

EFFECTIVE SECTOR ALLOCATION	% OF NAV
Corporate bonds	30.1
Federal bonds	12.3
Provincial bonds	10.7
Financials	5.2
Information technology	4.9
Industrials	4.2
Health care	3.8
Real estate	3.5
Consumer staples	3.2
Energy	3.1
Consumer discretionary	2.9
Materials	2.3
Communication services	1.6
Foreign government bonds	(1.6)
Other investments	1.9
Cash and cash equivalents	2.0
Other assets (liabilities)	9.9

EFFECTIVE COUNTRY ALLOCATION	% OF NAV
Canada	47.7
United States	28.5
United Kingdom	2.5
Australia	1.5
Netherlands	1.0
Malaysia	0.8
South Korea	0.8
Brazil	0.7
Indonesia	0.7
Colombia	0.6
Japan	(1.0)
Other countries	4.3
Cash and cash equivalents	2.0
Other assets (liabilities)	9.9

The effective allocation shows the portfolio, country and sector exposure of the Fund calculated by including the Fund's proportionate share of its holdings in underlying investment funds.

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

NOTES TO FINANCIAL STATEMENTS

1. Fiscal Periods and General Information

The information provided in these financial statements and notes thereto is for the years ended or as at March 31, 2024 and 2023 (as applicable). In the year a series is established, 'period' represents the period from inception to the period end of that fiscal period. In a period where a series is terminated the period represents from the beginning of the fiscal year to the termination date. Refer to Note 9 (a) for series inception and termination dates.

The Fund is organized as an open-ended mutual fund trust established under the laws of the Province of Ontario pursuant to a Declaration of Trust as amended and restated from time to time. The address of the Fund's registered office is 5015 Spectrum Way, Suite 300, Mississauga, Ontario, Canada. The Fund is authorized to issue an unlimited number of units (referred to as "security" or "securities") of multiple series. Series of the Fund are available for sale under Simplified Prospectus and/or exempt distribution options.

Counsel Portfolio Services Inc. (the "Manager" or "Counsel") acts as the Fund's manager and trustee.

2. Basis of Preparation and Presentation

These annual financial statements ("financial statements") have been prepared in accordance with IFRS Accounting Standards ("IFRS"). A summary of the Fund's material accounting policies under IFRS is presented in Note 3.

These financial statements are presented in Canadian dollars, which is the Fund's functional currency, and are rounded to the nearest thousand unless otherwise indicated. These financial statements are prepared on a going concern basis using the historical cost basis, except for financial assets and liabilities that have been measured at fair value through profit or loss ("FVTPL").

These financial statements were authorized for issue by Counsel's Board of Directors on June 5, 2024.

3. Material Accounting Policies

The Fund adopted Disclosure of Accounting Policies Amendments to IAS 1 and IFRS Policy Statements 2 from April 1, 2023. Although the amendments did not result in any changes to the accounting policies themselves, they impacted the accounting policy information disclosed in the financial statements. The amendments require the disclosure of 'material' rather than 'significant' accounting policies. The amendments also provide guidance on the application of materiality to disclosure of accounting policies. The Manager reviewed the accounting policies and made updates to the information disclosure in certain instances in line with the amendments.

(a) Financial instruments

Financial instruments include financial assets and liabilities such as investment funds. The Fund classifies and measures financial instruments in accordance with IFRS 9 *Financial Instruments*. Upon initial recognition, financial instruments are classified as FVTPL. All financial instruments are recognized in the Statements of Financial Position when the Fund becomes a party to the contractual requirements of the instrument. Financial assets are derecognized when the right to receive cash flows from the instrument has expired. Financial liabilities are derecognized when the Fund has transferred substantially all risks and rewards of ownership. Investment purchase and sale transactions are recorded as of the trade date.

Investments are designated on initial recognition as FVTPL with changes in fair value recognized in the Statements of Comprehensive Income – Net unrealized gain (loss).

Realized and unrealized gains and losses on investments are calculated based on average cost of investments.

Gains and losses arising from changes in the fair value of the investments are included in the Statements of Comprehensive Income for the period in which they arise.

The Fund's redeemable securities contain multiple dissimilar contractual obligations and entitle securityholders to the right to redeem their interest in the Fund for cash equal to their proportionate share of the net asset value of the Fund and therefore meet the criteria for classification as financial liabilities under IAS 32 *Financial Instruments: Presentation*. The Fund's obligation for net assets attributable to securityholders is presented at the redemption amount.

IAS 7, *Statement of Cash Flows*, requires disclosures related to changes in liabilities and assets, such as the securities of the Fund, arising from financing activities. Changes in securities of the Fund, including both changes from cash flows and non-cash changes, are included in the Statement of Changes in Financial Position. Any changes in the securities not settled in cash as at the end of the period are presented as either Accounts receivable for securities issued or Accounts payable for securities redeemed in the Statement of Financial Position. These accounts receivable and accounts payable amounts typically settle shortly after period-end.

(b) Fair Value Measurement

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Mutual fund securities of an underlying fund are valued on a business day at the price calculated by the manager of such underlying fund in accordance with the constating documents of such underlying fund. The cost of investments is determined on a weighted average cost basis.

Cash which includes cash on deposit with financial institutions. Cash equivalents, held in underlying investment funds, are short-term investments that are readily convertible to cash, are subject to an insignificant risk of changes in value and are used by those funds in the management of short-term commitments. Cash and cash equivalents are reported at amortized cost which closely approximates their fair value due to their nature of being highly liquid and having short terms to maturity. Bank overdraft positions are presented under current liabilities as bank indebtedness in the Statements of Financial Position.

The Fund categorizes the fair value of its assets and liabilities into three categories, which are differentiated based on the observable nature of the inputs and extent of estimation required.

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 – Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly including quoted prices on inactive markets and from recognized investment dealers; and

Level 3 – Inputs that are not based on observable market data.

COUNSEL CONSERVATIVE PORTFOLIO

ANNUAL AUDITED FINANCIAL STATEMENTS | March 31, 2024

NOTES TO FINANCIAL STATEMENTS (cont'd)

3. Material Accounting Policies (cont'd)

(b) Fair Value Measurement (cont'd)

As at March 31, 2024 and March 31, 2023, all investments (consisting of mutual fund units) were classified as Level 1. There were no significant transfers between Level 1 and Level 2 during the periods.

(c) Income recognition

Distributions from underlying mutual funds are recorded on the declaration date. Distributions of Canadian dividends are included in dividend income. Capital gains distributions from underlying funds are included in Net realized gains (losses). Other distributions are included in Interest and other income. Realized gains or losses on the sale of investments, and unrealized gains or losses are calculated on an average cost basis.

Income, realized gains (losses) and unrealized gains (losses) are allocated daily among the series on a pro-rata basis.

(d) Net assets attributable to securityholders per security

Net assets attributable to securityholders per security is computed by dividing the net assets attributable to securityholders of a series of securities on a business day by the total number of securities of the series outstanding on that day.

(e) Net asset value per security

Net asset value per security is determined for the purchase and redemption of securities in accordance with the methods disclosed in the Fund's Simplified Prospectus and Annual Information Form. These methods may vary from valuation principles under IFRS. As at March 31, 2024 and March 31, 2023, there were no such differences.

(f) Increase (decrease) in net assets attributable to securityholders from operations per security

Increase (decrease) in net assets attributable to securityholders from operations per security in the Statements of Comprehensive Income represents the increase (decrease) in net assets attributable to securityholders from operations for the period, divided by the weighted average number of securities outstanding during the period.

(g) Mergers

The Fund applies the acquisition method of accounting for Fund mergers. Under this method, one of the Funds in each merger is identified as the acquiring Fund, and is referred to as the Continuing Fund, and the other Fund involved in the merger is referred to as the Terminated Fund. This identification is based on the comparison of the relative net asset values of the Funds as well as consideration of the continuation of such aspects of the Continuing Fund as: investment advisors; investment objectives and practices; type of portfolio securities; and management fees and expenses.

(h) Future accounting changes

Counsel has determined there are no material implications to the Fund's financial statements arising from IFRS issued but not yet effective.

4. Critical Accounting Estimates and Judgments

The preparation of these financial statements requires management to make estimates and assumptions that primarily affect the valuation of investments. Estimates and assumptions are reviewed on an ongoing basis. Actual results may differ from these estimates.

Use of Judgments

Classification and measurement of investments

In classifying and measuring financial instruments held by the Fund, the Manager is required to make significant judgments in order to determine the most appropriate classification in accordance with IFRS 9. The Manager has considered the Fund's business model, commitments to securityholders, and the manner in which investments are managed and evaluated as a group and has determined that irrevocable designation of financial instruments as financial assets or financial liabilities at fair value through profit or loss provides the most appropriate measurement and presentation of the Fund's investments and financial instruments.

Functional currency

The Fund's functional and presentation currency is the Canadian dollar, which is the currency considered to best represent the economic effects of the Fund's underlying transactions, events and conditions taking into consideration the manner in which securities are issued and redeemed and how returns and performance by the Fund are measured.

Interest in unconsolidated structured entities

In determining whether an unlisted open-ended investment fund or an ETF in which the Fund invests ("Underlying Funds"), but that it does not consolidate, meets the definition of a structured entity, the Manager is required to make significant judgments about whether these underlying funds have the typical characteristics of a structured entity. These Underlying Funds do meet the definition of a structured entity because:

- I. The voting rights in the Underlying Funds are not dominant factors in deciding who controls them;
- II. The activities of the Underlying Funds are restricted by their offering documents; and
- III. The Underlying Funds have narrow and well-defined investment objective to provide investment opportunities for investors while passing on the associated risks and rewards.

As a result, such investments are accounted for at FVTPL. Note 9 (e) summarizes the details of the Fund's interest in these Underlying Funds. These Underlying Funds include funds managed by Counsel, making them related parties to the Fund, which are branded either Counsel or IPC and are shown in the Schedule of Investments.

COUNSEL CONSERVATIVE PORTFOLIO

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NOTES TO FINANCIAL STATEMENTS (cont'd)

5. Income Taxes

The Fund qualifies as a mutual fund trust under the provisions of the Income Tax Act (Canada) and, accordingly, is subject to tax on its income including net realized capital gains in the taxation year, which is not paid or payable to its securityholders as at the end of the taxation year. The Fund maintains a December 15 year-end for tax purposes. The Fund will distribute sufficient amounts from net income for tax purposes, as required, so that the Fund will not pay income taxes other than refundable tax on capital gains, if applicable.

Losses of the Fund cannot be allocated to securityholders and are retained in the Fund for use in future years. Non-capital losses incurred may be carried forward up to 20 years to reduce taxable income and realized capital gains of future years. Net capital losses may be carried forward indefinitely to reduce future realized capital gains. Refer to Note 9 (d) for a summary of the Fund's loss carryforwards.

6. Management Fees and Operating Expenses

Counsel is paid a management fee for arranging for the management of the investment portfolio, providing investment analysis and recommendations, making investment decisions, making brokerage arrangements relating to the purchase and sale of the investment portfolio and making arrangements with registered dealers for the purchase and sale of securities of the Fund by securityholders.

Each series of the Fund is charged a fixed rate annual administration fee ("Administration Fee"), as applicable, and in return, Counsel bears all of the operating expenses of the Fund, other than certain specified fund costs.

Other fund costs include taxes (including, but not limited to GST/HST and income tax), interest and borrowing costs, all fees and expenses of the Counsel Funds' Independent Review Committee, 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 after the date of the Fund's most recently filed Simplified Prospectus.

Counsel may waive or absorb management fees and/or Administration Fees at its discretion and stop waiving or absorbing such fees at any time without notice. Refer to Note 9 (a) for the management fee and Administration Fee rates charged to each series of securities.

7. Fund's Capital

The capital of the Fund is divided into different series with each series having an unlimited number of securities. The securities outstanding for the Fund as at March 31, 2024 and 2023 (as applicable) and securities issued, reinvested and redeemed for the periods are presented in the Statements of Changes in Financial Position. Counsel manages the capital of the Fund in accordance with the investment objectives and strategies as discussed in Note 8 (a).

8. Financial Instruments Risk

(a) Risk exposure and management

The Fund's investment activities expose it to a variety of financial risks, as defined in IFRS 7 *Financial Instruments: Disclosures* ("IFRS 7"). The Fund's exposure to financial risks is concentrated in its investments, which are presented in the Schedule of Investments, grouped by asset type, with geographic and sector information.

The Manager seeks to minimize potential adverse effects of financial risks on the Fund's performance by employing professional, experienced portfolio advisors, by monitoring the Fund's positions and market events daily, by diversifying the investment portfolio within the constraints of the Fund's investment objectives and strategies, as disclosed in Note 9 (b), and where applicable, by using derivatives to hedge certain risk exposures. To assist in managing risks, Counsel also maintains a governance structure that oversees the Fund's investment activities and monitors compliance with the Fund's stated investment strategy, internal guidelines, and securities regulations.

The Fund employs a passive investment strategy whereby investments in securities of underlying investment funds are based on target asset weightings. Left unchecked, market fluctuations can cause the investments to diverge from these target weightings. Counsel monitors these divergences and, if they become significant, the Fund's investments are rebalanced back towards target weightings. The target weightings allocated to each underlying investment fund and their selection are based on several factors, including impact to the Fund's volatility and asset class diversification and may be subject to change based on Counsel's assessment of current market conditions.

(b) Liquidity risk

Liquidity risk arises when the Fund encounters difficulty in meeting its financial obligations as they come due. The Fund is exposed to liquidity risk due to potential daily cash redemptions of redeemable securities. In order to monitor the liquidity of its assets, the Fund utilizes a liquidity risk management program that calculates the number of days to convert the investments held by the Fund into cash using a multi-day liquidation approach. This liquidity risk analysis assesses the Fund's liquidity against pre-determined minimum liquidity percentages, established for different time periods. In addition, the Fund has the ability to borrow up to 5% of its net assets for the purposes of funding redemptions. In order to comply with securities regulations, the Fund must maintain at least 85% of its assets in liquid investments (i.e. investments that can be readily sold).

(c) Credit risk

Credit risk is the risk that a counterparty to a financial instrument will fail to discharge an obligation or commitment into which it has entered with the Fund.

All transactions in listed securities are executed with approved brokers. To minimize the possibility of settlement default, securities are exchanged for payment simultaneously, where market practices permit, through the facilities of a central depository and/or clearing agency where customary.

The carrying amount of investments and other assets represents the maximum credit risk exposure as at the dates of the Statements of Financial Position.

The Fund's greatest indirect concentration of credit risk is to securities and derivatives held by underlying funds

(d) Currency risk

Currency risk is the risk that financial instruments which are denominated or exchanged in a currency other than the Canadian dollar, which is the Fund's functional currency, will fluctuate due to changes in exchange rates. Generally, foreign denominated investments increase in value when the value of the Canadian dollar (relative to foreign currencies) falls. Conversely, when the value of the Canadian dollar rises relative to foreign currencies, the values of foreign denominated investments fall.

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NOTES TO FINANCIAL STATEMENTS (cont'd)

8. Financial Instruments Risk (cont'd)

(d) Currency risk (cont'd)

The underlying Counsel equity funds follow a dynamic hedging strategy where it targets a hedge against foreign currencies, based on the Counsel's expectation of future exchange rates at that time. As of March 31, 2024, these underlying funds were targeting a hedge of 0.0% (March 31, 2023 – 0.0%) against the U.S. Dollar, 0.0% (March 31, 2023 – 0.0%) against the Euro, and 0.0% (March 31, 2023 – 12.5%) against the Great British Pound.

Note 9 (c) indicates the Fund's sensitivity to currency risk including potential indirect impacts from underlying investment funds in which the Fund invests. In practice, the actual trading results may differ and the difference could be material. Other financial assets and liabilities (including dividends and interest receivable, and receivables/payables for investments sold/purchased) that are denominated in foreign currencies do not expose the Fund to significant currency risk.

(e) Interest rate risk

Interest rate risk arises on interest-bearing financial instruments. The Fund is exposed to the risk that the value of interest-bearing financial instruments will fluctuate due to changes in the prevailing levels of market interest rates. Generally, these securities increase in value when interest rates fall and decrease in value when interest rates rise.

Note 9 (c) summarizes the Fund's exposure to interest rate risk had prevailing interest rates increased or decreased by 1%, assuming a parallel shift in the yield curve, all other variables held constant. In practice, the actual trading results may differ and the difference could be material. The Fund's sensitivity to interest rate risk illustrated includes potential indirect impacts from underlying investment funds.

(f) Other price risk

Other price risk is the risk that the value of financial instruments will fluctuate as a result of changes in market prices (other than those arising from interest rate risk or currency risk), whether caused by factors specific to an individual investment, its issuer, or all factors affecting all instruments traded in a market or market segment. All investments present a risk of loss of capital. This risk is managed through a careful selection of investments and other financial instruments within the parameters of the investment strategy.

Other price risk typically arises from exposure to equity securities. Note 9 (c) illustrates the potential increase or decrease in the Fund's net assets, through underlying investment funds, had the prices on the respective exchanges for these securities increased or decreased by 10%, all other variables held constant. In practice, the actual trading results may differ and the difference could be material.

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NOTES TO FINANCIAL STATEMENTS (cont'd)

9. Fund Specific Information (in '000, except for (a))

(a) Fund Formation and Series Information

Series	Inception/ Reinstatement Date	Minimum Investment (\$)	Management fee (%) ⁵	Administration fee (%) ⁵
Series A ¹	January 15, 2002	1,000	1.80	0.25
Series E ⁷	February 13, 2006	75,000	1.66	0.25
Series F ²	February 13, 2006	1,000	0.75	0.15
Series FT ^{2,8,9}	November 5, 2021	1,000	0.75	0.15
Series I ^{2,3,5}	March 1, 2006	1,000	–	0.15
Series Private Wealth ⁴	February 27, 2014	–	–	0.15
Series Private Wealth I ^{2,6}	May 25, 2017	1,000	0.75	0.15
Series T ^{1,8}	September 4, 2018	1,000	1.80	0.25

¹ Series A and T are the only series subject to sales or redemption charges; these charges are based on purchase option chosen. Securities purchased under the sales charge option may be subject to a negotiated fee of up to 5% at time of initial purchase. Securities previously purchased under the redemption charge purchase option may be subject to a redemption fee of up to 4.0% (based on date of initial purchase); new securities are not available under this option but may be acquired through switching from other Counsel funds. Effective June 15, 2022, the series' management fee was reduced from 1.90%.

² A negotiable advisory or asset-based fee (plus sales taxes) is payable by investors to their dealer(s) in connection with the securities held in this series. The fee may be collected by Counsel from the investor's account through redemption of securities and remitted to the dealer at the investor's request. Alternatively, the dealer may collect it directly from the investor. Effective June 15, 2022, the series' management fee was reduced from 0.95% (including Series I management fee which is charged directly to investors).

³ The management fee for this series is 0.75% and is payable directly to Counsel generally through the monthly redemption of securities.

⁴ There are no management fees for Series Private Wealth. An investor must enter into an agreement to participate in a discretionary managed program offered by IPC Securities Corporation and agree to pay certain asset-based fees.

⁵ Counsel may, at its discretion, waive or lower the management fee (either directly or indirectly) and/or administration fee payable by investors. Individual investors (excluding Series E investors) may be eligible for a management fee reduction subject to meeting certain requirements as discussed in the Fund's Simplified Prospectus.

⁶ This series is available solely to those investing through a private client service offering from IPC Investment Corporation and IPC Securities Corporation. On October 27, 2023, Series Private Wealth I securities were redesignated as Series F securities, resulting in a consolidation of these series' assets.

⁷ This series is not available for purchase.

⁸ These series are designed for investors who want to receive a monthly cash distribution at an annualized rate of up to 6% per year.

⁹ Effective November 4, 2022, this series was terminated.

(b) Investment Objectives and Strategies

The Fund invests in securities of a variety of Canadian, U.S. and international equity and fixed income mutual funds (the "Underlying Funds"). The Fund's asset class weightings will generally be 50 – 70% in fixed income securities and 30 – 50% in equity securities.

(c) Risks Associated with Financial Instruments

i. Currency Risk

Impact on net assets	Increased by 5%		Decreased by 5%	
	(\$)	(%)	(\$)	(%)
March 31, 2024	(5,319)	(2.3)	5,319	2.3
March 31, 2023	(6,019)	(2.3)	6,019	2.3

ii. Interest Rate Risk

Impact on net assets	Increased by 1%		Decreased by 1%	
	(\$)	(%)	(\$)	(%)
March 31, 2024	(8,741)	(3.8)	8,741	3.8
March 31, 2023	(8,606)	(3.3)	8,606	3.3

iii. Other Price Risk

Impact on net assets	Increased by 10%		Decreased by 10%	
	(\$)	(%)	(\$)	(%)
March 31, 2024	8,512	3.7	(8,512)	(3.7)
March 31, 2023	9,192	3.5	(9,192)	(3.5)

COUNSEL CONSERVATIVE PORTFOLIO

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NOTES TO FINANCIAL STATEMENTS (cont'd)

9. Fund Specific Information (in '000, except for (a)) (cont'd)

(d) Loss Carryforwards

As at the last taxation year-end, there were no capital and non-capital losses available to carry forward for tax purposes.

(e) Interest in Unconsolidated Structured Entities

The Fund's investment details in the Underlying Funds as at March 31, 2024 and 2023 are as follows:

March 31, 2024	% of Underlying Fund's Net Assets	Fair Value of Fund's Investment (\$)
Counsel Canadian Growth Series O	2.9	3,581
Counsel Canadian Value Series O	4.4	3,510
Counsel Fixed Income Series O	17.7	132,450
Counsel Global Real Estate Series O	3.9	6,277
Counsel Global Small Cap Series O	4.8	10,027
Counsel International Growth Series O	2.8	6,580
Counsel International Value Series O	4.9	6,539
Counsel Short Term Bond Series O	13.0	11,487
Counsel U.S. Growth Equity Series O	4.5	9,569
Counsel U.S. Value Series O	6.1	7,883
IPC Multi-Factor Canadian Equity Series O	4.0	4,702
IPC Multi-Factor International Equity Series O	5.6	8,801
IPC Multi-Factor U.S. Equity Series O	7.2	18,996

March 31, 2023	% of Underlying Fund's Net Assets	Fair Value of Fund's Investment (\$)
Counsel Canadian Growth Series O	3.6	3,738
Counsel Canadian Value Series O	4.9	4,320
Counsel Fixed Income Series O	18.3	158,440
Counsel Global Real Estate Series O	3.9	7,638
Counsel Global Small Cap Series O	4.7	9,488
Counsel International Growth Series O	3.3	7,390
Counsel International Value Series O	5.6	8,671
Counsel Short Term Bond Series O	10.3	7,176
Counsel U.S. Growth Series O	2.5	7,458
Counsel U.S. Value Series O	6.7	9,879
IPC Multi-Factor Canadian Equity Series O	4.3	5,525
IPC Multi-Factor International Equity Series O	6.1	10,746
IPC Multi-Factor U.S. Equity Series O	7.5	18,584

(f) Series Consolidation

Effective October 27, 2023, Series Private Wealth I was re-designated and its net assets transferred to Series F at fair value. The non-cash transfer of \$6,090 is included in Proceeds from sale of securities for Series F and in the Payment on redemption of securities for Series Private Wealth I in the *Statements of Changes in Financial Position*.