

This annual management report of fund performance contains financial highlights, but does not contain either interim or annual financial statements of the investment fund.

You may obtain a copy of the interim or annual financial statements at your request, and at no cost, by calling toll-free 1-877-434-2796, by writing to Canoe Financial LP, Suite 2750, 421 – 7<sup>th</sup> Avenue SW, Calgary, Alberta, T2P 4K9, or by visiting our website at [www.canoefinancial.com](http://www.canoefinancial.com) or SEDAR at [www.sedar.com](http://www.sedar.com). Unitholders may also contact us using one of these methods to request a copy of the investment fund's interim or annual financial report, proxy voting policies and procedures, proxy voting record or quarterly portfolio disclosure.

The annual financial statements of the investment fund can be found attached to the management report of fund performance.

## MANAGEMENT DISCUSSION OF FUND PERFORMANCE

Canoe Financial LP ("Canoe", the "Manager" or the "Portfolio Manager"), a partnership established under the laws of the Province of Alberta, is the manager of the Fund. CIBC Mellon Trust Company has been appointed as the custodian of the Fund.

### INVESTMENT OBJECTIVES AND STRATEGIES

The investment objectives of Canoe EIT Income Fund (the "Fund") are to maximize monthly distributions relative to risk and maximize net asset value while maintaining a diversified investment portfolio. To achieve this objective, the Fund employs an investment strategy that strives to maximize return while controlling the risk profile of the Fund. The net asset value of the Fund is maximized through active management of portfolio assets, purchasing securities considered to be undervalued and selling securities considered to be fully valued. The Fund seeks to maximize monthly distributions primarily through investing in income-generating securities. The Portfolio Manager continues to focus on total return when assessing distribution sustainability and consideration is given to all sources of income including realized and unrealized capital gains.

The Portfolio Manager follows a thorough, disciplined and repeatable investment process in order to find mispriced securities in the marketplace. A bottom up fundamental approach is utilized to analyze securities with a particular focus on companies with quality and growth characteristics that trade at reasonable valuations. This investment approach currently places a greater reliance on total return to deliver investment performance to unitholders.

In-depth research is performed on companies to evaluate qualitative and quantitative attributes including an evaluation of management, the competitive landscape, asset quality, growth and risk. Financial forecasts are performed to assess an organization's revenues, earnings and cash flows. Stock prices are then evaluated to determine whether growth, quality and risk are being properly reflected in the value of the security.

Through rigorous analysis of company fundamentals and strong risk management controls, the investment process yields a diversified, but focused portfolio of securities.

### RISK

The risks of investing in the Fund remain as outlined in the Fund's most recent Annual Information Form, filed on [www.sedar.com](http://www.sedar.com) or on our website at [www.canoefinancial.com](http://www.canoefinancial.com).

From time to time, the Fund may invest in illiquid securities. The Manager actively monitors the individual illiquid positions in the Fund as well as their percentage of the Fund's portfolio and NAV.

### RESULT OF OPERATIONS

The Fund generated a total return of 10.1% on a market price basis and 5.6% on a net asset value basis for the year ended December 31, 2017, compared to the S&P/TSX Composite Total Return Index (the "S&P/TSX") (the "Benchmark") which posted a total return of 9.1%.

The Fund was positively impacted by its allocation to U.S. equities, which outperformed their Canadian counterparts during the period. Relative weakness in resource stocks negatively impacted Canadian markets, with the S&P/TSX up 9.1% during the period compared to the S&P500 Total Return Index (the S&P 500) up 21.8% (up approximately 13.8% in CAD terms).

Positive contribution to the Fund's performance during the period was derived from good stock selection within the technology and health care sectors, while stock selection in the energy and consumer discretionary sectors detracted from performance relative to the S&P/TSX.

Relative to the Benchmark, the Fund was negatively impacted by stock selection within the energy sector as small-cap and mid-cap oil and gas producers held by the Fund underperformed large-cap peers during the period. Natural gas stocks including **Storm Resources Ltd.**, **Arc Resources Ltd.** and **Tourmaline Oil Corp.** were particularly weak as natural gas prices fell over 20% during the year and pipeline bottlenecks in Western Canada weighed on sentiment.

Within the Consumer Discretionary sector, not owning **Dollarama Inc.**, **Magna International Inc.** and **Restaurant Brands International Inc.** detracted from relative performance as these stocks outperformed the market. In addition, the Fund's position in **O'Reilly Automotive Inc.** underperformed the Benchmark due to concerns about online retailing disrupting their business.

Relative to the Benchmark, the Fund was positively impacted by strong stock selection in the technology sector as **Microsoft Corp.**, **Visa Inc.**, and **Cisco Systems, Inc.** meaningfully outperformed. Health care stocks held by the Fund were another positive contributor to performance including **Abbott Laboratories** and **Anthem Inc.**, both up significantly, while the Fund's holding in **Unilever NV** was another key positive contributor as the stock rallied during the period following a takeover bid from **Kraft Heinz Co.**

An overweight position and strong stock selection within the utilities was another positive contributor to performance, as names including **Brookfield Infrastructure Partners L.P.** and **Fortis Inc.** outperformed the Benchmark despite a rise in Canadian bond yields.

The Fund was negatively impacted by weakness in the U.S. dollar versus the Canadian dollar, as the Fund was overexposed to the U.S. dollar relative to the Benchmark. However, this was offset somewhat by the Fund's U.S. dollar borrowings.

From a sector allocation perspective, the Fund's overweight position in technology was a positive contributor to performance.

### Financial Performance

Investment revenues for the year, comprised of dividend income and interest for distribution purposes, were down \$0.1 million compared to the prior year ended December 31, 2016, primarily attributable to a decrease in the interest income.

Expenses increased by \$7.5 million over the prior year, mainly due to the distribution to preferred redeemable units which was classified as an expense in accordance with International Financial Reporting Standards ("IFRS"). For the year ended December 31, 2017, total expenses were \$30.4 million (year ended December 31, 2016 - \$22.9 million) of which \$13.9 million (year ended December 31, 2016 - \$12.8 million) related to management fees, accounting for 46% (year ended December 31, 2016 - 56%) of total expenses and \$3.3 million (year ended December 31, 2016 - \$3.2 million) related to the fixed rate Administration Fee. Approximately \$2.4 million was incurred in brokerage commissions (year ended December 31, 2016 - \$2.3 million).

The Fund had net realized gains on investments and derivatives of \$77.8 million (year ended December 31, 2016 - \$80.4 million) and the net change in unrealized depreciation of investments and derivatives was \$18.0 million (year ended December 31, 2016 - \$109.7 million appreciation).

The aforementioned investment revenues, expenses, realized and unrealized gains and losses result in an overall increase in net assets attributable to holders of common redeemable units of \$61.1 million for the year (year ended December 31, 2016 - \$193.2 million).

One unique element of the Fund's investment strategy is the use of leverage. The Fund's Declaration of Trust allows borrowing of up to 20% of the value of total assets after giving effect to the borrowing. The Fund has a revolving credit facility with a Canadian financial institution expiring October 2018. The credit facility allows the Fund to borrow in either Canadian or U.S. funds up to a maximum of \$200 million Canadian equivalent. Advances under the amended and restated credit facility can be made by way of prime or base rate loans, bankers' acceptances, LIBOR, or any combination thereof. Canadian dollar denominated loans will bear interest at a rate per annum equal to prime, and/or the Canadian bankers' acceptance rates plus an applicable margin. U.S. dollar denominated loans will bear interest at a rate per annum equal to the U.S. base rate, and/or U.S. LIBOR rates plus an applicable margin. The credit facility is secured by the underlying portfolio investments and the amounts available to be drawn under the credit facility are limited to an applicable percentage of total assets. In addition to acting as a partial economic hedge for the U.S. dollar denominated investments by borrowing primarily in U.S. dollar denominated loans, the differential between the average portfolio distribution yield of 2.5% (year ended December 31, 2016 - 2.7%) and weighted average annualized interest rate on the credit facility of 2.1% (year ended December 31, 2016 - 1.6%) adds additional net distribution income. The maximum amount borrowed during the year ended December 31, 2017 was \$99.7 million (year ended December 31, 2016 - \$105.5 million) while the minimum amount drawn was \$87.8 million (year ended December 31, 2016 - \$90.8 million). As at December 31, 2017, \$91.1 million (year ended December 31, 2016 - \$97.3 million) of the credit facility was utilized, which represented 8.5% (December 31, 2016 - 8.5%) of net assets attributable to holders of common redeemable units.

During March 2017, the Fund issued 5.6 million units of series 1 preferred redeemable units at a price of \$25.00 per unit, for gross proceeds of \$140.9 million. The preferred units are entitled to cash distributions of \$1.20 (4.8%) per unit per annum, payable on the 15th day of March, June, September, and December. The first distribution was payable on June 15, 2017 for \$1.7 million (\$0.3058 per unit). Payments to preferred unitholders are in priority to all other classes of units. Preferred units are not entitled to any additional distributions above the fixed distribution rate. Paid and accrued distributions on preferred redeemable units are expensed on the Statement of Comprehensive Income as the preferred redeemable units have been classified as a liability in accordance with IFRS.

#### **Cash Distributions**

The Fund distributed \$1.20 per common redeemable unit for the year ended December 31, 2017 (year ended December 31, 2016 - \$1.20 per unit).

The Fund also paid and accrued distributions of \$0.9574 per preferred redeemable unit for the year ended December 31, 2017.

Each year, the Fund is required to distribute to unitholders 100% of taxable income. In determining the Fund's distribution, the Manager considers:

- The objective of a stable distribution while minimizing changes to payout level;
- The long-term viability and sustainability of the Fund; and
- The need to maximize investment returns while minimizing risk

As a result of the change in tax rules in respect of trust taxation on January 1, 2011 (i.e. Specified Investment Flow-Through rules) and as a result of recent market conditions, there are fewer high yielding equity investment opportunities available for the Fund. Since inception, the Fund has determined the distribution amount and assessed its sustainability based on the return generated from a variety of investment sources, including portfolio income and capital gains (both realized and unrealized). In recent years, given the changing investment landscape for available yielding products, the Fund has become more reliant on total capital gains to fund the distributions. Due to the cyclical nature of equity markets, excess

capital gains in one period may be used to support distributions in a subsequent weaker period, while maintaining a sustainable distribution and protecting net asset value. Timing differences between the realization of capital gains and actual distribution payments result in a certain portion of the distribution being classified as return of capital.

The return of capital on an accounting or economic basis is different than that calculated on a tax basis. From time to time, on a tax basis unitholders may benefit from the use of capital loss carry forwards resulting in the return of capital on a tax basis being higher than on an accounting or economic basis. The Statements of Changes in Net Assets Attributable to Holders of Common Redeemable Units reflects the allocation of the distribution on an economic basis, while the table under Financial Highlights reflects the distribution allocation on a tax basis. A higher return of capital on a tax basis is generally a benefit for taxable investors. The accounting or economic return of capital is generally important to all investors.

#### **Trading Volume**

During the year, the daily average trading volume of the Fund's common units on the Toronto Stock Exchange was 115,566, an increase of 5.0% over the prior year. During the years ended December 31, 2017 and 2016, the Fund did not make any purchases under its normal course issuer bid. With a market capitalization of approximately \$1,016 million at December 31, 2017, the Fund is one of the largest and most liquid closed-end funds in Canada, providing investors with the ability to easily move in and out of the market without a discernible effect on the market price of the Fund's units.

#### **RECENT DEVELOPMENTS**

The Portfolio Manager continues to believe that the market is in a transition period toward a more normalized growth and interest rate environment, albeit a slow transition is expected given the below-normal economic recovery that has occurred since the financial crisis.

After bottoming in 2016, global growth accelerated from low levels, which contributed to strong stock market returns, especially cyclical areas which became depressed during the downturn. With interest rates threatening to move higher, the market has rotated away from defensive and interest sensitive sectors and toward cyclical sectors including energy, materials, industrials, financials, consumer discretionary, and technology sectors.

Tax reform became a reality in the fourth quarter of 2017, providing a lift to high U.S. taxpaying stocks. While analyst earnings expectations have yet to fully reflect the one-time win, most of the stock price impact was reflected well in advance of final legislation. However, to the extent that there are second derivative impacts including better economic growth, a capital expenditure cycle, or mergers and acquisitions, further upside may lie ahead for stocks.

The stock market is close to reaching the decade mark since bottoming in 2009. As the bull market continues to age and as central banks globally begin to remove the monetary stimulus that they used to revive their weak economies, which were suffering from the effects of the financial crisis, risks will begin to increase. The Portfolio Manager believes that the market is in the early stages of a late cycle move, but recognizes the risk of a policy mistake, which could put the current expansion in jeopardy. Low levels of inflation and a slow pace of interest rate increases by central banks should help ensure further growth in the economy and corporate earnings, and the continuation of the bull market.

Geopolitical risks remain a key concern in 2018. Tensions in the Middle East, the nuclear threat from North Korea, deflationary pressures in Europe, the risk of a euro zone breakup, high debt levels in China, and currency devaluation are all risks that could derail the fragile global economic recovery.

Accommodative central banks around the world continue to support equity markets via low rates. The Portfolio Manager recognizes that there is a growing complacency toward low rates, which is reflected in stock valuations, and that the unwinding of low interest rates could be a challenge for the stock market and future returns going forward. As a

result, stock picking and sector rotation will become increasingly important to future returns.

## RELATED PARTY TRANSACTIONS

### **Management Fees**

Pursuant to a management agreement, as amended, the Manager provides management and investment services to the Fund for which the Manager is paid a management fee which is calculated daily in part as 1.5% on the first \$250 million of the daily total asset value ("TAV") and 1.0% on amounts in excess of that, payable monthly, in arrears. The TAV of the Fund shall be the net asset value of the Fund (calculated in accordance with the Declaration of Trust) plus the amount representing any outstanding preferred equity securities of the Fund if they are deducted from the assets of the Fund in calculating the net asset value of the Fund. The portion of the fee calculated on TAV is reflected as management fees on the Statements of Comprehensive Income and amounted to \$13.9 million (year ended December 31, 2016 - \$12.8 million) for the year ended December 31, 2017 and were recorded at the exchange amount.

### **Administration Fees**

Pursuant to a management agreement, as amended, the Fund also pays a fixed rate Administration Fee. Administration fees amounted to \$3.3 million for the year ended December 31, 2017 (year ended December 31, 2016 - \$3.2 million) and were recorded at the exchange amount.

The fixed Administration Fee is equal to a percentage of the TAV, calculated and paid in the same manner as the management fee. The Administration Fee is subject to GST, HST and other applicable taxes. The rate of the Administration Fee is tiered: 0.35% on the first \$750 million of daily TAV, 0.13% on the portion of the daily TAV that is in excess of \$750 million but less than or equal to \$1.5 billion, and 0.11% on the portion of the daily TAV that is in excess of \$1.5 billion.

The Manager shall be responsible to pay all of the expenses associated with the operation and administration of the Fund (the "Operating Expense") except those expenses specifically excluded as outlined below. Expenses that are the responsibility of the Manager include, without limitation, fees payable to the Trustee under the Declaration of Trust; fees payable to the Trustee for the performance of any extraordinary services on behalf of the Fund; fees payable to the transfer agent and registrar with respect to the Units; fees payable to the custodian and the auditors of the Fund; operating and administrative costs and expenses; costs and expenses of financial and other reports; costs and expenses relating to complying with all applicable laws and regulations; and the expenses of any action, suit or other proceedings in which or in relation to which the Manager is adjudged to be in breach of any duty or responsibility or standard of care to the Fund.

The Fund shall reimburse the Manager for the following expenses incurred by the Manager on the Fund's behalf in connection with the operation and administration of the Fund: all taxes (including, without limitation, HST, GST, capital taxes, income taxes, withholding taxes); borrowing and interest costs; unitholder meeting costs; costs and expenses relating to the issuance of units of the Fund; the fees and expenses of the Independent Review Committee ("IRC") of the Fund; the cost of compliance with any new governmental and regulatory requirements imposed on or after August 30, 2013 (including relating to Operating Expenses) or with any material change to existing governmental and regulatory requirements imposed on or after August 30, 2013 (including increases to regulatory filing fees); any new types of costs, expenses or fees not incurred prior to August 30, 2013, including arising from new government or regulatory requirements relating to the Operating Expenses or related to those external services that were not commonly charged in the Canadian investment fund industry as of August 30, 2013; operating expenses that would have been outside the normal course of business of the Fund prior to August 30, 2013; expenditures incurred upon the termination or conversion of the Fund; and brokerage commissions and other security transaction expenses, including costs of derivatives and foreign exchange transactions.

### **Independent Review Committee**

National Instrument 81-107 *Independent Review Committee for Investment Funds* ("NI 81-107") requires all publicly offered investment funds to establish an IRC to whom the Manager must refer conflict of interest matters for review or approval. NI 81-107 also imposes obligations upon the Manager to establish written policies and procedures for dealing with conflict of interest matters, maintaining records in respect of these matters and providing assistance to the IRC in carrying out its functions. Members of the IRC are Allen B. Clarke, William Byrne and Mark Brown.

### **Other Related Party Transactions**

Pursuant to applicable securities legislation, the Fund relies on standing instructions from the Fund's IRC with respect to inter-fund trading, where securities may be purchased or sold, from or to another Fund managed by Canoe. The Fund entered into inter-fund security trades. The trades were in accordance with the standing instructions and the decision to conduct inter-fund trade during the year was in the best interest of each of the Funds.

**MANAGEMENT REPORT OF FUND PERFORMANCE (CONTINUED)**

December 31, 2017

March 5, 2018

**FINANCIAL HIGHLIGHTS**

The following tables show selected key financial information about the Fund and are intended to help investors understand the Fund's financial performance for the past five years.

**The Fund's Net Assets per Unit<sup>(1)(4)</sup>**

	December 31, 2017	December 31, 2016	December 31, 2015	December 31, 2014	December 31, 2013
<b>Net assets, beginning of year</b>	<b>13.13</b>	<b>12.46</b>	<b>14.12</b>	<b>14.06</b>	<b>13.70</b>
<b>Increase (decrease) from operations<sup>(2)</sup>:</b>					
Total revenue	0.37	0.36	0.40	0.40	0.50
Net expenses	(0.33)	(0.25)	(0.27)	(0.30)	(0.32)
Net realized gains (losses)	0.83	0.79	0.96	1.42	0.57
Net unrealized gains (losses)	(0.20)	1.18	(1.39)	0.27	0.99
<b>Total increase (decrease) from operations<sup>(2)</sup>:</b>	<b>0.67</b>	<b>2.08</b>	<b>(0.30)</b>	<b>1.79</b>	<b>1.74</b>
<b>Distributions<sup>(2)(3)</sup>:</b>					
From net investment income (excluding dividends)	—	—	—	—	—
From dividends	(0.06)	(0.11)	(0.11)	(0.07)	(0.22)
From capital gains	(0.59)	(0.64)	(0.73)	(0.74)	(0.40)
Return of capital <sup>(5)</sup>	(0.55)	(0.45)	(0.36)	(0.43)	(0.68)
<b>Total distributions<sup>(5)</sup>:</b>	<b>(1.20)</b>	<b>(1.20)</b>	<b>(1.20)</b>	<b>(1.24)</b>	<b>(1.30)</b>
<b>Net assets, end of year</b>	<b>12.47</b>	<b>13.13</b>	<b>12.46</b>	<b>14.12</b>	<b>14.06</b>

**Ratios and Supplemental Data**

Total net asset value (\$000s) - Common Redeemable Units <sup>(6)</sup>	<b>\$1,072,887</b>	\$1,151,205	\$1,111,614	\$1,292,125	\$1,142,654
Total net asset value (\$000s) - Preferred Redeemable Units <sup>(6)</sup>	<b>\$140,875</b>	—	—	—	—
Number of units outstanding (000s) - Common Redeemable Units <sup>(6)</sup>	<b>86,037</b>	87,674	89,225	91,541	81,291
Number of units outstanding (000s) - Preferred Redeemable Units <sup>(6)</sup>	<b>5,635</b>	—	—	—	—
Management expense ratio excluding issue costs, interest, and distributions to preferred redeemable units <sup>(7)</sup>	<b>1.63%</b>	1.50%	1.49%	1.50%	1.48%
Management expense ratio including issue costs, interest, and distributions to preferred redeemable units <sup>(7)</sup>	<b>2.31%</b>	1.64%	1.59%	1.65%	1.70%
Trading expense ratio <sup>(8)</sup>	<b>0.20%</b>	0.20%	0.26%	0.27%	0.58%
Portfolio turnover rate <sup>(9)</sup>	<b>98.22%</b>	99.07%	151.69%	119.85%	243.64%
Net asset value per unit - Common Redeemable Units <sup>(6)</sup>	<b>\$12.47</b>	\$13.13	\$12.46	\$14.12	\$14.06
Net asset value per unit - Preferred Redeemable Units <sup>(6)</sup>	<b>\$25.00</b>	—	—	—	—
Closing market price - Common Redeemable Units <sup>(6)</sup>	<b>\$11.81</b>	\$11.93	\$11.20	\$12.14	\$11.90
Closing market price - Preferred Redeemable Units <sup>(6)</sup>	<b>\$25.50</b>	—	—	—	—

(1) This information is derived from the Fund's audited annual financial statements at December 31 of the years shown. Net assets per unit is the difference between the aggregate value of the assets of the Fund and the aggregate value of the liabilities on that date.

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

(3) Distributions were paid in cash, reinvested in additional units of the Fund, or both. The allocation of distributions reflects the tax basis.

(4) This schedule is not a reconciliation of net assets since it does not reflect unitholder transactions as shown on the Statements of Changes in Net Assets. Therefore, columns may not add.

(5) For the years ended December 31, 2014 and December 31, 2013, return of capital distributions have been presented to include a value for warrants distributed to unitholders. The portion of return of capital for the year ended December 31, 2014 and December 31, 2013 related to warrants was \$0.04 and \$0.10 respectively.

(6) This information is provided as at December 31 of the years shown. The value for the Common Redeemable Units NAV excludes the liability for issued and outstanding warrants and the Preferred Redeemable Units, as applicable. The NAV for the Preferred Redeemable Units represents the gross amount before issuing costs.

(7) Management expense ratio ("MER") (calculated in accordance with section 15.1 of NI 81-106) is based on total expenses (excluding warrant distribution, commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. MER excluding issue costs, interest, and distributions to Preferred Redeemable Units has been presented separately as it reflects only the ongoing management and

*administrative expenses of the Fund as a percentage of net asset value. Issue costs are one-time costs incurred on capital offerings, and the inclusion of interest expense and distributions to Preferred Redeemable Units does not consider the additional earnings that have been generated from the investment leverage.*

- (8) *The trading expense ratio represents total commissions and other portfolio transaction costs expressed as an annualized percentage of daily average net asset value during the period.*
- (9) *The Fund's portfolio turnover rate indicates how actively the Fund's Portfolio Advisor manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the year. The higher a fund's portfolio turnover rate in a year, the greater the trading costs payable by the fund in the year and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance of a fund.*
- (10) *Net expenses for the year ended December 31, 2017 include the distributions paid and accrued related to the preferred redeemable units. Of the \$0.9574 per Preferred Redeemable Unit distribution paid during the year ended December 31, 2017, the pro-rata allocation between net investment income (excluding dividends), dividends, capital gains, and return of capital, is the same as the pro-rata allocation for the common redeemable units. Allocations for the distributions paid per unit for the year ended December 31, 2017 are as follows: Dividends - (\$0.0476); Capital Gains - (\$0.4689); Return of Capital - (\$0.4409).*

**Management Fees**

Pursuant to a management agreement, the Manager provides management and investment services to the Fund for which the Manager is paid an annual management fee which is calculated in part as 1.5% on the first \$250 million of the daily average TAV and 1.0% on amounts in excess of that, plus applicable taxes, payable monthly, in arrears as detailed in the section "Related Party Transactions - Management Fees and Administration Fees." Total management fees received are used to pay investment management, administration and other fees.

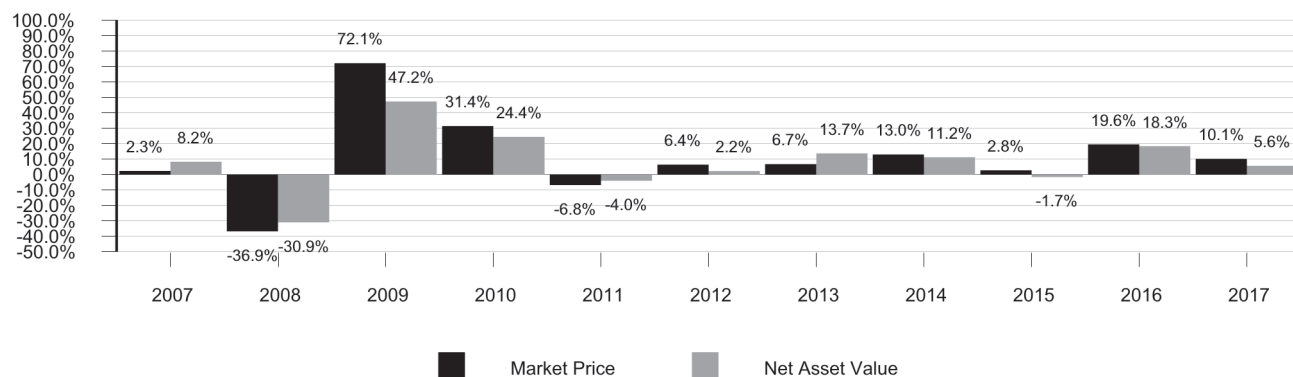
**PAST PERFORMANCE**

The performance data provided assumes that all distributions, if any, made by the Fund in the periods shown were reinvested in additional units of the Fund and does not take into account sales, distribution or other optional charges that may be borne by the investor and would have reduced returns or performance. Past performance does not necessarily indicate how the Fund will perform in the future.

**Year-by-Year Returns**

The bar chart below shows the Fund's annualized performance for each of the years shown and illustrates how the Fund's performance has changed from period to period. This bar chart shows, in percentage terms, how much an investment made on January 1 of each year would have grown or decreased by December 31 of the same year.

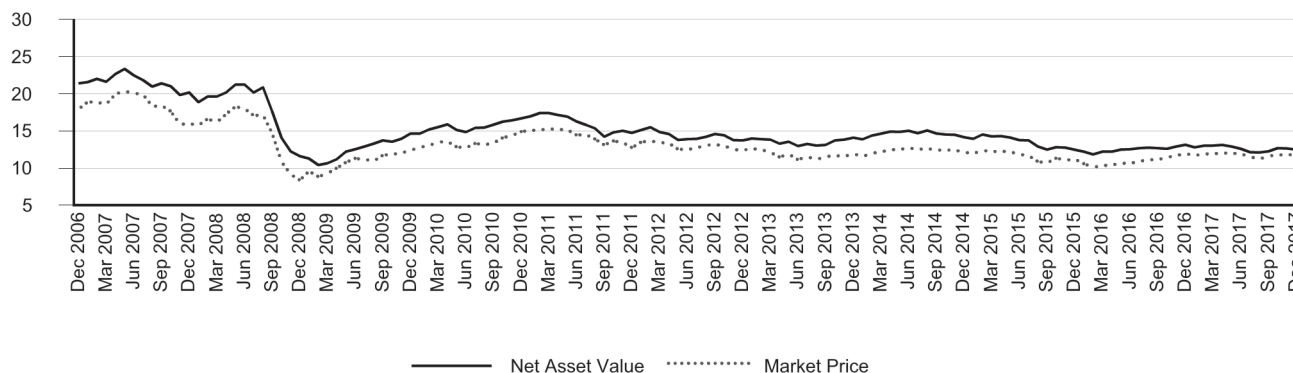
**Fund's Annual Performance**



**Market Price vs. Net Asset Value per Unit**

This line graph shows the market price of the Fund's units for the past 10 years compared to its net asset value per unit.

**Market Price vs Net Asset Value per Unit**



**Annual Compound Returns**

The table below shows compound total returns for the year ended December 31, 2017 for the Fund based on market price and net asset value and compared to the S&P/TSX Composite Total Return Index.

	<b>One Year</b>	<b>Three Years</b>	<b>Five Years</b>	<b>Ten Years</b>
Returns Based on Market Price - Common Redeemable Units	10.1%	10.6%	10.3%	8.7%
Returns Based on Net Asset Value - Common Redeemable Units	5.6%	7.1%	9.2%	6.8%
Returns Based on Net Asset Value - Preferred Redeemable Units	—	—	—	—
S&P/TSX Composite Total Return Index <sup>(1)</sup>	9.1%	6.6%	8.6%	4.7%

(1) The S&P/TSX Composite Total Return Index is the headline index and the principal broad market measure for the Canadian equity markets. It includes common stock and income trust units and tracks the performance of some of the largest and most widely held stocks listed on the Toronto Stock Exchange.

**SUMMARY OF INVESTMENT PORTFOLIO**

<b>Portfolio Allocation</b>	<b>% of Net Asset Value</b>	<b>Top 25 Holdings</b>	<b>% of Net Asset Value</b>
Financials	40.0 %	Wells Fargo & Co.	5.4%
Energy	25.7 %	Bank of America Corp.	4.2%
Health care	11.5 %	Franco-Nevada Corp.	3.9%
Information technology	10.4 %	Brookfield Asset Management Inc., Class 'A'	3.9%
Industrials	9.0 %	Microsoft Corp.	3.6%
Materials	8.6 %	Canadian Natural Resources Ltd.	3.5%
Utilities	6.7 %	Citigroup Inc.	3.2%
Telecommunication services	3.1 %	Intact Financial Corp.	3.0%
Consumer staples	1.8 %	Chubb Ltd.	3.0%
Corporate bonds	1.8 %	Sun Life Financial Inc.	3.0%
Real Estate Investment Trust (REITs)	1.6 %	DowDuPont Inc.	3.0%
Consumer discretionary	1.0 %	Parkland Fuel Corp.	2.8%
Cash	0.8 %	Anthem Inc.	2.8%
Preferred shares	0.0 %	Encana Corp.	2.7%
<b>Total Portfolio Assets</b>	<b>122.0 %</b>	JPMorgan Chase & Co.	2.7%
Other net assets (liabilities)	(22.0)%	Cisco Systems Inc.	2.7%
<b>Net Asset Value</b>	<b>100.0 %</b>	KeyCorp	2.6%
		Abbott Laboratories	2.6%
		Canadian Imperial Bank of Commerce	2.6%
		Danaher Corp.	2.6%
		Bank of Nova Scotia	2.4%
		ARC Resources Ltd.	2.4%
		Novartis AG, Registered	2.4%
		FedEx Corp.	2.1%
		Brookfield Infrastructure Partners L.P.	2.0%

*The summary of investment portfolio may change due to ongoing portfolio transactions of the investment fund. This quarterly update is available on our website at [www.canoefinancial.com](http://www.canoefinancial.com) or can be requested by calling 1-877-434-2796 or writing to Canoe Financial LP, Suite 2750, 421 - 7th Avenue SW, Calgary, Alberta, T2P 4K9.*

**Forward-Looking Statements**

Some of the statements contained herein including, without limitation, financial and business prospects and financial outlook may be forward-looking statements which reflect management's expectations regarding future plans and intentions, growth, results of operations, performance and business prospects and opportunities. Words such as "may", "will", "should", "could", "anticipate", "believe", "expect", "intend", "plan", "potential", "continue" and similar expressions have been used to identify these forward-looking statements. These statements reflect management's current beliefs and are based on information currently available to management. Forward-looking statements involve significant risks and uncertainties. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements including, but not limited to, changes in general economic and market conditions and other risk factors. Although the forward-looking statements contained herein are based on what management believes to be reasonable assumptions, we cannot assure that actual results will be consistent with these forward-looking statements. Investors should not place undue reliance on forward-looking statements. These forward-looking statements are made as of the date hereof and we assume no obligation to update or revise them to reflect new events or circumstances.



## MANAGEMENT'S RESPONSIBILITY STATEMENT

For the Year Ended December 31, 2017

March 5, 2018

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The accompanying financial statements of Canoe EIT Income Fund (the "Fund") and all the information in this annual report are the responsibility of the management of Canoe Financial LP (the "Manager") and approved by the board of directors of Canoe Financial Corp., the General Partner of Canoe Financial LP.

The financial statements have been prepared by management in accordance with International Financial Reporting Standards and include certain amounts that are based on estimates and judgements. The significant accounting policies which management believes are appropriate for the Fund are described in Note 3 of the annual financial statements for the year ended December 31, 2017.

The Manager is also responsible for maintaining a system of internal controls designed to provide reasonable assurance that assets are safeguarded and that accounting systems provide timely, accurate and reliable financial information.

The Board meets periodically with management and external auditors to discuss internal controls, the financial reporting process, various auditing and financial reporting issues, and to obtain a report on the audit of the financial statements and review the external auditor's report. PricewaterhouseCoopers LLP, the Fund's independent auditor, has full and unrestricted access to the Board, with or without the presence of management, in order to discuss their audit and related findings.



Darcy Hulston  
President and Chief Executive Officer  
Canoe Financial LP by its General  
Partner Canoe Financial Corp.



Renata Colic  
Chief Financial Officer  
Canoe Financial LP by its General  
Partner Canoe Financial Corp.

March 5, 2018

**Independent Auditor's Report****To the Unitholders and Trustee  
of Canoe EIT Income Fund**

We have audited the accompanying financial statements of Canoe EIT Income Fund, which comprise the statements of financial position as at December 31, 2017 and December 31, 2016 and the statements of comprehensive income, changes in net assets attributable to holders of redeemable units and cash flows for years then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

**Management's responsibility for the financial statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting 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.

**Auditor's responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

**Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of Canoe EIT Income Fund as at December 31, 2017 and December 31, 2016 and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

*PricewaterhouseCoopers LLP*

Chartered Professional  
Accountants Calgary, Alberta  
March 5, 2018

# STATEMENTS OF FINANCIAL POSITION

As at,

(thousands except per unit amounts)	December 31, 2017	December 31, 2016
<b>ASSETS</b>		
Investments (Note 5)	\$ 1,299,824	\$ 1,173,490
Cash	9,009	83,666
Dividends receivable	2,240	1,816
Interest receivable	9	2
	<u>1,311,082</u>	<u>1,258,974</u>
<b>LIABILITIES</b>		
Accounts payable and accrued liabilities (Note 10)	1,761	1,607
Preferred redeemable unit distributions payable (Note 9)	291	—
Common redeemable unit distributions payable (Note 6)	8,604	8,767
Interest expense payable	137	124
Credit facility (Notes 5 and 7)	91,066	97,271
Preferred redeemable units (Note 9)	136,336	—
	<u>238,195</u>	<u>107,769</u>
<b>NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS</b>	<b>\$ 1,072,887</b>	<b>\$ 1,151,205</b>
<b>COMMON REDEEMABLE UNITS ISSUED AND OUTSTANDING (Note 8)</b>	<b>86,037</b>	<b>87,674</b>
<b>NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS PER UNIT</b>	<b>\$ 12.47</b>	<b>\$ 13.13</b>

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

Approved by the Board of Canoe Financial Corp., General Partner of Canoe Financial LP, as Manager.



David Rain  
Director



Darcy Hulston  
Director

**STATEMENTS OF COMPREHENSIVE INCOME**

For the Years Ended December 31,

(thousands except per unit amounts)	2017	2016
<b>INCOME</b>		
NET GAINS (LOSSES) ON INVESTMENTS AND DERIVATIVES		
Dividend income	\$ 32,122	\$ 31,898
Interest income for distribution purposes	1,084	1,369
Net realized gain (loss) on sale of investments and derivatives	77,825	80,446
Net change in unrealized appreciation (depreciation) of investments and derivatives	(17,971)	109,723
Net gains (losses) on investments and derivatives	93,060	223,436
OTHER INCOME (LOSS)		
Foreign exchange gain (loss) on cash	(1,560)	(7,384)
Other income (loss)	(1,560)	(7,384)
<b>Total income (loss)</b>	<b>91,500</b>	<b>216,052</b>
<b>EXPENSES</b>		
Management fees (Note 10)	13,892	12,793
Administration fees (Note 10)	3,293	3,151
Distributions on preferred redeemable units (Note 9)	5,395	—
Brokerage commissions and other portfolio transaction costs (Note 11)	2,351	2,348
Foreign withholding taxes	1,469	1,654
Interest and related expenses (Note 7)	1,945	1,573
Sales tax	1,439	1,307
Independent Review Committee fees and expenses	47	49
Other fund costs	543	25
<b>Total expenses</b>	<b>30,374</b>	<b>22,900</b>
<b>INCREASE (DECREASE) IN NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS</b>	<b>\$ 61,126</b>	<b>\$ 193,152</b>
<b>WEIGHTED AVERAGE COMMON REDEEMABLE UNITS OUTSTANDING (Note 12)</b>	<b>90,925</b>	<b>92,748</b>
<b>INCREASE (DECREASE) IN NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS PER UNIT (Note 12)</b>	<b>\$ 0.67</b>	<b>\$ 2.08</b>

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

**STATEMENTS OF CHANGES IN NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS**  
For the Years Ended December 31,

(thousands)	2017	2016
<b>NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS, BEGINNING OF YEAR</b>	<b>\$ 1,151,205</b>	<b>\$ 1,111,614</b>
<b>INCREASE (DECREASE) IN NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS</b>	<b>61,126</b>	<b>193,152</b>
<b>DISTRIBUTIONS TO HOLDERS OF COMMON REDEEMABLE UNITS (Note 6)</b>		
- from net investment income (excluding dividends)	—	—
- from dividends	<b>(30,654)</b>	<b>(30,244)</b>
- from realized gains on sale of portfolio assets	<b>(76,263)</b>	<b>(73,042)</b>
- return of capital	<b>(2,314)</b>	<b>(8,148)</b>
	<b>(109,231)</b>	<b>(111,434)</b>
<b>COMMON REDEEMABLE UNITHOLDER TRANSACTIONS (Note 8)</b>		
Proceeds on distribution reinvestment	<b>87,886</b>	<b>83,167</b>
Amounts paid for redemption of units	<b>(118,099)</b>	<b>(125,294)</b>
<b>NET INCREASE (DECREASE) FROM COMMON REDEEMABLE UNIT TRANSACTIONS</b>	<b>(30,213)</b>	<b>(42,127)</b>
<b>NET INCREASE (DECREASE) IN NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS</b>	<b>(78,318)</b>	<b>39,591</b>
<b>NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS, END OF YEAR</b>	<b>\$ 1,072,887</b>	<b>\$ 1,151,205</b>

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

**STATEMENTS OF CASH FLOWS**  
For the Years Ended December 31,

(thousands)	2017	2016
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Increase (decrease) in net assets attributable to holders of common redeemable units	\$ 61,126	\$ 193,152
<b>Adjustments for:</b>		
Foreign exchange (gain) loss on cash	1,560	7,384
Net realized (gain) loss on sale of investments	(77,972)	(71,483)
Net change in unrealized (appreciation) depreciation of investments and derivatives	17,971	(109,723)
Proceeds on disposition of portfolio assets	1,331,162	1,360,529
Purchase of portfolio assets	(1,403,699)	(1,154,687)
Net change in non-cash items	27	1,055
	<u>(69,825)</u>	<u>226,227</u>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Net proceeds from issuance of preferred redeemable units (Note 9)	135,824	—
Redemption of units (Note 8)	(118,099)	(125,294)
Cash distributions to common redeemable unitholders (Note 6)	(21,508)	(28,423)
Net change in non-cash items	511	—
	<u>(3,272)</u>	<u>(153,717)</u>
Foreign exchange gain (loss) on cash	(1,560)	(7,384)
<b>NET INCREASE (DECREASE) IN CASH</b>	<b>(74,657)</b>	<b>65,126</b>
<b>CASH, BEGINNING OF YEAR</b>	<b>83,666</b>	<b>18,540</b>
	<u>83,666</u>	<u>18,540</u>
<b>CASH, END OF YEAR</b>	<b>\$ 9,009</b>	<b>\$ 83,666</b>
<b>SUPPLEMENTARY INFORMATION</b>		
Interest received*	\$ 1,077	\$ 1,547
Interest paid*	\$ 1,932	\$ 1,588
Dividends received*	\$ 30,229	\$ 31,118

\*These cash flows are from operating activities.

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

## SCHEDULE OF INVESTMENT PORTFOLIO

As at December 31, 2017

(\$ thousands except for units/shares/face value of bonds)	Units/ Shares/ Face Value	Cost \$	Fair Value \$	(\$ thousands except for units/shares/face value of bonds)	Units/ Shares/ Face Value	Cost \$	Fair Value \$
<b>EQUITY— 119.4%</b>				<b>Telecommunication Services — 3.1%</b>			
<b>Canadian Equity — 66.3%</b>				TELUS Corp.			
<b>Energy — 22.9%</b>				Rogers Communications Inc., Class 'B'			
Canadian Natural Resources Ltd.	833,885	34,525	37,458		420,884	19,198	20,042
Parkland Fuel Corp.	1,129,868	25,297	30,338		208,918	10,066	13,381
Encana Corp.	1,741,292	25,090	29,201			<b>29,264</b>	<b>33,423</b>
ARC Resources Ltd.	1,725,024	36,254	25,444	<b>Real Estate Investment Trust (REITs) — 1.6%</b>			
Tourmaline Oil Corp.	923,037	26,251	21,027	Allied Properties REIT			
Crescent Point Energy Corp.	2,187,174	22,954	20,953		407,157	12,924	17,133
Keyera Corp.	563,585	21,236	19,963			<b>12,924</b>	<b>17,133</b>
Storm Resources Ltd.	5,152,071	21,328	13,912	<b>Information Technology — 1.5%</b>			
Enerflex Ltd.	824,950	11,241	12,656	Maxar Technologies Ltd.			
Secure Energy Services Inc.	1,255,637	17,473	11,000		203,589	16,879	16,474
Mullen Group Ltd.	578,811	8,322	9,110			<b>16,879</b>	<b>16,474</b>
Cenovus Energy Inc.	587,640	8,396	6,746	<b>Consumer Discretionary — 1.0%</b>			
ShawCor Ltd.	230,252	7,622	6,314	Corus Entertainment Inc., Class 'B'			
		<b>265,989</b>	<b>244,122</b>		913,708	8,787	10,690
						<b>8,787</b>	<b>10,690</b>
<b>Financials — 17.0%</b>				<b>Preferred Shares — 0.0%</b>			
Brookfield Asset Management Inc., Class 'A'	758,532	33,443	41,507	Banro Corp., Preferred, Variable Rate			
Intact Financial Corp.	309,331	23,368	32,477		1,679,600	2,054	—
Sun Life Financial Inc.	618,592	29,506	32,093			<b>2,054</b>	<b>—</b>
Canadian Imperial Bank of Commerce	226,207	26,071	27,719	<b>Total Canadian Equity — 66.3%</b>			
Bank of Nova Scotia	314,248	22,364	25,492			<b>654,811</b>	<b>710,854</b>
CI Financial Corp.	484,433	13,421	14,422	<b>U.S. Equity — 47.5%</b>			
Fiera Capital Corp.	696,033	7,492	9,048	<b>Financials — 23.0%</b>			
		<b>155,665</b>	<b>182,758</b>	Wells Fargo & Co.			
				Bank of America Corp.			
<b>Industrials — 6.9%</b>				Citigroup Inc.			
Waste Connections Inc.	231,838	11,093	20,670	Chubb Ltd.			
Canadian Pacific Railway Ltd.	89,229	17,329	20,492	JPMorgan Chase & Co.			
Finning International Inc.	612,812	14,745	19,438	KeyCorp			
Badger Daylighting Ltd.	508,373	12,932	13,818	Morgan Stanley			
		<b>56,099</b>	<b>74,418</b>			<b>218,045</b>	<b>247,172</b>
<b>Utilities — 6.7%</b>				<b>Health Care — 9.1%</b>			
Brookfield Infrastructure Partners L.P.	383,249	15,046	21,607	Anthem Inc.			
Fortis Inc.	422,319	16,563	19,473	Abbott Laboratories			
Emera Inc.	400,824	17,115	18,831	Danaher Corp.			
Northland Power Inc.	513,133	8,631	11,982	Johnson & Johnson			
		<b>57,355</b>	<b>71,893</b>			<b>83,249</b>	<b>98,148</b>
<b>Materials — 5.6%</b>				<b>Information Technology — 7.5%</b>			
Franco-Nevada Corp.	414,682	30,381	41,659	Microsoft Corp.			
Goldcorp Inc.	1,140,605	19,414	18,284	Cisco Systems Inc.			
		<b>49,795</b>	<b>59,943</b>	MasterCard Inc., Class 'A'			
						<b>66,800</b>	<b>80,577</b>
				<b>Materials — 3.0%</b>			
				DowDuPont Inc.			
					357,422	30,154	31,998
						<b>30,154</b>	<b>31,998</b>
				<b>Energy — 2.8%</b>			
				Helmerich & Payne Inc.			
					192,392	13,426	15,632
				Schlumberger Ltd.			
					172,395	14,314	14,603
						<b>27,740</b>	<b>30,235</b>

## SCHEDULE OF INVESTMENT PORTFOLIO (CONTINUED)

As at December 31, 2017

(\$ thousands except for units/shares/face value of bonds)	Units/ Shares/ Face Value	Cost \$	Fair Value \$
<b>Industrials — 2.1%</b>			
FedEx Corp.	71,992	18,457	22,582
		<b>18,457</b>	<b>22,582</b>
<b>Total U.S. Equity — 47.5%</b>		<b>444,445</b>	<b>510,712</b>
<b>International Equity — 5.6%</b>			
<b>Health Care — 2.4%</b>			
Novartis AG, Registered	238,839	24,764	25,387
		<b>24,764</b>	<b>25,387</b>
<b>Consumer Staples — 1.8%</b>			
Unilever NV	266,484	17,225	18,872
		<b>17,225</b>	<b>18,872</b>
<b>Information Technology — 1.4%</b>			
Accenture PLC, Class 'A'	77,403	12,529	14,895
		<b>12,529</b>	<b>14,895</b>
<b>Industrials — 0.0%</b>			
BCD Acquisitionco BV	17,400,000	—	—
		<b>—</b>	<b>—</b>
<b>Total International Equity — 5.6%</b>		<b>54,518</b>	<b>59,154</b>
<b>TOTAL EQUITY — 119.4%</b>		<b>1,153,774</b>	<b>1,280,720</b>
<b>FIXED INCOME — 1.8%</b>			
<b>Canadian Fixed Income — 1.3%</b>			
<b>Corporate Bonds — 1.3%</b>			
Hydro One Ltd., Convertible, 4.00%, 2019/07/29	37,270,000	12,411	13,864
		<b>12,411</b>	<b>13,864</b>
<b>Total Canadian Fixed Income — 1.3%</b>		<b>12,411</b>	<b>13,864</b>
<b>International Fixed Income — 0.5%</b>			
<b>Corporate Bonds — 0.5%</b>			
Bio City Development Co., Convertible, 8.00%, 2018/07/06	17,400,000	16,987	5,240
		<b>16,987</b>	<b>5,240</b>
<b>Total International Fixed Income — 0.5%</b>		<b>16,987</b>	<b>5,240</b>
<b>TOTAL FIXED INCOME — 1.8%</b>		<b>29,398</b>	<b>19,104</b>
		<b>1,183,172</b>	<b>1,299,824</b>
<b>Brokerage commissions and other portfolio transaction costs</b>		<b>(1,047)</b>	<b>—</b>
<b>Total investment portfolio — 121.2%</b>		<b>1,182,125</b>	<b>1,299,824</b>
<b>Cash - 0.8%</b>			<b>9,009</b>
<b>Other net assets (liabilities) - (22.0)%</b>			<b>(235,946)</b>
<b>Net assets attributable to holders of common redeemable units - 100.0%</b>			<b>1,072,887</b>

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



## NOTES TO THE FINANCIAL STATEMENTS

For the Years Ended December 31, 2017 and 2016

(Amounts in thousands except per unit amounts)

### 1. ORGANIZATION

Canoe EIT Income Fund (the "Fund") is a closed-end investment trust established under the laws of Alberta pursuant to a Declaration of Trust dated August 5, 1997, as amended and restated from time to time. The Fund commenced operations on August 7, 1997. Canoe Financial LP (the "Manager" or "Canoe"), a partnership established under the laws of the Province of Alberta, has been the Manager of the Fund since November 1, 2010. Alliance Trust Company is the trustee.

The term of the Fund continues until the year 2050, unless extended pursuant to the terms of the Declaration of Trust. The investment objectives of the Fund are to maximize monthly distributions relative to risk and maximize net asset value ("NAV") while maintaining and expanding a diversified portfolio.

The Fund's common and preferred units are publicly listed and trade on the Toronto Stock Exchange (EIT.UN and EIT.PR.A).

The Fund's principal office is located at Suite 2750, 421 - 7th Avenue SW, Calgary, Alberta, T2P 4K9.

### 2. BASIS OF PRESENTATION

These financial statements have been prepared in compliance with International Financial Reporting Standards ("IFRS") as published by the International Accounting Standards Board ("IASB").

These financial statements were authorized for issue by the Manager on March 5, 2018.

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of the significant accounting policies.

#### **Investments and financial instruments**

The Fund recognizes financial instruments at fair value upon initial recognition, plus transaction costs in the case of financial instruments measured at amortized cost. Regular way purchases and sales of financial assets are recognized at their trade date and any realized or unrealized gains and losses from such transactions are calculated on an average cost basis. The Fund's investments and derivative assets and liabilities are measured at fair value through profit or loss ("FVTPL"), including certain investments in debt securities which have been designated as FVTPL.

All derivative financial instruments are generally classified as held for trading. The Fund may write call or put options in respect of some or all of the equity securities in the investment portfolio for which premiums are received. Call options are written only in respect of equity securities that are in the investment portfolio and as a result are covered at all times. Premiums received on written covered call options are recorded as liabilities and are subsequently adjusted to the fair value of the options that would have the effect of closing the position. Listed and actively traded options are valued at fair values as published on the recognized exchange on which the options and underlying position is listed or principally traded. Any difference resulting from revaluation is recorded in "Net change in unrealized gain (loss) on derivatives". Premiums received from written options that expire are treated as realized gains and are included in "Net realized gain (loss) on derivatives". Premiums received from written options that are closed prior to the expiration date, or exercised prior to or on the expiration date, are included in "Net realized gain (loss) on derivatives".

The Fund's units contain multiple contractual obligations in addition to the ongoing redemption obligation and therefore, have been classified as financial liabilities in accordance with IAS 32, *Financial Instruments: Presentation* ("IAS 32") and measured assuming redemption at net asset value.

All other financial instruments are subsequently measured at amortized cost.

The interest for distribution purposes shown on the Statements of Comprehensive Income represents the coupon interest received by the Fund accounted for on an accrual basis. The Fund does not amortize premiums paid or discounts received on the purchase of fixed income securities. Dividend income is recorded on the ex-distribution date and income is accrued as earned.

Brokerage commissions incurred for portfolio transactions are included as an expense in the Statements of Comprehensive Income.

A financial asset is derecognized when the rights to receive cash flows from the investment have expired or have been transferred and when the Fund has transferred substantially all of the risks and rewards of ownership of the asset. Financial assets and liabilities are offset and the net amount reported in the Statements of Financial Position when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis. Financial liabilities are classified as current liabilities if payment is due within 12 months. Otherwise, they are presented as non-current liabilities.

#### **Fair value measurement**

Fair value is the price received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value of financial assets and liabilities traded in active markets (such as publicly traded derivatives and marketable securities) are based on quoted market prices at the close of trading on the reporting date. The Fund uses the last traded market price for both financial assets and financial liabilities where the last traded price falls within that day's bid-ask spread. In circumstances where the last traded price is not within the bid-ask spread, the Manager determines the point within the bid-ask spread that is most representative of fair value based on the specific facts and circumstances.

The fair value of financial assets and liabilities that are not traded in an active market is determined based on a private company valuation policy established by the Manager. Under this policy, the Fund uses a variety of methods and makes assumptions that are based on market conditions existing at each NAV date. Valuation techniques include the use of comparable recent arm's length transactions, reference to other instruments that are substantially the same, the most recent NAV calculation of the investment, discounted cash flow analysis, option pricing models and others commonly used by market participants which make the maximum use of observable inputs.

The Fund's policy is to recognize transfers into and out of the fair value hierarchy levels as of the beginning of the reporting period during which an event or change in circumstances gives rise to the transfer.

#### **Cash**

Cash consists of cash on hand and balances with banks. From time to time the custodian will allow the Fund to enter into an overdraft position without set limitation while awaiting settlement of trades and securityholder transactions. Such amounts are collateralized by the Fund's portfolio holdings.

#### **Return of capital**

Distributions from investments that are treated as a return of capital for income tax purposes reduce the average cost of the underlying investments.

#### **Income taxes**

The Fund qualifies as a mutual fund trust under the provisions of the Income Tax Act (Canada) and is therefore subject to tax on any net income for tax purposes which is not paid or payable to unitholders during the year. The trust indenture of the Fund requires it to distribute all of its net income for tax purposes so that it will not be subject to income taxes, other

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

For the Years Ended December 31, 2017 and 2016

(Amounts in thousands except per unit amounts)

than applicable foreign withholding taxes. On this basis, the Fund does not record income taxes.

### **Foreign currency translation**

The Fund's subscriptions and redemptions are denominated in Canadian dollars, which is also the functional and presentation currency.

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates that transactions occur. Realized gains or losses on purchase, sales, settlement of investment transactions, or other assets and liabilities are recorded in the Statements of Comprehensive Income in the period in which they occur under "Net realized gain (loss) on sale of investments". Realized and unrealized foreign exchange gains or losses on portfolio investments are calculated on the original cost of investments and debt denominated in a foreign currency based on the disposition or period end exchange rate changes from period to period.

Foreign currency denominated investments, and other assets and liabilities held at period end, if any, are translated into Canadian dollars at the prevailing exchange rates on each valuation date with related unrealized foreign exchange gains or losses included in the Statements of Comprehensive Income (Loss) under, "Net change in unrealized appreciation (depreciation) of investments".

Foreign exchange gains and losses relating to cash are included in the Statements of Comprehensive Income (Loss) under, "Foreign exchange gain (loss) on cash".

### **Foreign currency exchange contracts**

Foreign exchange contracts represent agreements between two parties (the Fund and a counterparty) to exchange payments of fixed quantities of currencies at an agreed upon future date. The Fund may use foreign currency exchange contracts to mitigate the risk of transactions in foreign-denominated securities and to manage the Fund's currency exposure.

The changes in value of foreign currency exchange contracts are due to movements in the forward exchange rate of the underlying currencies. These changes are recorded in "Derivative assets" and "Derivative liabilities" in the Statements of Financial Position and "Net change in unrealized gain (loss) on investments and derivatives" in the Statements of Comprehensive Income. When foreign exchange contracts are settled, any gain or loss is recorded in "Net realized gain (loss) on investments and derivatives".

### **Preferred units**

The Fund classifies financial instruments issued as financial liabilities or equity instruments in accordance with the substance of the contract. The fund has one series of preferred redeemable units (series 1). The preferred units have priority over the common units with respect to the payment of distributions, the returns of capital, and the distribution of assets in the event of liquidation. The preferred redeemable units provide investors with the right to require redemption for cash at values and dates as set out in Note 9. The preferred units are classified as a liability and carried at amortized cost using the effective interest rate method.

### **Comprehensive income**

Comprehensive income represents the change in net assets attributable to holders of common redeemable units of an enterprise during a period resulting from transactions and other events arising from non-owner sources, including changes in the fair value of the effective portion of cash flow hedging instruments or change in fair value of warrants.

### **Increase (decrease) in net assets attributable to holders of common redeemable units per unit**

The increase (decrease) in net assets attributable to holders of common redeemable units per unit is calculated by dividing the increase (decrease) in net assets attributable to holders of common redeemable units by the weighted average number of units outstanding during the period. Refer to Note 12.

### **Accounting Standards, Interpretations and Amendments to Existing Standards Not Yet Effective**

IFRS 9, Financial Instruments ("IFRS 9"), was issued in November 2009 and amended in October 2010, November 2013, and July 2014. It addresses the classification, measurement and recognition of financial assets and financial liabilities. It replaces the parts of IAS 39, Financial Instruments: Recognition and Measurement ("IAS 39") that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories: those measured at FVTPL and those measured at amortized cost, with the determination made at initial recognition. The classification depends on an entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the IAS 39 requirements. The main change is that in cases where the fair value option is selected for financial liabilities, the part of a fair value change due to an entity's own credit risk is recorded in other comprehensive income rather than the Statement of Comprehensive Income (Loss), unless this creates an accounting mismatch. IFRS 9 has also been updated to amend the requirements around hedge accounting. IFRS 9 is expected to apply to annual periods beginning on or after January 1, 2018.

IFRS 7, Financial Instruments: Disclosure has also been amended for disclosures in respect of the transition from IAS 39 to IFRS 9.

The Manager has assessed the impact of IFRS 7 and IFRS 9 on the Fund and expects the impact to the Fund will be minimal.

## **4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

The preparation of these financial statements include estimates and assumptions by management based on past experiences, present conditions and expectations of future events. Where estimates were made, the reported amounts for assets, liabilities, income and expenses may differ from the amounts that would otherwise be reflected if the ultimate outcome of all uncertainties and future events were known during the reporting periods. The Funds' most significant estimates involve the measurement of investments and derivatives at fair value as described in Notes 3 and 5. The following discusses the most significant accounting judgments that the Funds have made in preparing the financial statements:

### **Classification and measurement of investments and application of the fair value option**

In classifying and measuring financial instruments held by the Fund, the Manager is required to make significant judgments. In addition, significant judgments are also made in determining if certain investment types should be classified separately from the total return managed portfolio, for the purposes of financial reporting, and are classified as held-for-trading (e.g. including derivatives, and investments that are acquired with an intention to resell before maturity or within a short time period).

### **Investment entity**

Qualification as an 'investment entity' under IFRS requires that the Fund meets certain criteria. In determining if the Fund meets these criteria, judgment was applied in assessing that the objectives and business purposes of the Fund are to generate investment income, and that fair value is the primary measurement attribute to measure and evaluate the performance of substantially all of the Fund's investments.

## **5. RISK MANAGEMENT AND FINANCIAL INSTRUMENTS**

The Fund's investment objectives are to maximize monthly distributions relative to risk and maximize net asset value while maintaining and expanding a diversified investment portfolio. The Fund manages its exposure to concentration risk, the risk of being invested in one, or a limited number, of particular asset classes, through diversification of its investments. Additionally, the Manager minimizes price risk by investing in dividend paying common stocks, preferred shares and debentures which represent a strong reward to risk profile. The Manager purchases

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

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and holds securities and determines the timing to transition the Fund's portfolio into other sectors and investment vehicles to enhance the portfolio's performance and/or limit risk. Continuous monitoring of the portfolio ensures alignment with the Fund's objectives as well as compliance with internal processes and procedures and external regulations.

**Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices and is comprised of interest rate risk, foreign currency risk and other price risk. The Fund is exposed to such risks primarily through its portfolio of investments and written covered call options, as applicable, which are subject to the market risk inherent in investment in capital markets. The Fund invests with a medium- to long-term outlook, while focusing on quality businesses that consistently deliver strong returns for common unitholders.

The credit facility and the preferred units exposes common unitholders to leverage such that any increase or decrease in the asset value of the investment portfolio will result in a greater proportionate increase or decrease in the net asset value per unit.

The Manager monitors the investment portfolio and leverage daily to manage market risk.

**Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument fluctuate due to changes in market interest rates. The Fund is exposed to interest rate risk through the credit facility, cash and its fixed income investments.

The credit facility bears interest at a rate per annum approximately equal to prime, and/or bankers' acceptance rate plus an applicable margin, and LIBOR rate plus an applicable margin. Borrowings under the credit facility are primarily made in the form of LIBOR and bankers' acceptances, therefore, cash flows are impacted by changes in these underlying interest rates. An increase in interest rates would adversely affect the amount of interest paid under the credit facility.

The preferred units bear an annual interest rate of 4.8%. This rate does not change and, as a result, the Fund is not subject to significant amounts of interest rate risk relating to the preferred units due to fluctuation in prevailing market interest rates.

The Fund is also exposed to risks related to the effects of fluctuations in the prevailing levels of market interest rates on the fair value of its investments particularly for fixed income securities, which may impact the cash amount realized upon disposition.

The Fund's net exposure to interest rate risk by term to maturity is as follows:

	As at December 31, 2017	As at December 31, 2016
	\$	\$
Less than 1 year	(76,816)	(13,605)
1 – 5 years	13,864	7,700
5 – 10 years	—	—
Greater than 10 years	—	—
<b>Total exposure</b>	<b>(62,952)</b>	<b>(5,905)</b>

The amount owing under the Fund's current credit facility at December 31, 2017 is \$91,066 (December 31, 2016 - \$97,271). The credit facility matures in October 2018.

The amount owing related to the preferred units as at December 31, 2017 is \$140,875 (December 31, 2016 - \$nil). Preferred units are not redeemable until March 15, 2022.

Based on the above exposure and weighted average duration of investments at December 31, 2017, a 0.5% per annum change in interest rates, assuming a parallel shift in the yield curve, would result in a change

of approximately \$45 (December 31, 2016 - \$382) in the Increase (Decrease) in Net Assets Attributable to Holders of Common Redeemable Units, with all other factors held constant.

**Foreign currency risk**

The Fund's functional currency is the Canadian dollar. The Fund's net exposure to foreign currency risk is reduced as its US dollar denominated investments are partially offset with US dollar borrowings, creating a natural hedge on a portion of the US dollar denominated portfolio. There is further currency rate risk in relation to interest payments made on the US dollar denominated debt, as well as on US dollar denominated fixed income securities as fluctuations in the exchange rate will affect the amounts payable and or receivable.

The Fund's net exposure to foreign currency risk (in Canadian dollars) is comprised of foreign currency portfolio investments and other foreign currency assets net of the US dollar denominated credit facility, as applicable, currency contract and other foreign currency liabilities. The Fund's exposure and impact on Net Assets Attributable to Holders of Common Redeemable Units with a 5% change in the exchange rate, is summarized as follows:

**December 31, 2017**

Currency	Exposure			Impact on Net Assets
	Monetary	Non-Monetary	Total Exposure	
US Dollar	(84,744)	525,609	440,865	22,043
Euro	—	18,872	18,872	944
Swiss Franc	124	25,387	25,511	1,276
Foreign currency exchange contract <sup>(1)</sup>	—	—	—	—
	<b>\$ (84,620)</b>	<b>\$ 569,868</b>	<b>\$ 485,248</b>	<b>\$ 24,263</b>
% of Net Assets	(7.9)%	53.1%	45.2%	2.3%

(1) Underlying principal amount

**December 31, 2016**

Currency	Exposure			Impact on Net Assets
	Monetary	Non-Monetary	Total Exposure	
US Dollar	(18,670)	412,183	393,513	19,676
	<b>\$ (18,670)</b>	<b>\$ 412,183</b>	<b>\$ 393,513</b>	<b>\$ 19,676</b>
% of Net Assets	(1.6)%	35.8%	34.2%	1.7%

In practice, actual results may differ from this sensitivity analysis and the difference could be material.

**Other price risk**

Other price risk is the risk that the fair value of future cash flows of financial instruments will fluctuate as a result of changes in market prices (other than those arising from interest rate risk or foreign currency risk) whether those changes are caused by factors specific to the individual financial instrument, its issuer or factors affecting all similar financial instruments in the market or a market segment. Exposure to other price risk is mainly in equities.

The Fund is exposed to price risk through the following financial instruments:

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

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	As at December 31, 2017 \$	As at December 31, 2016 \$
Equities	1,280,720	1,165,790
<b>Net exposure</b>	<b>1,280,720</b>	<b>1,165,790</b>

As at December 31, 2017, approximately 119.4% (December 31, 2016 - 101.3%) of the Fund's net assets attributable to holders of common redeemable units were exposed to other price risk. If prices of these instruments had decreased or increased by 5%, with all other variables held constant, net assets attributable to holders of common redeemable units would have decreased or increased, respectively, by approximately \$64,036 (December 31, 2016 - \$58,290). In practice, actual results will differ from this sensitivity analysis and the difference could be material.

As a portion of the Fund's investments are in the energy sector or other sectors that are impacted by the price of crude oil and natural gas or other commodities, the Fund is also susceptible to price risk associated with commodities. This risk cannot be reasonably quantified.

**Liquidity risk**

Liquidity risk is the risk that the Fund will encounter difficulties in meeting its financial obligations. The majority of the Fund's assets are investments traded in an active market and can be easily disposed of at market prices. There is no assurance that an adequate market for securities owned by the Fund will continue to exist due to fluctuations in trading volumes and market prices. The ability to dispose of securities on a timely basis could be constrained by limited trading volumes. The Fund's objective is to have sufficient liquidity to meet these requirements when due. The Fund monitors its cash balances and cash flows generated from operations to meet these requirements. At December 31, 2017 and December 31, 2016, with the exception of the preferred units, all of the Fund's liabilities are callable on demand or have maturity dates of less than one year. Sufficient cash balances are maintained to cover daily operating expenses and monthly distributions and the credit facility can be utilized for investing and operating purposes when timing of cash inflows are not aligned with immediate cash requirements. The preferred units may be redeemed at the option of the unitholder no earlier than March 15, 2024.

The amount available to be drawn on the credit facility is limited by the value of the portfolio investments. Repayments of the credit facility are funded by the sale of securities in the portfolio. The Fund monitors the value of the portfolio investments against the borrowing limitations of the credit facility to ensure that the amount drawn is comfortably within the maximum borrowing limit allowed. This reduces the risk of having to sell investments in a depressed market, at potentially unfavourable prices to fund repayment requirements for the credit facility.

As the Fund is a publicly traded, closed-end fund, it is not exposed to the liquidity risks associated with daily cash redemptions of its units, which could be the case if it were an open-end mutual fund. However, the Fund's unitholders have the right to redeem up to 10% of the then outstanding units of the Fund once each calendar year. This redemption feature requires further cash management during the relevant redemption period to ensure that sufficient funds are available to fund the redemption. The Fund will satisfy such redemptions through the sale of securities within the portfolio. There is sufficient time under the terms of the redemption feature to raise all necessary proceeds to fund the redemption. Refer to Note 8 for further details on the 2017 redemption.

**Credit risk**

Credit risk is the risk that the counterparty to a financial asset will default resulting in a financial loss. The Fund's cash is held by its custodian or in overnight deposits with a Schedule I bank. The Fund's foreign currency exchange contracts are traded over the counter with major international financial institutions. The Fund's fixed income investments are purchased at reasonable valuations and exposures to non-rated counterparties are continuously monitored. The carrying amount of the cash, receivables, derivatives and fixed income investments represents the maximum credit risk exposure of the Fund. All transactions in listed securities are settled upon delivery using reputable brokers. Securities sold are delivered once payment has been received by the broker and securities purchased are paid for once the securities have been received by the broker, therefore the risk of default is considered minimal. The trade will fail if either party

fails to meet its obligation. Given the controls surrounding sales of investments, no allowance has been set up with respect to proceeds receivable on the sale of portfolio assets. In respect of dividends receivable, the Fund invests in securities of entities with strong balance sheets and histories of payment of regular dividends or distributions. Dividends may be received by way of cash or shares and the risk of non-collection is considered minimal as dividends are typically only declared if the entity has the ability to settle.

As at December 31, 2017 and December 31, 2016, the Fund had investments in debt instruments with the following credit ratings:

Credit Ratings*	As a percentage of Net Assets	
	December 31, 2017	December 31, 2016
Unrated	1.8%	0.6%
<b>Total</b>	<b>1.8%</b>	<b>0.6%</b>

\*Allocation based on Standard & Poor's or equivalent rating scale.

**Concentration risk**

Concentrations of risk exist when changes in economic, industry, or geographic factors broadly affect financial instruments with similar characteristics. Concentration risk is higher when aggregate net exposure to these factors that are significant in relation to the Fund's net assets. Credit risk is concentrated as all cash is held by a single custodian and the credit facility is also held with one Canadian financial institution. The Fund's fixed income portfolio exposure is concentrated in one international bond and one Canadian bond at 0.5% and 1.3% respectively of net assets attributable to holders of common redeemable units at December 31, 2017 (December 31, 2016 - one International at 0.6%). The Manager does not anticipate any material losses as a result of these concentrations.

The following is a summary of the Fund's exposure to concentration risk:

	As a percentage of Net Assets	
	December 31, 2017	December 31, 2016
Financials	40.0%	28.3 %
Energy	25.7%	23.8 %
Health care	11.5%	1.0 %
Information technology	10.4%	9.3 %
Industrials	9.0%	10.3 %
Materials	8.6%	5.8 %
Utilities	6.7%	7.0 %
Telecommunication services	3.1%	2.4 %
Consumer staples	1.8%	7.4 %
Corporate bonds	1.8%	0.6 %
Real Estate Investment Trust (REITs)	1.6%	1.3 %
Consumer discretionary	1.0%	4.6 %
Cash	0.8%	7.3 %
Preferred shares	—%	0.1 %
Other net assets (liabilities)	(22.0)%	(9.2)%
<b>Total</b>	<b>100.0%</b>	<b>100.0 %</b>

**Offsetting**

The Fund may enter into various master netting arrangements or other similar arrangements that do not meet the criteria for offsetting in the Statements of Financial Position but still allow for the related amounts to be offset at the Manager's discretion or in certain circumstances, such as bankruptcy or termination of the contracts. Where applicable, additional information on foreign currency exchange contacts outstanding at period end can be found on the Schedule of Investment Portfolio. Unrealized appreciation or depreciation is included in derivative assets or derivative liabilities, as applicable, on the Statements of Financial Position. There

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

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were no such contracts outstanding as at December 31, 2017 and December 31, 2016.

**Fair value measurement**

The Fund classifies fair value measurements within a hierarchy which gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and
- Level 3 Inputs are unobservable for the asset or liability.

If different levels of inputs are used to measure a financial instrument's fair value, the classification within the hierarchy is based on the lowest level input that is significant to the fair value measurement. Assessing the significance of a particular input to the fair value measurement in its entirety requires judgement, considering factors specific to the financial instrument.

Fair values are classified as Level 1 when the related security or derivative is actively traded and a quoted price is available. If an instrument classified as Level 1 subsequently ceases to be actively traded, it is transferred out of Level 1. In such cases, instruments are reclassified into Level 2, unless the measurement of its fair value requires the use of significant unobservable inputs, in which case it is classified as Level 3. The effect of changing Level 3 inputs to reasonably possible alternatives would not have a significant impact on the net assets of the Fund as at December 31, 2017 and December 31, 2016.

All fair value measurements are recurring. Financial instruments that are not measured at fair value on the Statements of Financial Position are represented by cash, dividends receivable, interest receivable, accounts payable and accrued liabilities, distributions payable, the credit facility and interest expense payable. Their fair values approximate their carrying values due to their short term nature. Preferred units are recorded at amortized cost using the effective interest rate method.

**Equities**

The Fund's equity positions are classified as Level 1 when the security is actively traded on a listed exchange and a reliable quote is observable. If certain of the Funds' equity securities do not trade frequently and therefore observable prices may not be available, fair value is determined using observable market data (e.g., transactions for similar securities of the same issuer). The equity securities are then classified as Level 2, unless the determination of fair value requires significant unobservable data, in which case the measurement is classified as Level 3. The Fund may also invest in private placements of securities where a temporary hold is placed on the trading of a security following its acquisition. These private placements are fair valued with an illiquidity discount to the quoted price of the freely traded security, this discount being amortized through the temporary hold period, and the equity securities classified as Level 2.

**Corporate bonds and convertible debentures**

The Fund's corporate bonds are classified as Level 1 when the instrument is actively traded on a listed exchange and a reliable quote is available. Bonds are classified as Level 2 when they are valued using observable inputs, including interest rate curves, credit spreads and volatilities. Corporate bonds for which significant unobservable data is required in determining fair value have been classified as Level 3.

**Preferred shares**

The Fund's preferred securities positions are classified as Level 1 when the security is actively traded on a listed exchange and a

reliable quote is observable. If certain of the Fund's preferred shares do not trade frequently and therefore observable prices may not be available, fair value is determined using observable market data (e.g. transactions for similar securities of the same issuer). The preferred security is then classified as Level 2, unless the determination of fair value requires significant unobservable data, in which case the measurement is classified as Level 3.

**Foreign exchange contracts**

The Fund may enter into foreign exchange contracts to receive or pay specified values of foreign currencies at specific exchange rates. Foreign exchange contracts are classified as Level 1 when the fair value is based on a quote in an active market and Level 2 when prices are obtained from observable market data and determined in relation to the value of the underlying currencies and period to expiry.

The following table illustrates the classification of the Fund's financial instruments within the fair value hierarchy as at December 31, 2017 and December 31, 2016.

<b>Assets at fair value as at December 31, 2017<sup>(1)</sup></b>				
	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Equities	1,280,720	—	—	1,280,720
Bonds and convertible debentures	—	13,864	5,240	19,104
<b>Total Investments</b>	<b>1,280,720</b>	<b>13,864</b>	<b>5,240</b>	<b>1,299,824</b>
<b>Assets at fair value as at December 31, 2016<sup>(1)(2)</sup></b>				
	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Equities	1,164,146	—	—	1,164,146
Preferred shares	—	—	1,644	1,644
Bonds and convertible debentures	—	—	7,700	7,700
<b>Total Investments</b>	<b>1,164,146</b>	<b>—</b>	<b>9,344</b>	<b>1,173,490</b>

- (1) The Fund's Level 3 securities consist of portfolio assets that are not traded in an active market. Valuation techniques, including valuation models, are used to determine the fair value of these assets. In limited circumstances, the fair value may be determined using valuation techniques with certain inputs that are not supported by observable market data.
- (2) There were no transfers of instrument between Level 1, 2 or 3.

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The following is a reconciliation of Level 3 Fair value measurements.

	December 31, 2017 Fair value measurement using Level 3 inputs <sup>(1)(2)</sup>		December 31, 2016 Fair value measurement using Level 3 inputs <sup>(1)(2)</sup>	
	Preferred shares	Bonds	Preferred shares	Bonds
Balance at the beginning of the period	1,644	7,700	1,663	8,287
Purchases	—	—	—	—
Redemptions	—	—	—	—
Transfers in/(out)	—	—	—	—
Net realized gain (loss)	—	—	—	—
Net change in unrealized appreciation (depreciation) <sup>(2)(3)</sup>	(1,644)	(2,460)	(19)	(587)
Balance at the end of the period	—	5,240	1,644	7,700

- (1) The unrealized appreciation (depreciation) attributable to Level 3 bonds held at December 31, 2017 was \$(11,747) (December 31, 2016 - \$(9,287)). The unrealized appreciation (depreciation) attributable to Level 3 preferred shares held at December 31, 2017 was \$(2,054) (December 31, 2016 - \$(410)).
- (2) There were no transfers of instruments between Level 1, 2 or 3.
- (3) The change in unrealized appreciation (depreciation) attributable to Level 3 investments that were held at December 31, 2017 was \$(4,104) (December 31, 2016 - \$(606)).

The Fund applies the various valuation techniques in determining the fair value of Level 3 securities as detailed below.

“Fundamental analysis” entails reviewing the financial statements of the security issuer as part of a quantitative analysis to determine the estimated enterprise value of the issuer and the issuer’s potential future performance to determine fair value. The Fund held one preferred equity position at December 31, 2016 that was priced using fundamental analysis.

“Discounted cash flow models” use future cash flow projections and discount them based on a discount rate to arrive at a present value which is used to approximate fair value. The Fund held one bond and one equity position as at December 31, 2017 (one bond and one equity - December 31, 2016) priced on a discounted cash flow model. The equity position had a value of \$nil as at December 31, 2017 and December 31, 2016 and is not presented in the table above.

The table below sets out the valuation techniques applied to fair value Level 3 securities.

	Fair Value		Unobservable Inputs
	December 31, 2017	December 31, 2016	
Fundamental analysis	—	1,644	Comparable multiples
Discounted cash flow model	5,240	7,700	Discount rate
<b>Total</b>	<b>5,240</b>	<b>9,344</b>	

If the discount rate of the Level 3 securities priced on a discounted cash flow model had increased or decreased by 1%, with all other variables held constant, net assets attributable to holders of common redeemable units would have decreased or increased by approximately \$50 for the year ended December 31, 2017 (December 31, 2016 - \$157). For the year ended December 31, 2016, if the price of Level 3 security priced on fundamental analysis had increased or decreased by 10%, with all other variables held constant, net assets attributable to holders of common

redeemable units would have increased or decreased by approximately \$164.

**6. DISTRIBUTIONS TO COMMON UNITHOLDERS**

Distributions to the common redeemable units, as declared by the Manager, are made on a monthly basis payable no later than the fifteenth day of the following month. Distributions are declared to unitholders of record on or about the twenty-second day of each month. Pursuant to its Declaration of Trust, the Fund is required to distribute all of its net income for tax purposes each year. The Fund is required to distribute deficiencies, if any, between the monthly distributions paid or payable during the year and the total of its net income for tax purposes for the year then ended, which are payable as distributions on December 31 of each year. Distributions paid or payable in excess of the net income for tax purposes of the Fund represent a return of capital to unitholders.

The allocation of distributions is estimated on an accounting basis for the purposes of presentation in the Statements of Changes in Net Assets Attributable to Holders of Common Redeemable Units.

**7. CREDIT FACILITY**

Per the Declaration of Trust, borrowings are restricted to 20% of the Fund’s total assets, at the time of borrowing, after considering borrowings. On October 7, 2017, the Fund entered into an amended and restated 12-month revolving credit facility with a Canadian financial institution. The credit facility allows the Fund to borrow in either Canadian or U.S. funds up to a maximum of \$200 million Canadian equivalent. Advances under the amended and restated credit facility can be made by way of prime loans, bankers’ acceptances, base rate loans, LIBOR loans, or any combination thereof. Canadian dollar denominated loans will bear interest at a rate per annum equal to prime, and/or Canadian bankers’ acceptance rates plus an applicable margin. US dollar denominated loans will bear interest at a rate per annum equal to the U.S. base rate, and/or U.S. LIBOR rate plus an applicable margin. The credit facility is secured by the underlying portfolio investments. The maximum borrowings during the year ended December 31, 2017 were \$99,694 (year ended December 31, 2016 - \$105,468) and the minimum amount drawn was \$87,799 (year ended December 31, 2016 - \$90,820). Of the amount drawn at December 31, 2017, \$91,066 (CAD equivalent) was denominated in US dollars (December 31, 2016 - \$97,271 CAD equivalent). At December 31, 2017, the credit facility represented 8.5% of net assets (year ended December 31, 2016 - 8.5%). The weighted average annualized interest rate for the year was 2.1% (year ended December 31, 2016 - 1.6%).

**8. COMMON TRUST UNITS**

The authorized capital of the Fund consists of an unlimited number of the Fund’s common trust units. A beneficial interest in the net assets of the Fund is divided into transferable units of equal value. All units are of the same class with equal rights and privileges, with each unit being entitled to one vote and equal participation in any distributions made by the Fund. During the year ended December 31, 2017 and the year ended December 31, 2016, units were issued and outstanding as follows:

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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	Year Ended December 31, 2017	Year Ended December 31, 2016
	Number of Units (000s)	Number of Units (000s)
Beginning of year	87,674	89,225
Issued under Premium Distribution™ and Distribution reinvestment plans	7,851	8,124
Redemptions	(9,488)	(9,675)
End of year	86,037	87,674

### *i) Distribution Reinvestment*

For the year ended December 31, 2017, 7,851 units (year ended December 31, 2016 - 8,124 units) were issued under the reinvestment plan of regular monthly distributions. Pursuant to the distribution plans, unitholders who are residents of Canada may elect to have all of their cash distributions automatically reinvested in additional units of the Fund. Participants do not pay any costs associated with the distribution reinvestment plan, including brokerage commissions. Reinvestment of cash distributions does not relieve participants of any income tax applicable to such distributions.

### *ii) Voluntary Annual Redemption*

The voluntary annual cash redemption provides the unitholders with a right to receive a cash redemption of their units at 95% of the average NAV of the three trading days preceding the redemption date, less direct costs associated with the sale of a corresponding amount of portfolio securities to fund the redemption. This redemption is subject to a limit of 10% of the outstanding units of the Fund, once each calendar year. The 5% difference between the NAV and 95% of the NAV will be paid to the Manager as outlined in Note 10.

On October 12, 2017, the Fund gave notice to unitholders that the voluntary annual redemption period would take place between October 13, 2017 and November 17, 2017, with a redemption date of December 8, 2017. On December 8, 2017, the Fund redeemed 9,488 units for a cash cost of \$118,099 or \$12.45 per unit, including the manager's portion and other expenses, and paid on December 16, 2017. The redemption price equaled 95% of the average NAV based on the three business days preceding the redemption date of December 8, 2017, less direct costs associated with the disposition of a corresponding amount of portfolio securities to fund such redemption.

### *iii) Unit Repurchases*

The Fund did not purchase any units in the open market during the years ended December 31, 2017 and December 31, 2016.

As at December 31, 2017, the traded price per common redeemable unit was \$11.81 (December 31, 2016 - \$11.93).

## 9. PREFERRED REDEEMABLE UNITS

On March 14, 2017, the Fund issued 4,900 units of series 1 preferred redeemable units at a price of \$25.00 per unit for gross proceeds of \$122,500. On March 21, 2017, the Fund issued an additional 735 units of series 1 preferred redeemable units under the over-allotment option of additional gross proceeds of \$18,375. Total proceeds on issuance, net of issuing costs, was \$135,824. The preferred units are entitled to cash distributions of \$1.20 (4.8%) per unit per annum, payable on the 15th day of March, June, September, and December. The first distribution was

payable on June 15, 2017 for an amount of \$0.3058 per unit. Payments to preferred unitholders are in priority to all other classes of units. Preferred units are not entitled to any additional distributions above the fixed distribution rate. The total number of preferred redeemable units as at December 31, 2017 was 5,635 units.

On or after March 15, 2022, the Fund may redeem all or from time to time any part of the outstanding series 1 preferred units, at the Fund's option, at a price per series 1 preferred unit equal to \$25.75 if redeemed on or after March 15, 2022, but before March 15, 2023; \$25.50 if redeemed on or after March 15, 2023, but before March 15, 2024; and \$25.00 thereafter, together, in each case, with all accrued and unpaid distributions up to but excluding the date fixed for redemption.

On or after March 15, 2024, the series 1 preferred units may be retractable for cash, at the option of the series 1 preferred unitholder, for \$25.00 per series 1 preferred unit, together with any accrued and unpaid distributions.

The NAV presented on the Statements of Financial Position is calculated using the amortized cost of the preferred redeemable units. As at December 31, 2017, the traded price per preferred redeemable unit was \$25.50 which would result in an aggregate trading unit value of \$143,693. If the NAV per common redeemable unit was calculated using the December 31, 2017 traded fair value of the preferred redeemable units, the NAV per share of the common redeemable unitholders as at December 31, 2017 would be lower by \$0.09, due to the fact that the traded price per unit of the preferred redeemable units as at December 31, 2017 is higher than the gross issue price of \$25.00. The Fund cannot redeem the preferred redeemable units prior to March 15, 2022 and does not intend to redeem based on traded unit values that are higher than \$25.00 per preferred redeemable unit.

## 10. MANAGEMENT FEES AND EXPENSES AND RELATED PARTY EXPENSES

### *Management fees*

Pursuant to a management agreement, as amended, the Manager provides management and investment services to the Fund for which the Manager is paid a management fee which is calculated daily in part as 1.5% on the first \$250 million of the daily total asset value ("TAV") and 1.0% on amounts in excess of that, payable monthly, in arrears. The TAV of the Fund shall be the NAV of the Fund calculated in accordance with the Declaration of Trust. The portion of the fee calculated on TAV is reflected as management fees on the Statements of Comprehensive Income and amounted to \$13,892 for the year ended December 31, 2017 (year ended December 31, 2016 - \$12,793).

Pursuant to the Management agreement, the Manager is entitled to five years of management fees, calculated on a pro-forma basis, based on the then current NAV of the Fund at the time of termination. The 5% difference between NAV and 95% of NAV paid to the Manager in respect of the voluntary annual redemption will be considered a prepayment for the partial surrender of the Manager's right to collect future termination fees as agreed to under the management agreement and is payable and paid by unitholders out of the gross NAV amount.

### *Administration fee*

Pursuant to a management agreement, as amended, the Fund also pays a fixed rate Administration Fee. The fixed administration fee is equal to a percentage of the TAV, calculated and paid in the same manner as the management fee. The administration fee is subject to GST, HST and other applicable taxes. The rate of the administration fee is tiered: 0.35% on the first \$750 million of daily TAV, 0.13% on the portion of the daily TAV that is greater than \$750 million but less than or equal to \$1.5 billion, and 0.11% on the portion of the daily TAV that is in excess of \$1.5 billion.

The Manager shall be responsible to pay all of the expenses associated with the operation and administration of the Fund (the "Operating Expenses") except those expenses specifically excluded as outlined below. Expenses that are the responsibility of the Manager include, without limitation, fees payable to the Trustee under the Declaration; fees payable

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

For the Years Ended December 31, 2017 and 2016

(Amounts in thousands except per unit amounts)

to the Trustee for the performance of any extraordinary services on behalf of the Fund; fees payable to the transfer agent and registrar with respect to the Units; fees payable to the custodian and the auditors of the Fund; operating and administrative costs and expenses; costs and expenses of financial and other reports; costs and expenses relating to complying with all applicable laws and regulations; and the expenses of any action, suit or other proceedings in which or in relation to which the Manager is adjudged to be in breach of any duty or responsibility or standard care to the Fund.

The Fund shall reimburse the Manager for the following expenses incurred on the Fund's behalf by the Manager in connection with the operation and administration of the Fund: all taxes (including, without limitation, HST, GST, capital taxes, income taxes, withholding taxes); borrowing and interest costs; unitholder meeting costs; costs and expenses relating to the issuance of units of the Fund; the fees and expenses of the Independent Review Committee of the Fund; the cost of compliance with any new governmental and regulatory requirements imposed on or after August 30, 2013 (including relating to Operating Expenses) or with any material change to existing governmental and regulatory requirements imposed on or after August 30, 2013 (including increases to regulatory filing fees); any new types of costs, expenses or fees not incurred prior to August 30, 2013, including arising from new government or regulatory requirements relating to the Operating Expenses or related to those external services that were not commonly charged in the Canadian investment fund industry as of August 30, 2013; operating expenses that would have been outside the normal course of business of the Fund prior to August 30, 2013; expenditures incurred upon the termination or conversion of the Fund; and brokerage commissions and other security transaction expenses, including costs of derivatives and foreign exchange transactions.

All transactions are in the normal course of operations and are recorded at the exchange amount. By virtue of providing management services, the Manager is considered a related party.

Included in accounts payable and accrued liabilities at December 31, 2017 is \$1,513 (December 31, 2016 - \$1,440) owed to the Manager for the above items.

### 11. BROKERAGE COMMISSIONS AND OTHER PORTFOLIO TRANSACTION COSTS

Brokerage commissions paid on securities transactions are considered to be part of operating expenses and are not included in the cost of purchasing securities. Further, they are not netted against the proceeds from selling securities. Of total brokerage commissions paid, a portion may have been directed to cover payment of order execution or investment research goods and services provided to the Portfolio Advisor and/or Manager. For the year ended December 31, 2017 this portion was approximately \$148 (year ended December 31, 2016 - \$125).

### 12. INCREASE (DECREASE) IN NET ASSETS ATTRIBUTABLE TO HOLDERS OF COMMON REDEEMABLE UNITS PER UNIT

The Increase (Decrease) in Net Assets Attributable to Holders of Common Redeemable Units per unit is calculated using the Increase (Decrease) in Net Assets Attributable to Holders of Common Redeemable Units and the weighted average number of units outstanding during the year. For the year ended December 31, 2017 the weighted average number of units outstanding was 90,925 (year ended December 31, 2016 - 92,748). The Fund uses the treasury stock method for this calculation.

### 13. CAPITAL MANAGEMENT

The Fund's capital structure consists of its credit facility, preferred redeemable units, and the net assets attributable to holders of common redeemable units. The Manager has policies and procedures in place to manage the Fund's capital in accordance with its investment objectives,

strategies and restrictions as detailed in its Declaration of Trust. Changes in the Fund's capital during the years ended December 31, 2017 and December 31, 2016 are reflected in the Statements of Changes in Net Assets Attributable to Holders of Common Redeemable Units. The Fund has no specific external capital requirements except as needed to meet certain restrictions under the credit facility relating to NAV. The Fund is in compliance with these restrictions at year end. The Fund's distributions, credit facility, common redeemable units and preferred redeemable units are detailed in Notes 6, 7, 8, 9.



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Dr. William J. Byrne  
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Toronto, Ontario

**Trustee, Transfer Agent & Registrar:**

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**Auditor**

PricewaterhouseCoopers LLP  
Calgary, Alberta

**Stock Exchange Listing**

Toronto Stock Exchange

**Symbol**

EIT.UN (Common units)  
EIT.PR.A (Preferred units)