



# Brompton Flaherty & Crumrine Investment Grade Preferred ETF

**TSX: BPRF**

July, 2020

## Overview

This actively managed ETF seeks to provide: (i) stable monthly cash distributions; and (ii) a stable net asset value. The ETF actively invests in a portfolio consisting primarily of U.S. dollar denominated corporate preferred securities, trust preferred securities and other corporate debt, and may also invest in Canadian preferred shares with foreign currency substantially hedged to the Canadian dollar. At least 75% of the ETF's portfolio (at the time of investment) consists of securities that are rated investment grade. The Sub-Advisor will select a portfolio of preferred investments for the ETF, giving consideration to the opportunity for income, issuer and security diversification, credit quality, and duration/interest rate sensitivity, among other factors.

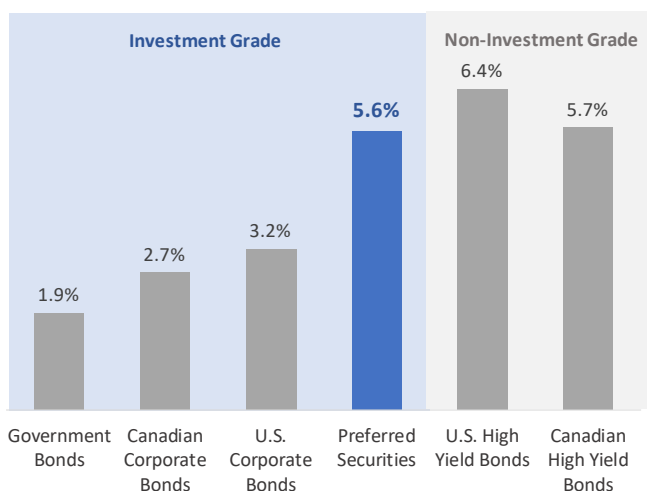
The Sub-Advisor, Flaherty & Crumrine Incorporated was established in 1983, and specializes in US-dollar-denominated preferred securities and corporate debt instruments. The firm uses 30 years of proprietary data on over 1500 preferred securities to carry out intensive credit analysis, thorough vetting of securities' terms and structures, and active portfolio management, with the goal of exploiting pricing inefficiencies in the fixed income markets to provide attractive rates of return on its funds. As of September 30, 2019, Flaherty & Crumrine AUM was approximately U.S. \$4.5 billion, primarily in preferred securities.

## PREFERRED SECURITIES - INVESTMENT RATIONALE

### 1 High Quality, Attractive Income

Portfolio comprised primarily of investment grade U.S. preferred securities, which provide higher income than many investment grade fixed income categories.<sup>1</sup>

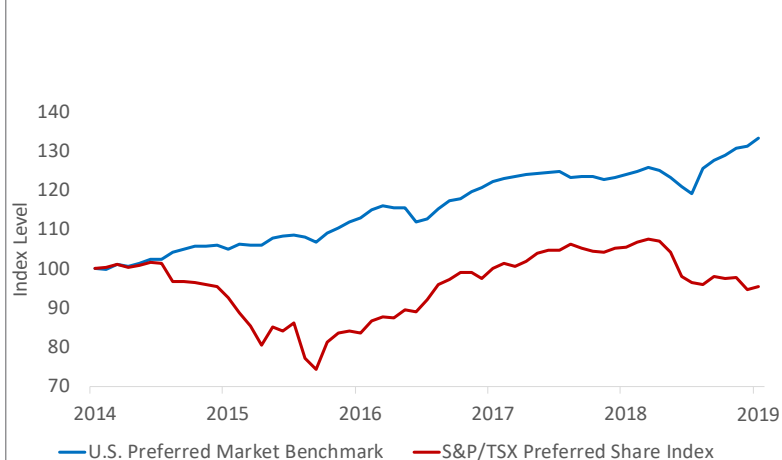
Fixed-Income Yield Comparison<sup>1</sup>



### 2 Historically Resilient

U.S. preferred securities have significantly outperformed Canadian preferred shares over the last 5-years with less than half the volatility<sup>2</sup>

U.S. & Canadian Preferred Indices 5-Year History<sup>2</sup>



<sup>1</sup> Source: Thomson Reuters Datastream as at June 30, 2019. Indices used were ICE BofAML 8% Constrained Core West Preferred & Jr Subordinated Securities Index, ICE BofAML Canadian Corporate Index, ICE BofAML US Corporate Index, ICE BofAML Canadian High Yield Index, ICE BofAML High Yield Master II Index, and ICE BofAML US Treasury Master Index.

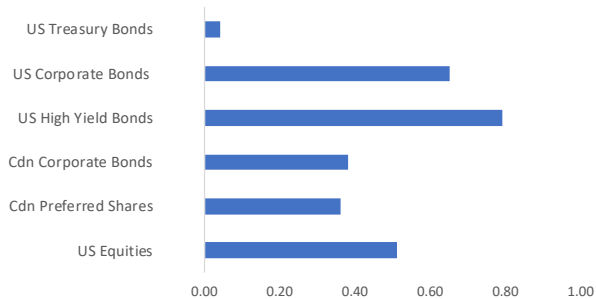
<sup>2</sup> Source: Thomson Reuters Datastream, as at June 30, 2019. The U.S. Preferred Securities Index is represented by the ICE BofAML 8% Constrained Core West Preferred & Jr Subordinated Securities Index

### 3 Diversification

Preferred Securities have low correlation of returns to traditional equity and fixed income categories, providing an effective tool to diversify portfolio returns and risk<sup>3</sup>

#### Preferred Securities - Low Correlation<sup>3</sup>

##### Diversification opportunity when correlation < 1



### 4 Benefits of Active Management

Unlike a passive index, an actively managed ETF can:

- Avoid premium-trading securities that are coming up to a call date, which could lead to loss of principal;
- Select high quality issuers and choose the most attractive Preferred Securities offered by that issuer;
- Access more choice by participating in Institutional Preferreds (which trade like bonds & are 64% of the market); Index ETFs are generally limited to Retail Preferreds (exchange-listed, 36% of the market).

Flaherty & Crumrine has a long track record of actively-managed outperformance of its index. For more information on Flaherty & Crumrine's track record visit:

<http://bit.ly/FAC-performance>

#### Select Portfolio Holdings: June 30, 2020<sup>4</sup>



#### Sub-Advisor

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#### Investor Relations

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#### Manager

Founded in 2000, Brompton is an experienced investment fund manager with income focused investment solutions including TSX traded closed-end funds and exchange-traded funds.

**BROMPTON**  
EXCHANGE TRADED FUNDS

<sup>3</sup> Source: Bank of America Merrill Lynch, Thomson Reuters Datastream as at June 30, 2019. Reflects 10-year correlation of monthly total returns for the period ended June 30, 2019. "US Preferreds" is comprised of 50% of the ICE BofAML 8% Capped Hybrid Preferred Securities Index (P8HO) and 50% of the ICE BofAML 8% Capped Corporate US Capital Securities Index (C8CT) prior to 4/30/2012, and thereafter of the ICE BofAML 8% Constrained Core West Preferred & Jr Subordinated Securities Index (P8JC). Other indices used were the S&P/TSX Preferred Share Index, Barclays Canada Corporate Index, ICE BofAML Canadian Government Index (G0C0), Barclays U.S. Corporate Index, Barclays U.S. Corporate High Yield Index, Credit Suisse Leveraged Loan Index, ICE BofAML AAA Treasury/Agency Masters Index (G0A0), and the S&P 500 Index. The correlations are calculated using monthly returns over trailing 10 years.

<sup>4</sup> Please visit [www.bromptongroup.com](http://www.bromptongroup.com) for a portfolio summary.

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