

# IPC ESG Balanced Essentials Portfolio (formerly Counsel Balanced Growth Portfolio)

## Series F

September 17, 2019

This document contains key information you should know about IPC ESG Balanced Essentials Portfolio (formerly Counsel Balanced Growth Portfolio) Series F. You can find more detailed information in the fund's simplified prospectus. Ask your representative for a copy, contact Counsel Portfolio Services Inc. ("Counsel") at 1-877-625-9885 or info@counselservices.com or visit www.counselservices.com.

**Before you invest in any fund, consider how the fund would work with your other investments and your tolerance for risk.**

**Effective September 13, 2019, the fund's investment objective was changed to invest primarily in ETFs; allow increased exposure to international securities; and invest under an ESG framework. Had the current objective been in effect, the fund's performance would have been different. Concurrently, the management fee for this series was decreased from 1.03% to 0.55%. Additionally, the administration fee was increased from 0.06% to 0.15%. These changes will lower the MER for this series.**

### Quick facts

<b>Fund code:</b>	CGF711	<b>Fund manager:</b>	Counsel Portfolio Services Inc.
<b>Date series started:</b>	February 13, 2006	<b>Portfolio manager:</b>	Counsel Portfolio Services Inc.
<b>Total fund value on July 31, 2019:</b>	\$76 Million	<b>Distributions:</b>	Annually, in December
<b>Management expense ratio (MER):</b>	1.26%	<b>Minimum investment:</b>	\$500 initial; \$100 additional; \$50 for pre-authorized debit plans. These amounts may change from time to time, and may also be waived by Counsel.

### What does the fund invest in?

The Fund seeks to provide investors with a balance of income and long-term capital appreciation by investing primarily in exchange-traded funds ("ETFs") to gain exposure to global equity and fixed income securities. The Fund may also invest in other mutual funds or invest directly in global equity and fixed-income securities and other asset categories. The Fund will follow a responsible approach by primarily investing in ETFs that consider important environmental, social, and governance ("ESG") attributes and seek to invest in companies that have positive ESG business practices. The fund's asset classes will generally range between approximately 55–75% in equity securities and 25–45% in fixed income securities.

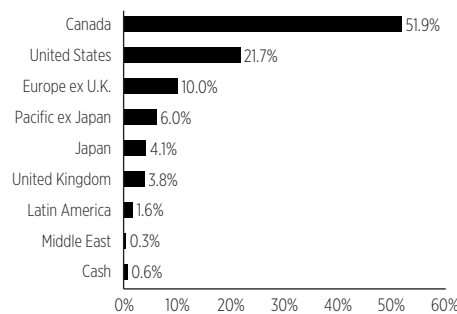
The charts below give you a snapshot of the fund's investments on July 31, 2019. The fund's investments will change.

### Top 10 Investments (July 31, 2019)

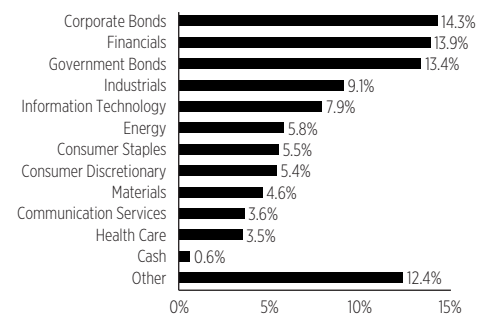
1. Counsel Canadian Core Fixed Income Series O	19.4%
2. Counsel Global Trend Strategy Series O	14.1%
3. Counsel Canadian Growth Series O	13.6%
4. Counsel Canadian Value Series O	12.9%
5. Counsel Global Small Cap Series O	10.4%
6. Counsel International Growth Series O	6.0%
7. Counsel International Value Series O	5.7%
8. Counsel Short Term Bond Series O	4.7%
9. Counsel Global Fixed Income Series O	4.5%
10. Counsel U.S. Growth Series O	4.4%
Total percentage of top 10 investments	95.7%
Total number of investments	12

### Investment mix (July 31, 2019)

#### Effective Regional Allocation



#### Effective Sector Allocation



### How risky is it?

The value of the fund can go down as well as up. You could lose money.

One way to gauge risk is to look at how much a fund's returns change over time. This is called "volatility".

In general, funds with a higher volatility will have returns that change more over time. They typically have a greater chance of losing money and may have a greater chance of higher returns. Funds with lower volatility tend to have returns that change less over time. They typically have lower returns and may have a lower chance of losing money.

### Risk rating

Counsel has rated the volatility of this fund as **low to medium**.

Because this fund recently changed its investment objective, the risk rating is only an estimate by Counsel. Generally, the rating is based on how much the fund's returns have changed from year to year. It doesn't tell you how volatile the fund will be in the future. The rating can change over time. A fund with a low risk rating can still lose money.



For more information about the risk rating and specific risks that can affect the fund's returns, see the "What are the Risks of Investing in the Fund?" section of the fund's simplified prospectus.

### No guarantees

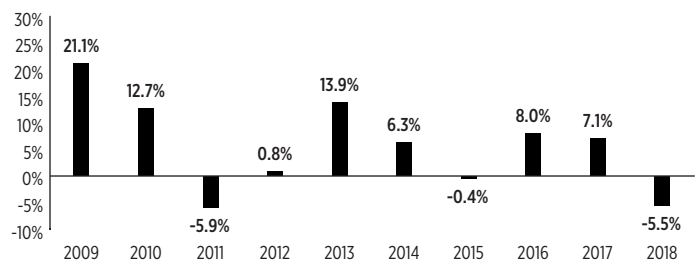
Like most mutual funds, this fund doesn't have any guarantees. You may not get back the amount of money you invest.

### How has the fund performed?

This section tells you how Series F securities of the fund has performed over the past 10 years. Returns are after expenses have been deducted. These expenses reduce the fund's returns.

### Year-by-year returns

This chart shows how Series F securities of the fund performed in each of the past 10 calendar years. The fund's value has decreased in 3 of the 10 years. The range of returns and change from year to year can help you assess how risky the fund has been in the past. It does not tell you how the fund will perform in the future.



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Series F

**Best and worst 3-month returns**

This table shows the best and worst returns for Series F securities of the fund in a 3-month period over the past 10 years. The best and worst 3-month returns could be higher or lower in the future. Consider how much of a loss you could afford to take in a short period of time.

	Return	3 months ending	If you invested \$1,000 at the beginning of the period
<b>Best return</b>	9.1%	September 30, 2009	Your investment would rise to \$1,091
<b>Worst return</b>	-8.8%	September 30, 2011	Your investment would drop to \$912

**Average return**

A person who invested \$1,000 in Series F 10 years ago would have had \$1,877 as of July 31, 2019. This is equal to an annual compounded return of approximately 6.5%. This is equal to an annual compounded return of approximately 5.0%.

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**Who is this fund for?**

**Investors who:**

- seek a global balanced fund to hold as a key part of their portfolio
- want a medium to long-term investment
- can handle the volatility of stock and bond markets

**A word about tax**

In general, you'll have to pay income tax on any money you make on a fund. How much you pay depends on the tax laws where you live and whether or not you hold the fund in a registered plan such as a Registered Retirement Savings Plan or a Tax-Free Savings Account.

Keep in mind that if you hold your fund in a non-registered account, fund distributions are included in your taxable income, whether you get them in cash or have them reinvested.

**How much does it cost?**

The following tables show the fees and expenses you could pay to buy, own and sell Series F securities of the fund.

The fees and expenses – including any commissions – can vary among series of a fund and among funds. Higher commissions can influence representatives to recommend one investment over another. Ask about other funds and investments that may be suitable for you at a lower cost.

**1. Sales charges**

You pay no sales charges when you buy Series F of this fund.

**2. Fund expenses**

You don't pay these expenses directly. They affect you because they reduce the fund's returns.

As of March 31, 2019, the fund's expenses were 1.35% of its value.

This equals \$13 for every \$1,000 invested.

**More about the trailing commission**

No trailing commissions are paid for Series F of this fund.

**Annual rate (as a % of the fund's value)**

**Management expense ratio (MER)**

This is the total of the management fee and operating expenses (including administration fees and other Fund Costs, as described in detail in the Simplified Prospectus).

1.26%

**Trading expense ratio**

These are the fund's trading costs.

0.09%

**Fund expenses**

1.35%

**3. Other fees**

You may have to pay other fees when you buy, hold, sell or switch securities of the fund.

Fee	What you pay
<b>Asset-Based Fee</b>	Series F securities are available exclusively to investors who have a fee based arrangement with their representative's firm. You and your representative decide on an annual asset-based fee of 0-1.5% based on the average daily market value of your investment. This fee is paid to your representative's firm and is in addition to the expenses payable by the fund. If instructed, Counsel will deduct the fees from your account by redeeming securities of a fund that you have designated in advance and will remit the proceeds to your representative's firm on your behalf.
<b>Switch fees</b>	If you switch between series of the fund or to another Counsel fund, you may pay your representative's firm a switch fee of 0%-2%.
<b>Inappropriate short-term trading fee</b>	A fee of 2% of the amount switched or redeemed may be charged by the fund for inappropriate short-term trading which is defined as trading within a short period of time (less than 90 days) that Counsel believes is detrimental to fund investors.
<b>Excessive short-term trading fee</b>	A fee of 1% of the amount switched or redeemed may be charged by the fund if you invest in the fund for less than 30 days and your trading is part of a pattern of short-term trading that Counsel believes is detrimental to fund investors.

**What if I change my mind?**

Under securities law in some provinces and territories, you have the right to:

- withdraw from an agreement to buy mutual funds within two business days after you receive a simplified prospectus or Fund Facts document, or
- cancel your purchase within 48 hours after you receive confirmation of the purchase.

In some provinces and territories, you also have the right to cancel a purchase, or in some jurisdictions, claim damages, if the simplified prospectus, annual information form, Fund Facts document or financial statements contain a misrepresentation. You must act within the time limit set by the securities law in your province or territory.

For more information, see the securities law of your province or territory or ask a lawyer.

**For more information**

Contact Counsel Portfolio Services Inc. or your representative for the fund's simplified prospectus and other disclosure documents. These documents and the Fund Facts make up the fund's legal documents.

**Counsel Portfolio Services Inc.**  
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To learn more about investing in mutual funds, see the brochure Understanding mutual funds, **which is available on the website of the Canadian Securities Administrators at** [www.securities-administrators.ca](http://www.securities-administrators.ca).