

INCREASE YOUR FUTURE WEALTH POTENTIAL

J ZECHNER ASSOCIATES PREFERRED SHARE POOLED FUND



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In March, the preferred share market moved down for the first half of the month as financial markets waited for details on U.S. tariffs that were pushed back to April 2nd. Conflicting comments from U.S. President Trump and his various competing aides made it difficult to anticipate what the tariff policy would be ultimately. However, it appeared that President Trump was determined to impose significant tariffs despite their negative impact on the U.S. economy and the economies of its trading partners. Mid- month, the preferred share market started moving higher for most of the rest of the month. Preferred share performance was helped on the final day of the month when investors looked to reinvest \$619 million received from the redemptions of the CVE.PR.E, FFH.PR.E, FFH.PR.F and FFH.PR.M series. However, it still finished the month with a negative return. All types of preferred shares had poor average returns in the month, with rate reset and floating rate issues having negative returns of 0.3% and 1.3% respectively, while perpetuals issues were flat. The S&P/TSX Preferred Share index ended the month with a return of -0.12%.

J Zechner Associates Preferred Share Pooled Fund

In March, the fund returned 0.07%, which outperformed the S&P/TSX Preferred Share index. Fund performance benefitted from holding relatively more perpetual type preferred shares, which was the best performing sector over the month.

Portfolio activity during the month including selling some of the CVE.PR.E position in advance of its redemption. Also, we sold the CIBC 7.365% institutional preferred share position, which had appreciated in price and had a yield to its next call date of less than 5%. Proceeds from these sales and cash from dividend income were used to add to existing positions in BMO.PR.E, NA.PR.S, and TA.PR.J.

Outlook and Strategy

This outlook is being written following Trump's rambling Rose Garden speech in which he imposed 10% tariffs on virtually all U.S. imported goods, as well as "reciprocal" tariffs on 60 countries. The rates of the reciprocal tariffs were based on a formula that divides a country's trade surplus with the U.S. by its total exports. Concepts such as relative advantage were not considered. Nor was size of the trade surplus, as reciprocal tariffs were applied to the French archipelago St. Pierre and Miquelon in the Gulf of St. Lawrence, as well as the Falkland Islands. Canada and Mexico were spared (for now) any reciprocal tariffs, but the earlier tariffs on steel, aluminum and autos still apply. Goods that qualify under the USMCA Free trade agreement (also known as

NAFTA 2.0) will still be tariff free and companies that have not completed the paperwork to register those goods now have a strong incentive to do so. Estimates of the percentage of Canadian exports currently registered under USMCA are in the 38% to 40% range but new registrations could take that to 80% or more.

The full impact of the tariffs will depend on how countries respond, including retaliatory tariffs on U.S. goods and services. Those have yet to be determined but, on their own, the U.S. tariffs are likely to result in slower U.S. growth and higher inflation in the United States. The slowdown in growth will occur because the increased uncertainty is already showing up in consumers becoming cautious and businesses deferring investments. In addition, U.S. exports are likely to fall as other countries respond. Inflation will rise because the tariffs will increase the cost of imports, and the U.S. will not be able to replace them with domestic production for at least a few years.

In Canada, the trade war uncertainty is also likely to slow economic activity and hurt corporate profitability. However, Canada's exporters may benefit from the reciprocal tariffs imposed on other countries because that makes Canadian goods relatively more competitive to U.S. buyers. We remain confident in the diversification of the portfolio and the creditworthiness of the issuers in the portfolio. These companies have successfully weathered previous economic downturns without impacting their ability to pay the dividends on their preferred shares.

Also, we believe Canadian inflation is unlikely to change significantly due to the trade war because the Canadian government has chosen retaliatory tariffs on U.S. goods that do not impact day-to-day purchases of average Canadians. Given the relatively good performance of the Canadian economy prior to Trump's tariff threats, we believe the Bank of Canada is likely to hold interest rates steady at its next announcement on April 16th. Only if there is marked deterioration in the economy in the next two weeks will the Bank move, and that is not enough time for the tariffs to have much impact.

31 th March 2025	INVESTMENT RETURNS		
	Quarter	1 year	2 year
Preferred Share Fund	2.37%	15.46%	14.15%
SP/TSX Preferred Share Index *	2.59%	16.72%	15.11%

Notes:

See Performance Disclosure on Page 2

Categorization: Canadian Preferred Share

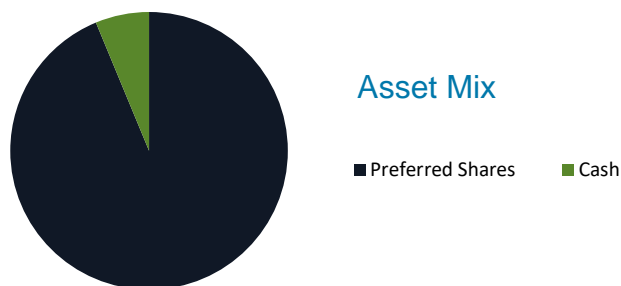
Funds have been categorized according to the Canadian Investment Funds Standards Committee criteria.

Fund Objective:

The fund's investment objective is to provide a combination of current income and long-term capital growth. The Fund will seek to achieve its investment objective primarily by investment in a diversified portfolio of mainly preferred shares of Canadian issuers, Canadian money market securities and debt securities.

Investment Strategy:

The goal of the Fund is to add value of 75 bps per annum over and above the S&P/TSX Preferred Share Index. We will build a well-diversified portfolio of thirty to forty preferred share issues that is actively managed, emphasizing the sectors that offer the best value proposition, we believe that active management can substantially outperform passive investing. Selection of securities is key as we believe, for example, that we should own the cheapest Royal Bank preferred share issue rather than all 22 Royal bank issues. We avoid overvalued sectors and focus on those sectors that offer the best value on a risk / return basis. We will provide superior credit analysis as we apply the same rigorous credit analysis to Preferred share issues as we do to bonds. We believe that the index is not a prescription of how to invest but rather a proxy of the whole market. Execution of trades and price discipline are essential in a market that can be less liquid.



Top 5 Holdings:

Preferred Shares	
TransCanada Pipelines 4.00% Series 7	5.00%
Enbridge Inc. 6.434% Series C	4.96%
Enbridge Inc. 6.696% Series N	4.84%
Algonquin Power 6.853% Series D	4.83%
Manulife 6.35% Series 13	4.82%
(as of March 31, 2025)	
Cash	1.07%
Current Portfolio Yield	6.32%

Benefits of our Pooled Funds

The J Zechner Associates Pooled Funds offer professional money management, varied investment choices, the potential for above average returns and lower management fees so you keep more of your accumulated wealth.

A pooled fund is a unit trust that operates like a mutual fund but is not required to have a prospectus under securities law.

A pooled fund is sold through an Offering Memorandum.

J Zechner Pooled Funds are available only to Canadian investors and require a minimum investment of \$150,000; unless the investor is an Accredited Investor. Units of the Funds are qualified investments for certain registered plans.

Solid Partnership Foundation

Eligibility for Investment

The Fund will only invest in securities that will be qualified investments under the Income Tax Act (Canada) for a trust governed by a registered retirement savings plan (an "RRSP"), registered retirement income fund (a "RRIF), or tax-free savings account (a "TFSA").

Performance Disclosures

Performance data quoted represents past performance and does not guarantee future results. Investment returns and principal value will fluctuate so that when withdrawals are made by the investor the shares or units may be worth less than their original cost. Unless specified, all performance quoted is gross of fees and expenses.

Benchmarks: Index returns are provided for comparative purposes only to show how the companies returns compare to a broad-based index of securities. As the indices do not have costs, fees or other expenses associated with their performance. In addition, securities held in the indices may not be similar to securities held in the composite's accounts. All returns are expressed in CAD

Notes:

*Returns are Net of Fees.

*All indices are total return.

*Past performance is not indicative of future results.

*Index returns are shown for comparative purposes only. Securities held in the portfolio do not replicate the index. No guarantee is given that performance will match the index indicated.

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