

**What is the GFD - Foyston Care & Maintenance Income Fund?**

The GFD - Foyston Care & Maintenance Income Fund (which we will call the “GFD Fund” for simplicity) was designed specifically for you to invest the money you have set aside to care for your cemetery.

The GFD Fund has three primary investment objectives:

- to ensure long-term capital preservation
- to minimize volatility
- to generate income to enable your cemetery to meet its long-term spending needs

All capital gains are reinvested inside the GFD Fund. All income from interest and dividends generated by the GFD Fund are transferred to the FGP Money Market Fund. Money in the FGP Money Market Fund is yours to spend to care and maintain your cemetery as you see fit.

**What is the FGP Money Market Fund?**

The FGP Money Market Fund aims to generate income with low capital risk primarily through investments in a diversified mix of money market securities. The FGP Money Market Fund is required to invest a minimum of 50% of its market value in Canadian federal government bonds and federally guaranteed securities.

You do not make deposits in the FGP Money Market Fund. Instead, the assets in the FGP Money Market Fund come from the interest and dividends generated by the GFD Fund. The money accumulated in the FGP Money Market Fund is deposited in your bank account after each calendar quarter.

**Who manages the GFD Fund and the FGP Money Market Fund?**

Foyston, Gordon & Payne Inc. (“Foyston”) manages both the GFD Fund and the FGP Money Market Fund. Foyston is an investment management firm based in Toronto and has about 50 employees. Foyston has been in business since 1980 and has hundreds of clients, including major Canadian corporate and public pension plans, financial institutions, and wealthy individuals. The firm manages the assets of another large Canadian cemetery organization, in addition to the 75+ cemeteries invested in the GFD Fund, so they understand your need for stable capital and steady income. Foyston’s focus is on capital preservation, regardless of which types of stocks and bonds they buy for their clients.

**How does Foyston invest your money?**

Foyston buys what it believes to be quality securities at reasonable prices and has used this investment style since it was founded in 1980. Foyston looks for profitable companies that have been in business for many years and that will, in its view, continue to generate profits. The firm’s research analysts are constantly looking to invest in companies that have high profit potential that are undervalued. Foyston aims to buy securities that are selling at a discount to their fair market value and over time can be sold at or in excess of their value. At the same time, Foyston also endeavours to identify investments that generate attractive amounts of interest and dividends.

**How much income will I receive?**

Foyston is targeting to generate an income stream in the GFD Fund of approximately 3% per year. Example, if you invest \$1 million in the GFD Fund, the target income will be \$30,000 in a year. You will receive the income minus fees.

**What's in the GFD Fund?**

To achieve its objectives (capital preservation, minimization of volatility, and income generation), the GFD Fund will buy a diversified mix of bonds, mortgages, preferred shares, and common shares. The GFD Fund invests primarily in four other funds managed by Foyston, each of which is focused on capital preservation and income generation:

The FGP Corporate Plus Bond Fund

Aims to invest generate an attractive total investment return by investing in a diversified mix of fixed income securities of corporate issuers. The interest paid on these securities will generate high income, and the high-quality nature of the bonds will help maintain the GFD Fund's capital stability.

The FGP Preferred Share Fund

The FGP Preferred Share Fund invests in a diversified mix of income-generating securities. The dividends generated by the FGP Preferred Share Fund are intended to decrease the GFD Fund's volatility and increase the GFD Fund's income to help meet your spending objectives.

The FGP Canadian Equity Dividend Fund

Aims to invest in a diversified mix of dividend-paying stocks. The dividends generated by the FGP Canadian Equity Dividend Fund are intended to decrease the volatility associated with stocks and increase the GFD Fund's income to help meet your objectives. The stocks should also provide some growth, which will help increase your capital.

The FGP Mortgage Fund

Aims to invest in mortgage obligations and other evidences of mortgage-related indebtedness of Canadian, U.S., and international borrowers. The FGP Mortgage Fund aims to generate an attractive total investment return through income and long-term capital appreciation. Investment in the FGP Mortgage Fund will help ensure the GFD Fund continues to produce the necessary income to meet your spending objectives

**Why is investing in the Fund good for my cemetery?**

This GFD Fund is created specifically to meet your needs in caring for and maintaining your cemetery.

### **What is the minimum investment?**

There is no minimum investment.

### **What are the fees?**

A flat fee of 0.90% per annum will be changed to the GFD Fund and 0.10% per annum to the FGP Money Market Fund. The fees include services rendered by Foyston for investment management and administration of the GFD Fund, Comtech Fire Credit Union for acting as your Trustee and providing its trust services, and Guaranteed Funeral Deposits of Canada for liaison and administration.

### **How can I see my account balance?**

Foyston will mail you an account statement every month detailing your balance and transactions. You can also set up an online account to see your latest balance and transactions.

### **How do I get more information?**

- You can click [here](#) to access Foyston's website.
- You can send an email to [CandMinfo@foyston.com](mailto:CandMinfo@foyston.com).
- You can speak with someone by phone by dialling toll-free 1-844-FOYSTON (that's 1-844-369-7866) and ask for extension 1990 during business hours.

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