

# MANAGEMENT REPORT OF FUND PERFORMANCE

### **Harvest Tech Achievers Growth & Income ETF**

(formerly Tech Achievers Growth & Income ETF)

December 31, 2018



The Fund's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure, can be obtained at your request, and at no cost, by calling us at 1-866-998-8298; by writing to us at Harvest Portfolios Group Inc., 710 Dorval Drive, Suite 209, Oakville, Ontario, L6K 3V7; by visiting our website at www.harvestportfolios. com; or on SEDAR at www.sedar.com.

#### **CORPORATE OVERVIEW**

Harvest Portfolios Group Inc. ("Harvest") is a Canadian Investment Manager founded in 2009. Harvest is focused on developing investment products that follow three investment criteria:

- 1. Clear investment objectives
- 2. Transparency
- 3. Consistent income and growth

Harvest endeavours to develop investment products that are clear in their mandate and easy for our investors to understand. We strive to be transparent, so that our investors can open their financial reports and know exactly what they own. Our funds are invested to provide investors with consistent monthly or quarterly income; therefore, we seek to invest our fund portfolios in well managed companies that have a history of steady cash flow and pay dividends.

#### **INVESTMENT PRODUCT**

The Harvest Tech Achievers Growth & Income ETF (formerly Tech Achievers Growth & Income ETF) (the "Fund") investment objectives are to provide unitholders with the opportunity for capital appreciation, monthly cash distributions and lower overall volatility of Portfolio returns than would otherwise be experienced by owning Equity Securities of the Technology Achievers directly. As part of the investment strategy, the Fund will invest in an equally-weighted portfolio of Equity Securities of 20 Technology Issuers from the Technology Achievers Investable Universe that have a market capitalization of at least US\$10 billion at the time of investment and have options in respect of their Equity Securities listed on a recognized options exchange.



#### PRESIDENT'S MESSAGE

Harvest Tech Achievers Growth & Income ETF

Unitholder letter March 2019

Dear Valued Investor,

Like 2017, 2018 proved to be a year of unexpected surprises, though this time with considerably more volatility and global markets ending the year in negative territory.

Should we really be that surprised? As we break into the tenth year since the financial crisis when the market put in a bottom in March 2009, we can point to three additional periods of market disruption: 1) in 2011, 2) late 2015 to early 2016, and 3) most of 2018. I have heard people referring to the current situation as a trader's market while investors have been sidelined. Though the volatility is tough to endure, remaining focused on long term growth by staying invested in great businesses will prove itself now as it has in the past.

A stockholder or unitholder never thinks of himself/herself as a business owner, though in the case of equity investing, that's what you are. You own a piece of many businesses through your ETF or Fund holdings, and if you like what you own and feel comfortable with the underlying companies its best to ignore noise and stay with the program. In short periods of time, interest rates, inflation, analyst reports and media articles can move a company's share price around, but over longer time horizons the trendline economics of the underlying business will override short term price fluctuations with the true direction of the stock price.

One thing we do know is that our investment philosophy at Harvest doesn't change, markets will change, and we accept that, we will fine tune portfolios when the dynamics for a company change, but we maintain our long-term thesis. Option writing, in our Leaders ETFs, allows us to reduce some of the shorter-term risk of a portfolio and monetize that portion of return for income generation. Most of the portfolio will remain long due to our positive bias towards the businesses we hold.

Early in 2018 Harvest launched its first specialty index ETF, the Blockchain Technologies ETF, as a long-term proxy on the transformational Blockchain technology. We truly believe this technology will change the way businesses and consumers transact, track and verify goods and services in a secure and non-corruptible manner. The sell off in crypto currencies early in the year washed through the burgeoning Blockchain technology sector due to its close association to cryptos as Blockchain provides the framework for the crypto currencies to transact upon. As tough as the inaugural year was, we hold steadfast in our belief that it is still early days for Blockchain technology, and it will continue to emerge as the go to transactional technology of the future.

As we look towards 2019, we expect to see some of the macro trade issues resolved and a relatively flat trend for interest rates, it wouldn't surprise us to see markets end the year on a positive note, but to predict how much or how we will get there is like trying to predict the weather. Plan your picnic, just keep an umbrella in the car.

On behalf of Harvest, I would like to thank you for your trust and investment in our products.

Sincerely,

Signed "Michael Kovacs"

Michael Kovacs President and Chief Executive Officer



#### ANNUAL MANAGEMENT DISCUSSION OF FUND PERFORMANCE

The annual management report of fund performance contains financial highlights but does not contain the complete annual financial statements of the Fund. For your reference, the annual financial statements of the Fund are attached to the annual management report of fund performance. You may obtain additional copies of these documents at your request, and at no cost, by calling toll free at 1(866) 998-8298; by writing to us at Harvest Portfolios Group Inc., 710 Dorval Drive, Suite 209, Oakville, Ontario, L6K 3V7; or by visiting our website at www.harvestportfolios.com; or on SEDAR at www.sedar.com.

Unitholders may also contact us using one of these methods to request a copy of the Fund's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.

#### **INVESTMENT OBJECTIVES AND STRATEGY**

The Fund has been created to invest in a portfolio (the "Portfolio") of 20 equally-weighted Equity Securities of Technology Issuers chosen from the Technology Achievers Investable Universe that at the time of investment and immediately following each quarterly reconstitution and rebalancing (i) have a market capitalization of at least US\$10 billion, and (ii) have options in respect of their Equity Securities listed on a recognized options exchange (the "Technology Achievers").

The Fund's investment objectives are to provide Unitholders with (i) the opportunity for capital appreciation; (ii) monthly cash distributions; and (iii) lower overall volatility of the Portfolio returns than would otherwise be experienced by owning Equity Securities of the Technology Achievers directly.

The Manager will select the Equity Securities for the Portfolio and will quarterly reconstitute and rebalance the Portfolio such that the Portfolio, at the time of the initial investment and immediately following each quarterly reconstitution and rebalancing, will have the following investment characteristics:

- **Quality –** An average 3-year Return on Equity greater than the average for the Technology Achievers Investable Universe;
- **Value –** An average current year Forward Price-to-Earnings Ratio that is less than the average for the Technology Achievers Investable Universe; and
- **Growth –** An average PEG Ratio that is less than the average for the Technology Achievers Investable Universe.

#### **RISK**

The risks associated with investing in the Fund are as described in the prospectus. There were no material changes to the Fund over the period that affected the overall level of risk of the Fund.

#### **RESULTS OF OPERATIONS**

The Fund returned -0.21% for Series A and 0.57% for Series U compared to the S&P 500 Information Technology Total Return Index return of -0.29% for the year ending December 31, 2018. One of the reasons for the modest divergence is the Fund's equal weight strategy versus the benchmark index being concentrated with over 40% representing the top 4 holdings in the Index in addition to foregoing some upside in return for income earned on the covered call strategy.

The Information Technology sector proved to be volatile throughout 2018, outperforming the broader market dramatically in the first half before declining sharply thereafter, particularly in the fourth quarter. Market weakness was largely driven by concerns that rising trade tensions, increasingly restrictive monetary policy and other sources of geopolitical uncertainty would lead to an economic recession in the near future. Although the fund did not fully participate in the benchmark rally during the first half of the year, a shift in positioning towards less cyclical areas such as software and IT services as well as the equal weighting of the fund's positions helped to insulate it somewhat from the sector weakness that occurred in the fourth quarter.

During the year the fund's benchmark was materially redefined by the index provider. These changes ultimately resulted in an increase in the concentration of the index with two constituents, Apple Inc. and Microsoft Corp., now representing approximately 30%+ of the index. Two of the key names that were removed from the benchmark, Facebook Inc. & Alphabet Inc. (formerly known as Google) continued to be held in the portfolio at the end of the period.

The Fund remained invested in 20 technology leaders and sold call options on underlying holdings held in the Portfolio during the period in order to meet its investment and income objectives.



#### RECENT DEVELOPMENTS

On June 14, 2018, the Fund changed its name from Tech Achievers Growth & Income ETF to Harvest Tech Achievers Growth & Income ETF. No changes were made to the investment objective, strategies or management of the Fund.

#### **RELATED PARTY TRANSACTIONS**

There were no related party transactions during the reporting period, except for management fees and other expense reimbursements paid to Harvest, as noted below in Management and Other Fees.

#### MANAGEMENT AND OTHER FEES

Prior to conversion to an ETF, the Fund paid its manager, Harvest, a management fee calculated based on the average weekly net asset value ("NAV") and paid monthly in arrears, based on an annual rate of 1.00%, plus applicable taxes, of the NAV of the Fund. Subsequent to the conversion to an ETF, the Fund paid its manager, Harvest, a management fee calculated based on the average daily net asset value ("NAV") and paid monthly in arrears, based on an annual rate of 0.85%, plus applicable taxes, of the NAV of the Fund.

#### **Operating expenses**

The Fund is responsible for operating expenses relating to the carrying on of its business, including custodial services, interest, taxes, legal, audit fees, transfer agency services relating to the issue and redemption of units, and the cost of financial and other reports, costs and expenses for the Fund's Independent Review Committee ("IRC"), including fees and expenses of the IRC members and compliance with applicable laws, regulations and policies. The Manager pays for such expenses on behalf of the Fund, except for certain expenses such as interest, and is then reimbursed by the Fund.

The Manager may, in some cases, absorb a portion of the Fund's operating expenses. The amount of absorption for the year ended December 31, 2018 was \$23,671 (2017 - \$49,485). The Manager may cease doing so at any time without notice to unitholders. The management expense ratios of the Fund with and without the absorptions are reported in the Ratios and Supplemental Data table.

#### Other expenses

The Manager will be reimbursed by the Fund for all reasonable costs, expenses and liabilities incurred by the Manager for performance of services on behalf of the Fund in connection with the discharge by the Manager of its duties hereunder. Such costs and expenses may include, without limitation: mailing and printing expenses for reports to unitholders and other unitholder communications; a reasonable allocation of salaries, benefits and consulting fees; independent directors of the Manager and other administrative expenses and costs incurred in connection with the Fund's continuous public offering and other obligations. These expenses are allocated by the Manager on a reasonable basis, across all of the Harvest Portfolios Group Inc. funds, and series of each applicable fund. These expenses were \$61,821 for the year ended December 31, 2018 (2017 - \$67,479) and are included in the unitholder reporting costs on the Statements of Comprehensive Income (Loss) in the financial statements.

#### RECOMMENDATIONS OR REPORTS BY THE INDEPENDENT REVIEW COMMITTEE

The Independent Review Committee tabled no special reports and made no extraordinary material recommendations to management of the Fund during the year ended December 31, 2018.



#### **FINANCIAL HIGHLIGHTS**

The following tables present selected key financial information about the Fund and are intended to help you understand the Fund's financial performance for the year ended December 31, 2018 and past annual periods. This information is derived from the Fund's annual audited financial statements.

#### Series A

THE FUND'S NET ASSETS				
PER UNIT	2018	2017	2016	2015
Net assets - beginning of the year <sup>2</sup>	\$ 9.87	\$ 8.13	\$ 8.26	\$ 9.31
Increase (decrease) from operations				
Total revenue	0.12	0.12	0.12	0.31
Total expenses	(0.15)	(0.15)	(0.14)	(0.10)
Realized gains (losses) for the year	0.46	1.66	(0.20)	(0.93)
Unrealized gains (losses) for the year	 (0.66)	0.88	0.75	0.03
Total increase (decrease) from operations <sup>1</sup>	\$ (0.23)	\$ 2.51	\$ 0.53	\$ (0.69)
Distributions <sup>3</sup>				
Net investment income	-	-	-	(0.10)
Return of capital	(0.70)	(0.70)	(0.70)	(0.31)
Total annual distributions <sup>3</sup>	\$ (0.70)	\$ (0.70)	\$ (0.70)	\$ (0.41)
Net assets - end of the year <sup>1</sup>	\$ 9.20	\$ 9.87	\$ 8.13	\$ 8.26

RATIOS AND SUPPLEMENTAL DATA	2018	2017	2016	2015
Total net asset value	\$ 52,678,452	\$ 40,475,252	\$ 40,796,512	\$ 42,995,300
Number of units outstanding	5,726,707	4,101,707	5,020,422	5,202,122
Management expense ratio <sup>4</sup> Management expense ratio before waivers or	1.39%	1.53%	1.65%	9.96%
absorptions <sup>4</sup>	1.43%	1.66%	1.65%	9.96%
Trading expense ratio <sup>5</sup>	0.11%	0.15%	0.11%	0.34%
Portfolio turnover rate <sup>6</sup>	61.78%	91.56%	40.45%	78.97%
Net asset value per unit	\$ 9.20	\$ 9.87	\$ 8.13	\$ 8.26
Closing market price (HTA)*	\$ 9.18	\$ 9.90	\$ 8.10	\$ 7.68

On conversion to an ETF, Series A traded under the symbol HTA. Prior to conversion, Series A traded under the symbol HTA.UN as a closed end fund.



#### Series U (CAD)

THE FUND'S NET ASSETS			
PER UNIT		2018	2017
Net assets - beginning of the year <sup>2</sup>	\$	12.21	\$ 11.88
Increase (decrease) from operations			
Total revenue		0.16	0.07
Total expenses		(0.19)	(0.10)
Realized gains (losses) for the year		1.10	0.35
Unrealized gains (losses) for the year		0.01	0.39
Total increase (decrease) from operations <sup>1</sup>	<u>\$</u>	1.08	\$ 0.71
Distributions <sup>3</sup>			
Return of capital		(0.91)	(0.44)
Total annual distributions <sup>3</sup>	\$	(0.91)	\$ (0.44)
Net assets - end of the year <sup>1, 7</sup>	\$	12.49	\$ 12.21

RATIOS AND		
SUPPLEMENTAL DATA	2018	2017
Total net asset value	\$ 4,058,261	\$ 4,272,583
Number of units outstanding	325,000	350,000
Management expense ratio <sup>4</sup>	1.39%	1.46%
Management expense ratio before waivers or		
absorptions <sup>4</sup>	1.43%	1.59%
Trading expense ratio <sup>5</sup>	0.11%	0.27%
Portfolio turnover rate <sup>6</sup>	61.78%	91.56%
Net asset value per unit	\$ 12.49	\$ 12.21
Closing market price - USD (HTA.U)	\$ 9.09	\$ 9.78

#### **Explanatory Notes:**

- 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 reporting period. It is not intended that the Fund's net
  assets per unit table act as a continuity of opening and closing net assets per unit.
- 2. Net assets, at the commencement of operations on May 26, 2015 was \$9.31, net of agents' commissions and issuance costs of \$0.69 per unit. Series U commenced operation on June 19, 2017 with a net asset value of \$11.88 (\$9.00 USD).
- 3. Distributions were paid in cash or reinvested in additional units of the Fund.
- 4. Management expense ratio ("MER") is based on total expenses (excluding commissions and other portfolio transaction costs) of the stated period and is expressed as an annualized percentage of daily average net asset value during the period. The MER for the period from May 26, 2015 to December 31, 2015 includes agents' fees of \$2,887,500 and issue costs of \$825,000. These costs are treated as one-time expenses and therefore were not annualized. The MER without these costs is 1.96%.
- 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.
- 6. The Fund's portfolio turnover rate indicates how actively the Fund's portfolio advisor manages its portfolio investments. A portfolio turnover of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the period. The higher a Fund's portfolio turnover rate, the greater the trading costs payable by the Fund and the greater the chance of an investor receiving taxable capital gains. There is not necessarily a relationship between a high turnover rate and the performance of a Fund.
- 7. The USD amount of the net assets at the end of the period was \$9.15 USD.



#### **Past Performance**

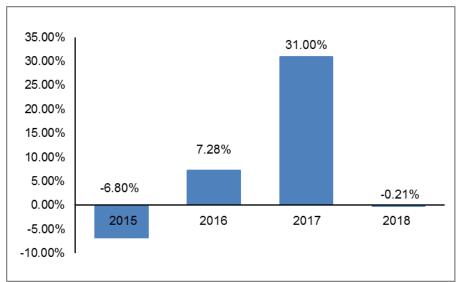
The performance information presented herein assumes all dividends of the Fund during the periods presented were reinvested in additional securities of the Fund. The performance information does not take into account sales, redemptions, or other charges that would have reduced returns or affected performance. Past performance of the Fund is not necessarily indicative of how it will perform in the future.

#### YEAR-BY-YEAR RETURNS

The following charts present the Fund's performance for each of the years shown. The chart shows, in percentage terms, how much an investment made on the first day of each financial year would have grown or decreased by the last day of each financial year.

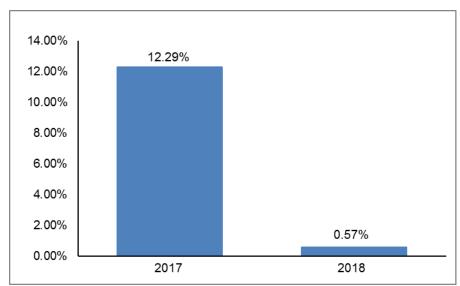
#### **Fund Performance**

#### Series A



2015 represents the period from May 26 to December 31

#### Series U (USD)



2017 represents the period from June 19 to December 31



#### ANNUAL COMPOUND RETURNS

The following table shows the annual compound returns for the Fund. All returns are in Canadian dollars unless otherwise indicated, on a total return basis, net of fees.

For comparison purposes, the S&P 500 TR InfoTech Sector (USD) (the "Index") is used. While the Fund uses this benchmark for long-term performance comparisons, it is not managed relative to the composition of the Index. As a result, the Fund may experience periods when its performance is not aligned with the Index, either positively or negatively. The return of the Index is calculated without the deduction of management fees and fund expenses whereas the performance of the Fund is calculated after deducting such fees and expenses. Please see the "Results of Operations" section of this report for a discussion on recent performance.

Investment Return %	1 Year	3 Years	5 Years	10 Years	Since Inception*
Series A Performance	-0.21	11.93	-	-	7.73
S&P 500 TR InfoTech Sector (USD)	-0.29	16.37	-	-	13.97
Series U Performance (USD)	0.57	-	-	-	8.28
S&P 500 TR InfoTech Sector (USD)	-0.29	-	-	-	9.85

<sup>\*</sup> Since inception is May 26, 2015 for Series A and June 19, 2017 for Series U



#### SUMMARY OF INVESTMENT PORTFOLIO

The Portfolio by Sector chart below provides a portfolio breakdown based on the total transactional net asset value of the Fund's portfolio holdings. A detailed breakdown of the Fund's holdings is available in the "Schedule of Investments" section of the Fund's annual financial statements.

#### As at December 31, 2018

Top Holdings	% of Net Asset Value
Texas Instruments Incorporated	5.5
Red Hat, Inc.	5.5
salesforce.com, inc.	5.4
Intel Corporation	5.4
Intuit Inc.	5.3
Visa Inc., Class A	5.3
Oracle Corporation	5.2
Microsoft Corporation	5.2
Automatic Data Processing, Inc.	5.2
Alphabet Inc., Class A	5.2
Cisco Systems, Inc.	5.1
Adobe Inc.	5.0
QUALCOMM Incorporated	5.0
International Business Machines Corporation	4.9
Cognizant Technology Solutions Corporation, Class A	4.9
Accenture PLC, Class A	4.8
Facebook, Inc., Class A	4.8
Broadcom Inc.	4.7
Apple Inc.	4.7
NVIDIA Corporation	3.7
Cash and other assets and liabilities	2.2
Foreign currency forward contracts	(3.0)
Total	100.0

This summary of investment portfolio may change due to the ongoing portfolio transactions of the Fund. Quarterly updates of the Fund's investment portfolio are available from Harvest Portfolios Group Inc. at <a href="https://www.harvestportfolios.com">www.harvestportfolios.com</a>.

#### **SECTOR ALLOCATION**

Sector	% of Net Asset Value
Software	31.6
IT Services	25.1
Semiconductors & Semiconductor Equipment	24.3
Interactive Media & Services	10.0
Communications Equipment	5.1
Technology Hardware, Storage & Peripherals	4.7
Cash and other assets and liabilities	2.2
Foreign currency forward contracts	(3.0)
Total	100.0





#### **Head Office**

710 Dorval Drive, Suite 209 Oakville, Ontario L6K 3V7 Phone Number: 416.649.4541

Toll Free: 866.998.8298 Fax Number: 416.649.4542

Email: info@harvestportfolios.com

#### CAUTION REGARDING FORWARD-LOOKING STATEMENTS

This document may contain forward-looking statements relating to anticipated future events, results, circumstances, performance or expectations that are not historical facts but instead represent our beliefs regarding future events. By their nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that predictions and other forward-looking statements will not prove to be accurate. We caution readers of this document not to place undue reliance on our forward-looking statements as a number of factors could cause actual future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed or implied in the forward-looking statements. Actual results may differ materially from management expectations as projected in such forward-looking statements for a variety of reasons, including but not limited to market and general economic conditions, interest rates, regulatory and statutory developments, the effects of competition in the geographic and business areas in which the Fund may invest and the risks detailed from time to time in the Fund's prospectus or offering memorandum. We caution that the foregoing list of factors is not exhaustive and that when relying on forward-looking statements to make decisions with respect to investing in the Fund, investors and others should carefully consider these factors, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements. Due to the potential impact of these factors, the Fund does not undertake, and specifically disclaims, any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by applicable law.

