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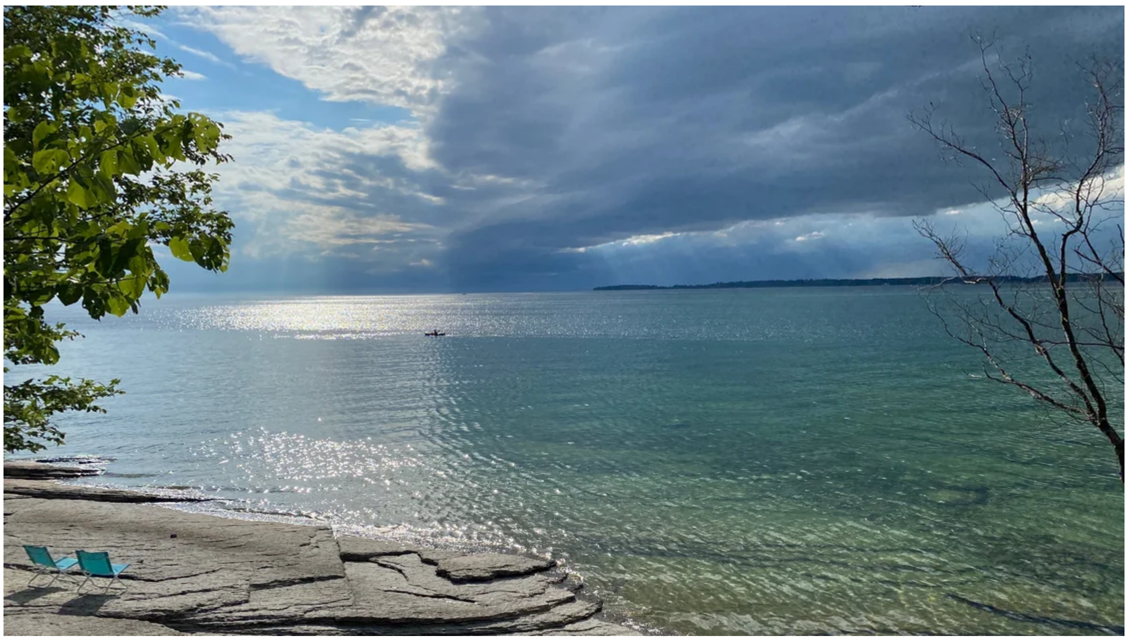
W.A. ROBINSON ASSET MANAGEMENT LTD. Big Credentials. Small-Town Values.

Advisor Newsletter ***Spring 2022***

Worried about Market Volatility?



Untamed inflation, the Russian invasion of Ukraine, and a potential recession are three factors tainting an unexpectedly robust economic return post-pandemic. Will they contribute to volatility in the stock markets in 2022? In 2023? What will be the impact on the more traditional bond markets? How will these events affect the income requirements of retired, or near-retirement clientele?

In this **Spring Issue of our Advisor Newsletter**, we aim to help Canadian advisors assist their investing clients in making sound choices for the times.

Let's discuss whether the Frontenac MIC is the right solution for your clients.

Gord

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W.A. Robinson Asset Management
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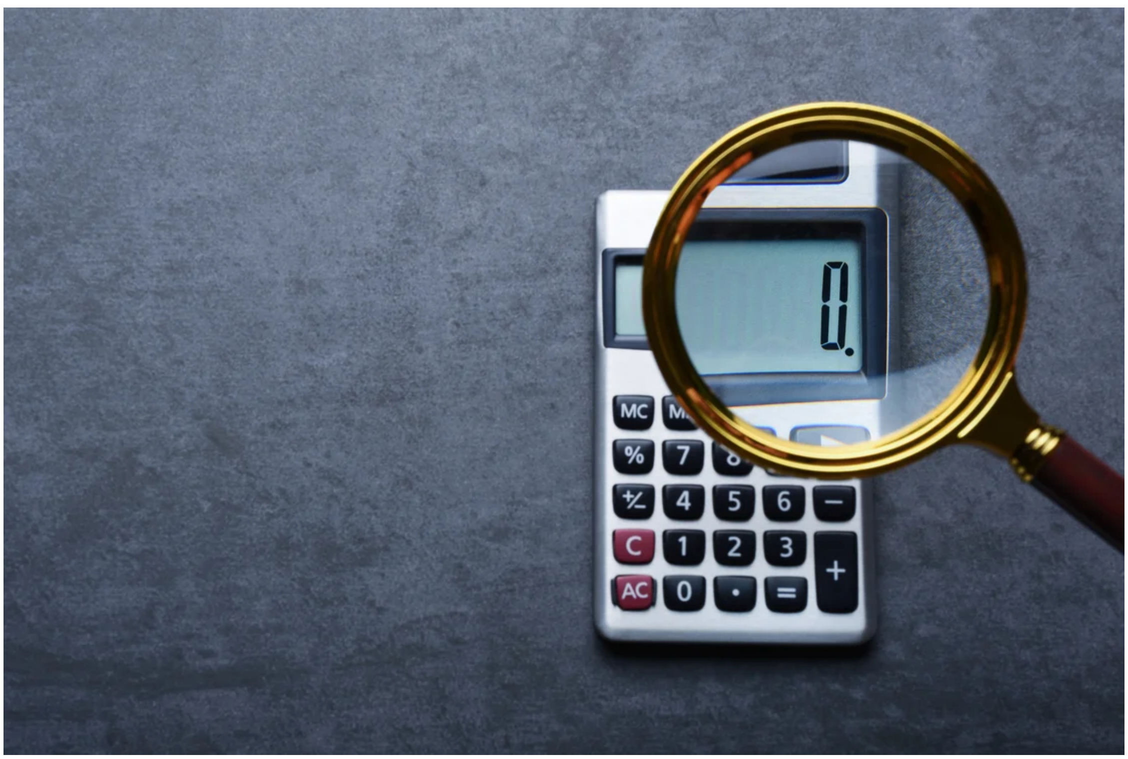
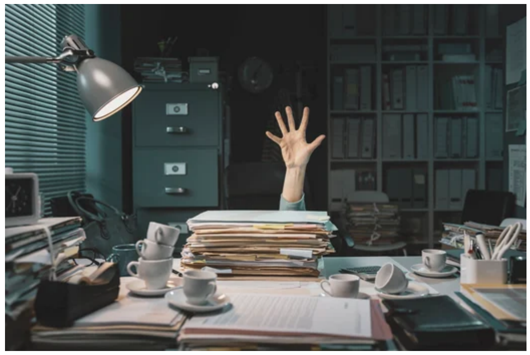
The Zero Annual Return Challenge



We stress tested the already-conservative Frontenac MIC

Despite decades of consistent, reliable returns of between 5.0% and 6.5% annually after fees, we still find it helpful now and again to measure its stability. In this case, we explored the implausible scenario wherein the Frontenac MIC produces a 0% rate of return in a calendar year. ***Spoiler alert*:** The external factors required to bring this to bear would be devastating to all major traditional asset classes.

Read the full story here



Easier to Buy

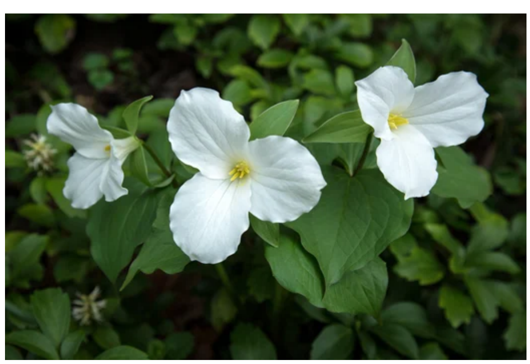
The unlisted, prospectus-offered Frontenac MIC means:

Less paperwork – No OM forms or subscription docs are required to buy. You can purchase the Frontenac MIC by entering our F-Class code (**WAR 110**) into Fundserv. It's just that easy!

Less worry - Enhanced regulatory oversight (Ontario Securities Commission) offers transparency and risk mitigation, providing advisors ***and your investors*** with greater peace of mind.

Our approach has generated positive returns for investors since the initial prospectus offering in 2005, and privately through W.A. Robinson Asset Management for over 35 years.

Download the Prospectus here



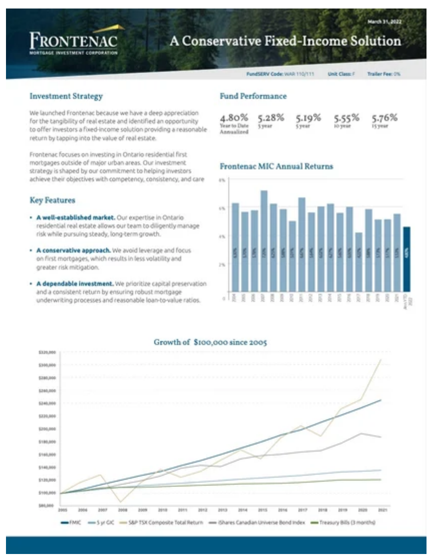
Three Alternative Asset Investments Entrepreneurs Should Explore

A **recent Forbes article** outlined strategies and asset classes that can help mitigate portfolio risk during a stock market sell-off. Included is real estate, which traditionally performs well during periods of higher inflation.

We've had this experience at W.A. Robinson over the past 40 years, even through severe downturns. In such times, investors are comforted by the "real" tangible nature of property assets over more esoteric investments such as internet-based technology.

Read the full Forbes article

What's New at W.A. Robinson Asset Management?



FRONTENAC
MORTGAGE INVESTMENT CORPORATION

March 31, 2022

A Conservative Fixed-Income Solution

FundSERV Code: WAR 110/111 Unit Class: F Trailer Fee: 0%

Investment Strategy

We launched Frontenac because we have a deep appreciation for the tangibility of real estate and identified an opportunity to offer investors a fixed-income solution providing a reasonable return by tapping into the value of real estate.

Frontenac focuses on investing in Ontario residential first mortgages outside of major urban areas. Our investment strategy is shaped by our commitment to helping investors achieve their objectives with competency, consistency, and care

Key Features

- **A well-established market.** Our expertise in Ontario residential real estate allows our team to diligently manage risk while pursuing steady, long-term growth.
- **A conservative approach.** We avoid leverage and focus on first mortgages, which results in less volatility and greater risk mitigation.
- **A dependable investment.** We prioritize capital preservation and a consistent return by ensuring robust mortgage underwriting processes and reasonable loan-to-value ratios.

Fund Performance

4.80% Year to Date Annualized
5.28% 3 year
5.19% 5 year
5.55% 10 year
5.76% 15 year

Frontenac MIC Annual Returns

Growth of $100,000 since 2005

Strong and stable since 1986

Where the Frontenac MIC is concerned, the good news is that there is no news. Frontenac has been reliably uninteresting for decades which is exactly the way we — and your investors — like it. Our **updated Fact Sheet** tells the latest chapter in this story.

As usual, we are targeting a 2022 calendar year return of between 5.5%-6.0% to our Canadian investors.

Download the latest Fact Sheet

We hope to see you at the Wealth Professional Awards

Where we will announce the **W.A. Robinson Advisory Team of the Year (Under 10 Staff)** award winner. Good luck to all nominees, and come say hello if you plan to be there!

Psst: We've been nominated for the Alternative Investment Solutions Provider of the Year category!

Tickets and event info here

We launched the [Frontenac MIC] because we have a deep appreciation for the tangibility of real estate and identified an opportunity to offer investors a fixed-income solution providing a reasonable return by tapping into the value of rural real estate. Today, Frontenac MIC is a unique solution in the MIC space with a solid track record for delivering capital preservation and consistent returns.

Competency. Consistency. Care.®

W.A. ROBINSON ASSET MANAGEMENT LTD.

Website Contact

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