



Exclusive Webinar – November 7th, 2023

"Want to Generate Higher Monthly Cash Flows?" Earn 10%+ Yield In a Tax Efficient Manner – With Hamilton ETFs







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#### Biographies



#### Thane Stenner – Stenner Wealth Partners +

Thane Stenner, CIM®, FCSI®, Senior Portfolio Manager & Senior Wealth Advisor at Stenner Wealth Partners+ of CG Wealth Management. Thane was previously the Managing Director, International Client Advisor, Institutional Consulting Director, and Alternative Investments Director at Morgan Stanley Wealth Management. He is an award-winning host of the BNN Bloomberg Brand Studio Podcast: SmartWealth™ with Thane Stenner and an international best-selling author of the book titled "True Wealth: An Expert Guide for High-Net-Worth Individuals (and Their Advisors)". Stenner Wealth Partners+ is an award-winning in person/virtual team of wealth specialists with a boutique approach and global perspective servicing Canadian and US investors/households with generally a minimum of 10M+ in investable assets or 25M+ net worth, whose clients' range of net worths are between \$25M To \$2.5B+. His team strategically takes on 6-8 clients per year. They may be reached at their website at www.StennerWealthPartners.com, North America Toll-Free Phone at 1 833 STENNER (783 6637), or email SWP@cgf.com.



#### Nick Piquard, Chief Options Strategist – Hamilton ETFs

Nick is Chief Options Strategist at Hamilton ETFs, overseeing our growing suite of income-focused covered call ETFs. Nick brings with him over 25 years of experience specializing in quantitative and options strategies including most recently over a decade as a Portfolio Manager and Options Strategist with one of Canada's largest ETF providers, where he oversaw the day-to-day options activities of their covered call products. Nick has a Bachelor of Mathematics from the University of Waterloo and holds the Chartered Financial Analyst (CFA) designation.



#### Pat Sommerville, Senior Partner, Head of Business Development - Hamilton ETFs

Pat is Senior Partner, Head of Business Development with Hamilton ETFs and is responsible for all forms of firm's sales and marketing activities. Since joining the firm in 2013, he has contributed to the firm's asset growth through his close work and partnership with portfolio managers and investment advisors across Canada who integrate Hamilton ETFs into their portfolios. Pat has worked in the financial services sector since 2005 in progressive sales and marketing roles and has an Honours Bachelor of Arts from Queen's University.

# HAMILTON ETFS About Us More Income, Every Month

## Hamilton ETFs — At a Glance

## One of the fastest growing ETF managers in Canada

- AUM of \$2.8+ billion, across 16 ETFs (up 70% YoY)
- Leaders in Canadian bank & financials ETFs
- One of Canada's <u>largest</u> & <u>fastest growing</u> covered call ETF providers

### **Recent Launches:**

TICKER	FUND NAMES	TARGET YIELD <sup>1</sup>
HBND	Hamilton U.S. Bond Yield Maximizer ETF  Covered Calls  U.S. Treasuries  No Leverage	10%+ monthly
SMAX	Hamilton U.S. Equity Yield Maximizer ETF  Covered Calls  U.S. Equity Leaders  No Leverage	12%+ monthly
QMAX	Hamilton Technology Yield Maximizer ETF  Covered Calls  U.S. Technology  No Leverage	13%+ monthly

<sup>1.</sup> Target yield is an estimate of the annualized yield an investor would receive if the initial distribution remained unchanged for the next 12 months, stated as a percentage of the net asset value per unit on the inception date.

## Insights & Commentary

Sign-up for our timely updates: <u>www.HamiltonETFs.com/#subscribe\_modal</u>



Video: Canadian Banks Weathering the Storm



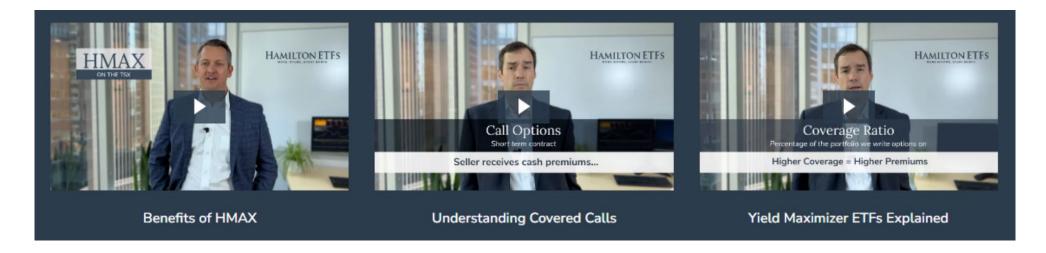
BNN: Canadian Banks Q2 Takeaways



Market Outlook with Ed Yardeni



Canadian Banks: Opportunities & Risks



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# HAMILTON ETFS

Yield Maximizer ETFs

More Income, Every Month

## Maximize Your Monthly Income with Covered Calls

## What Makes our 'MAX' Suite Unique?

- Income-first approach, focusing on generating higher monthly cash flows
- At-the-money call options which offer <u>much greater premiums</u>
- Target coverage ratio that allows for modest growth potential

## Benefits of Active Management

- Nicolas Piquard, CFA, Chief Options Strategist
  - 25+ years experience specializing in options strategies



- <u>Execution</u>: At scale, we receive much better trade execution
- Efficient: Managing options strategies is extremely time-intensive



# Generating Tax Efficient Income

#### Dividend Income

The portion of income from Canadian dividends is considered <u>Eligible Dividends</u>

## Call Option Premium

- Income generated from covered call options is taxed as <u>Capital Gains</u> a lower rate than typical income
- In certain cases, options premiums can be reclassified as <u>Return of Capital</u> which is also favourable

## Eligible for Registered Accounts

RRSP, RRIF, RESP, TFSA, DPSP, RDSP, and FHSA

# UMAX = Canadian Utilities + Covered Calls

- Diversified exposure to Canada's largest utilities, pipelines, telecoms, railways
- Blue-chip portfolio of <u>defensive stocks</u> with <u>stable growing dividends</u>
- Higher monthly income, modest growth potential, and reduced volatility

TICKER	FUND NAME	TARGET YIELD <sup>1</sup>
UMAX	Hamilton Utilities Yield Maximizer ETF  → Get More from Canadian Utilities	13%+
\$140M AUM (0.65% fee)	Covered Call NO Leverage Canada	monthly



























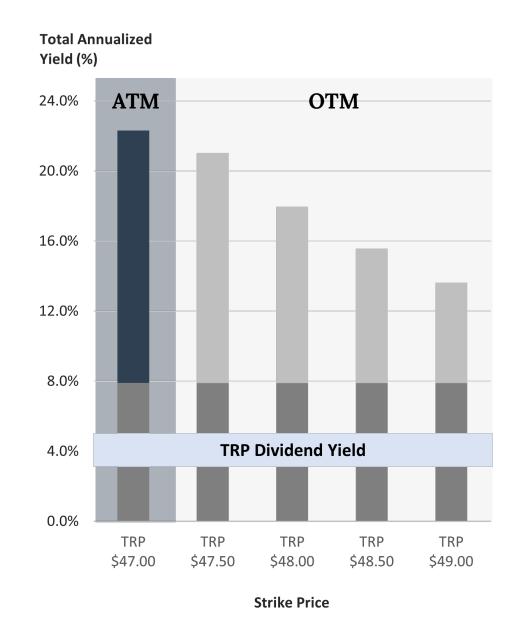
## At-the-Money Options — Canadian Utilities

### Trade-off

- The closer to the current stock price you write, the more premium you receive
- ATM call options forgo more upside potential in exchange for much higher premiums

## ATM Example - TC Energy Corp

>	TRP Stock Price =	\$47
>	TRP Dividend Yield =	7.90%
>	1-Month ATM Call (100%) =	2.40%
>	1-Month ATM Call (50%) =	1.20%
>	Annualized (50% ATM) =	14.40%
	Total Annualized Yield =	22 30%



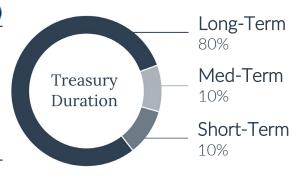


## HBND = U.S. Treasuries + Covered Calls

- CAD-Hedged exposure to U.S. treasuries with a focus on long-term durations
- Active covered call strategy to <u>increase monthly income</u> and <u>reduce volatility</u>
- Tax Efficient distributions without taking on additional credit risk

TICKER	FUND NAME	TARGET YIELD¹
HBND	Hamilton U.S. Bond Yield Maximizer ETF ■ → Canada's 1 <sup>st</sup> Covered Call Bond ETF <sup>2</sup>	10%+
NEW! (0.45% fee)	Covered Call NO Leverage Fixed Income	monthly

TICKER	NAME	WEIGHT	YIELD	AUM (\$bln)
TLT	iShares 20+ Year Treasury Bond ETF	50%	3.4%	\$40.5
VGLT	Vanguard Long-Term Treasury ETF	30%	3.3%	\$7.4
VGIT	Vanguard Intermediate-Term Treasury ETF	10%	2.6%	\$16.8
SCHO	Schwab Short-Term U.S. Treasury ETF	5%	4.3%	\$12.4
BIL	SPDR® Bloomberg 1-3 Month T-Bill ETF	5%	5.1%	\$29.8
		100%	3.74%	\$21.38



<sup>1.</sup> Target yield is an estimate of the annualized yield an investor would receive if the initial distribution remained unchanged for the next 12 months, stated as a percentage of the net asset value per unit on the inception date; 2. Based on the universe of ETFs that trade on the Toronto Stock Exchange, as of September 14, 2023. \*All portfolio data as at September 14, 2023.

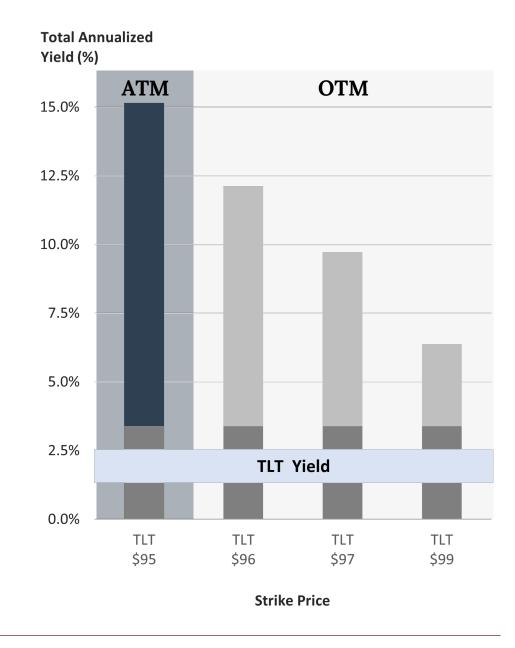
# At-the-Money Options — U.S. Bonds

## Trade-off

- The closer to the current stock price you write, the more premium you receive
- ATM call options forgo more upside potential in exchange for much higher premiums

## ATM Example – TLT ETF

>	TLT Stock Price =	\$95
>	TLT Yield =	3.40%
>	1-Month ATM Call (100%) =	1.96%
>	1-Month ATM Call (50%) =	0.98%
>	Annualized (50% ATM) =	11.76%
	Total Annualized Yield =	15.16%



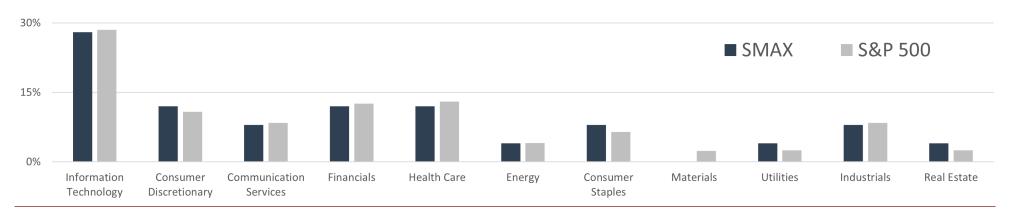


# SMAX = U.S. Equities + Covered Calls

- Un-Hedged exposure to U.S. Equities with a similar sector mix to S&P 500
- Active covered call strategy to <u>increase monthly income</u> and <u>reduce volatility</u>
- ~30% coverage allows for ~70% upside potential

TICKER	FUND NAME	TARGET YIELD <sup>1</sup>
SMAX  NEW! (0.65% fee)	Hamilton U.S. Equity Yield Maximizer ETF  → Higher Income from U.S. Equity Leaders  Covered Call  NO Leverage  U.S. Equities	12%+ monthly

### Similar Sector Mix to the S&P 500 - Exposure to Largest Companies per Sector



## At-the-Money Options — J.P. Morgan

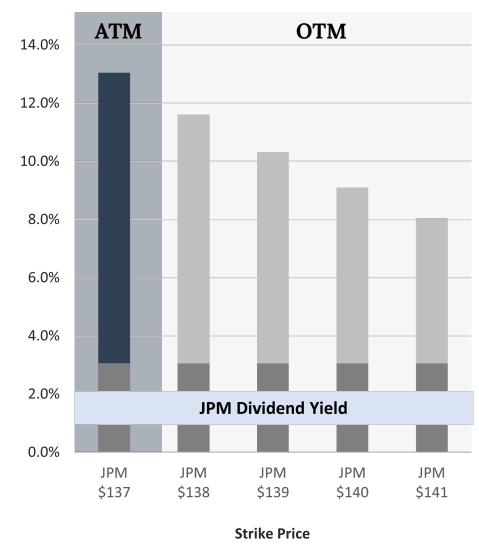
## Trade-off

- The closer to the current stock price you write, the more premium you receive
- Higher volatility in U.S. equities allows us to achieve a higher yield with lower coverage

## ATM Example – J.P. Morgan

>	JPM Stock Price =	\$137
>	JPM Dividend Yield =	3.06%
	1-Month ATM Call (100%) =	2.77%
>	1-Month ATM Call (30%) =	0.83%
>	Annualized (30% ATM) =	9.98%
	Total Annualized Yield =	13.04%

#### Total Annualized Yield (%)



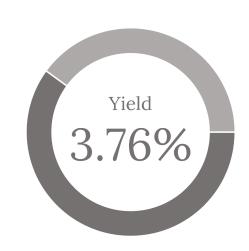
# HAMILTON ETFS

Asset Allocation

More Income, Every Month

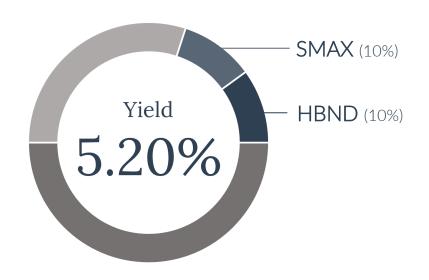
## Where do Yield Maximizer ETFs Fit in Your Portfolio?

Our Yield Maximizer ETFs can significantly increase a portfolio's yield



#### Portfolio A

Asset	Weight	Yield <sup>1</sup>
Equities	60%	3.62%
Bonds	40%	3.96%
		3.76%



#### Portfolio B

Asset	Weight	Yield <sup>1</sup>
Equities	50%	3.62%
Bonds	30%	3.96%
SMAX	10%	12.00%
HBND	10%	10.00%
		5.20%

# Hamilton Suite of Yield Maximizer ETFs

			NEW	NEW	NEW
Ticker	HMAX	UMAX	HBND	SMAX	QMAX
Fund Name	Canadian Financials Yield Maximizer ETF	Utilities Yield Maximizer ETF	U.S. Bond Yield Maximizer ETF	U.S. Equity Yield Maximizer ETF	Technology Yield Maximizer ETF
Target Yield¹	13%+	13%+	10%+	12%+	13%+
Exposure	Canadian Financials	Canadian Utilities	U.S. Treasuries (CAD-Hedged)	U.S. Large-Cap	U.S. Technology
Coverage	~50% ATM (actively managed based on market conditions)		~30% (actively managed base	ATM d on market conditions)	
AUM	\$520M	\$140M	\$30M	NEW!	NEW!
Risk Rating	Medium	Medium	Low-Medium	Low-Medium	Low-Medium
Fee <sup>2</sup>	0.65%	0.65%	0.45%	0.65%	0.65%

<sup>1.</sup> Target yield is an estimate of the annualized yield an investor would receive if the initial distribution remained unchanged for the next 12 months, stated as a percentage of the net asset value per unit on the inception date.





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#### **Contact Us**



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# HAMILTON ETFS Appendix More Income, Every Month

## Disclaimers & Notes to Reader

Commissions, management fees and expenses all may be associated with investments in exchange traded funds (ETFs) managed by Hamilton ETFs. Please read the prospectus before investing. The indicated rates of return are the historical annual compounded total returns including changes in per unit value and reinvestment of all dividends or distributions and does not take into account sales, redemptions, distribution or optional charges or income taxes payable by any securityholder that would have reduced returns. Only the returns for periods of one year or greater are annualized returns. ETFs are not guaranteed, their values change frequently and past performance may not be repeated.

Certain statements contained in this news release constitute forward-looking information within the meaning of Canadian securities laws. Forward-looking information may relate to a future outlook and anticipated distributions, events or results and may include statements regarding future financial performance. In some cases, forward-looking information can be identified by terms such as "may", "will", "should", "expect", "anticipate", "believe", "intend" or other similar expressions concerning matters that are not historical facts. Actual results may vary from such forward-looking information. Hamilton ETFs undertakes no obligation to update publicly or otherwise revise any forward-looking statement whether as a result of new information, future events or other such factors which affect this information, except as required by law.

A prospectus containing important information relating to these securities has been filed with the securities commissions or similar authorities in certain jurisdictions of Canada.

#### For more information, please see www.hamiltonetfs.com/legal

#### Notes to Reader:

Throughout the presentation, certain indices and funds are referred to as follows:

- The S&P 500, widely known capitalization-weighted equity index of U.S. large-cap companies, is represented by the Vanguard S&P 500 Index ETF (CAD-hedged) (VSP)
- The S&P/TSX 60, a market index of 60 large companies listed on the Toronto Stock Exchange, is represented by the iShares S&P/TSX 60 Index ETF (XIU)
- The S&P/TSX Capped Composite Index imposes capped weights of 10% on all of the constituents included in the S&P/TSX Composite. The S&P/TSX Composite covers approximately 95% of the Canadian equities market. It is represented by the iShares Core S&P/TSX Capped Composite Index ETF (XIC).

## HMAX = Canadian Financials + Covered Calls

- Diversified exposure to Canadian financials with focus on Canadian banks (75%)
- Blue-chip portfolio of stocks with history of <u>rising share prices & dividends</u>
- Higher monthly income, modest growth potential, and reduced volatility

TICKER	FUND NAME	TARGET YIELD <sup>1</sup>
HMAX	Hamilton Canadian Financials Yield Maximizer ETF  → Get More from Canadian Financials	13%+
\$520M AUM (0.65% fee)	Covered Call NO Leverage Canada	monthly





















## At-the-Money Options — Canadian Banks

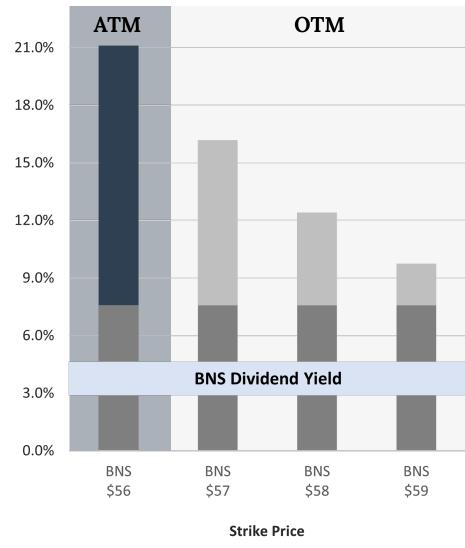
## Trade-off

- The closer to the current stock price you write, the more premium you receive
- ATM call options forgo more upside potential in exchange for much higher premiums

## ATM Example - BNS

	BNS Stock Price =	\$56
>	BNS Dividend Yield =	7.58%
>	1-Month ATM Call (100%) =	2.25%
>	1-Month ATM Call (50%) =	1.13%
>	Annualized (50% ATM) =	13.52%
	Total Annualized Yield =	21.10%





- Un-Hedged exposure to the largest U.S. Technology companies
- Active covered call strategy to increase monthly income and reduce volatility
- ~30% coverage allows for **~70% upside potential**

TICKER	FUND NAME	TARGET YIELD <sup>1</sup>
QMAX  NEW! (0.65% fee)	Hamilton Technology Yield Maximizer ETF → Higher Income from U.S. Tech Leaders  Covered Call NO Leverage Technology	13%+ monthly































# At-the-Money Options — U.S. Tech

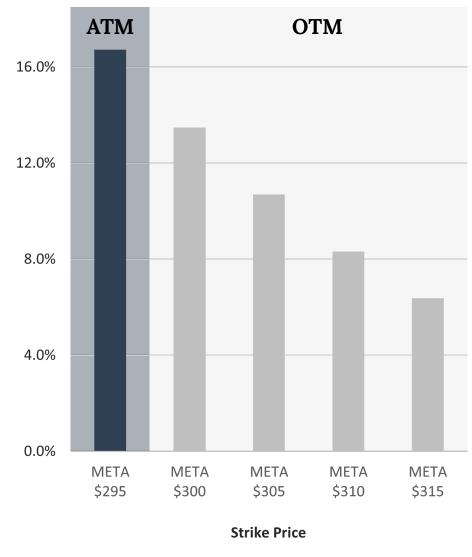
## Trade-off

- The closer to the current stock price you write, the more premium you receive
- Higher volatility in technology companies allows us to achieve a higher yield with lower coverage

## ATM Example - Meta

	META Stock Price =	\$295
>	META Dividend Yield =	0.00%
>	1-Month ATM Call (100%) =	4.64%
>	1-Month ATM Call (30%) =	1.39%
>	Annualized (30% ATM) =	16.72%
>	Total Annualized Yield =	16.72%

#### **Total Annualized** Yield (%)



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# Hamilton Suite of Yield Maximizer ETFs

			NEW :	NEW	NEW	
Ticker	НМАХ	UMAX	HBND	SMAX	QMAX	
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Exposure	Canadian Financials	Canadian Utilities	U.S. Treasuries (CAD-Hedged)	U.S. Large-Cap	U.S. Technology	
Coverage	~50% ATM (actively managed based on market conditions)			~30% ATM (actively managed based on market conditions)		
AUM	\$520M	\$140M	\$30M	NEW!	NEW!	
Risk Rating	Medium	Medium	Low-Medium	Low-Medium	Low-Medium	
Fee <sup>2</sup>	0.65%	0.65%	0.45%	0.65%	0.65%	

<sup>1.</sup> Target yield is an estimate of the annualized yield an investor would receive if the initial distribution remained unchanged for the next 12 months, stated as a percentage of the net asset value per unit on the inception date.