

Our Track Record



Since 1965, Knowledge First Financial has consistently delivered the financial returns families rely on to help their children pursue their dreams. With \$6.4 billion in assets under management today, we continue to serve the education savings needs of Canadians.

Our Investment Approach

We believe you can't be too careful when it comes to planning for your child's future. That's why we take a conservative approach to protect your education savings and also a diversified one that includes carefully selected equities for potentially higher returns.

Our investment strategy is focused on providing steady growth over the long term. Your contributions, along with government grants and the income earned on both, are invested mainly in Canadian fixed-income securities such as federal, provincial and municipal bonds, as well as investment-grade corporate bonds. A portion may also be invested in Canadian and U.S. equities or exchange-traded funds (ETFs), which have the potential to generate dividend income and capital gains.

Who We Work With

Investing wisely takes time, knowledge and experience.

While some RESP products require you to take an active role in investing, Knowledge First Financial plans are designed for people who prefer a simple way to save. Our customers see the value in having financial experts manage their savings on their behalf.

We work closely with some of the country's leading portfolio managers who invest your RESP assets carefully. With their expertise and focus, you can be sure that your hard-earned savings are well looked after. Our partners also include financial institutions who provide trustee and custodial services to further protect your money.

Annual Returns as at December 31, 2017*

	1 Year	3 Year	5 Year	10 Year
Family Group Plan	3.5%	3.7%	3.1%	4.9%
Family Single Student Plan	1.0%	1.2%	1.7%	3.7%
Flex First [†]	3.0%	3.2%	n/a	n/a

*Reported rates of return are calculated after fees are deducted. Portfolio returns are calculated using market values and time-weighted cash flows during the period and include all capital gains or losses, realized and unrealized. Past performance is not an indication of future results.

[†]Inception date in the context of the Annual Rate of Returns table for the Flex First Plan is February 12, 2013 when the first bonds were purchased for the investment portfolio. Equity investing for up to 30% of the Flex First Plan portfolio was introduced in May 2015.

Financial Highlights

Canadian families have relied on education savings plans offered by Knowledge First Financial for more than 50 years.

On January 1, 2018, Knowledge First Financial acquired Heritage Education Funds to pursue the shared goal of helping families maximize their education savings. Today, as Canada's largest RESP Company, we manage over 500,000 RESPs for our customers and each year approximately 60,000 students attend a post-secondary program with the help of one of our plans.

Totals as of:	June 30, 2018 ¹	April 30, 2017	April 30, 2016
Assets under management	\$6.4 billion	\$3.7 billion	\$3.6 billion
Lifetime payouts	\$6.6 billion	\$3.9 billion	\$3.6 billion

Totals as of:	6 months ended June 30, 2018 ¹	12 months ended April 30, 2017	12 months ended April 30, 2016
Customers' total contributions received	\$190 million	\$232 million	\$224 million
Grant contributions received	\$45.9 million	\$44 million	\$46 million
Return of contributions to customers	\$40.6 million with balance to occur from July-December 2018	\$207 million	\$194 million
Discretionary payments to beneficiaries	To be paid in December 2018	\$0.9 million	\$2.9 million

¹In 2017, Knowledge First Financial changed its fiscal year end from April 30 to December 31. Results as of June 30, 2018 are based on semi-annual financials that include all plan portfolios (Flex First Plan; Family Group Plan; Family Single Student Plan; Heritage Plans).

Portfolio Managers

BMO Global Asset Management

TD Asset Management Inc.

Baker Gilmore & Associates Inc.

Connor, Clark & Lunn Investment Management Inc.

Fiera Capital Corporation

Guardian Capital LP

Other Partners

Depository • The Royal Bank of Canada

Custodian • The Northern Trust Company, Canada Branch²

Trustee • The Bank of Nova Scotia Trust Company²

Auditor • PricewaterhouseCoopers LLP

² Replacing RBC Investor Services Trust, effective on or about November 1, 2018.



Knowledge First Financial is a wholly owned subsidiary of Knowledge First Foundation and is the investment fund manager, administrator and distributor of the education savings plans offered by Knowledge First Foundation.

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For more information about our education savings plans, please visit knowledgefirstfinancial.ca or refer to our prospectus.

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