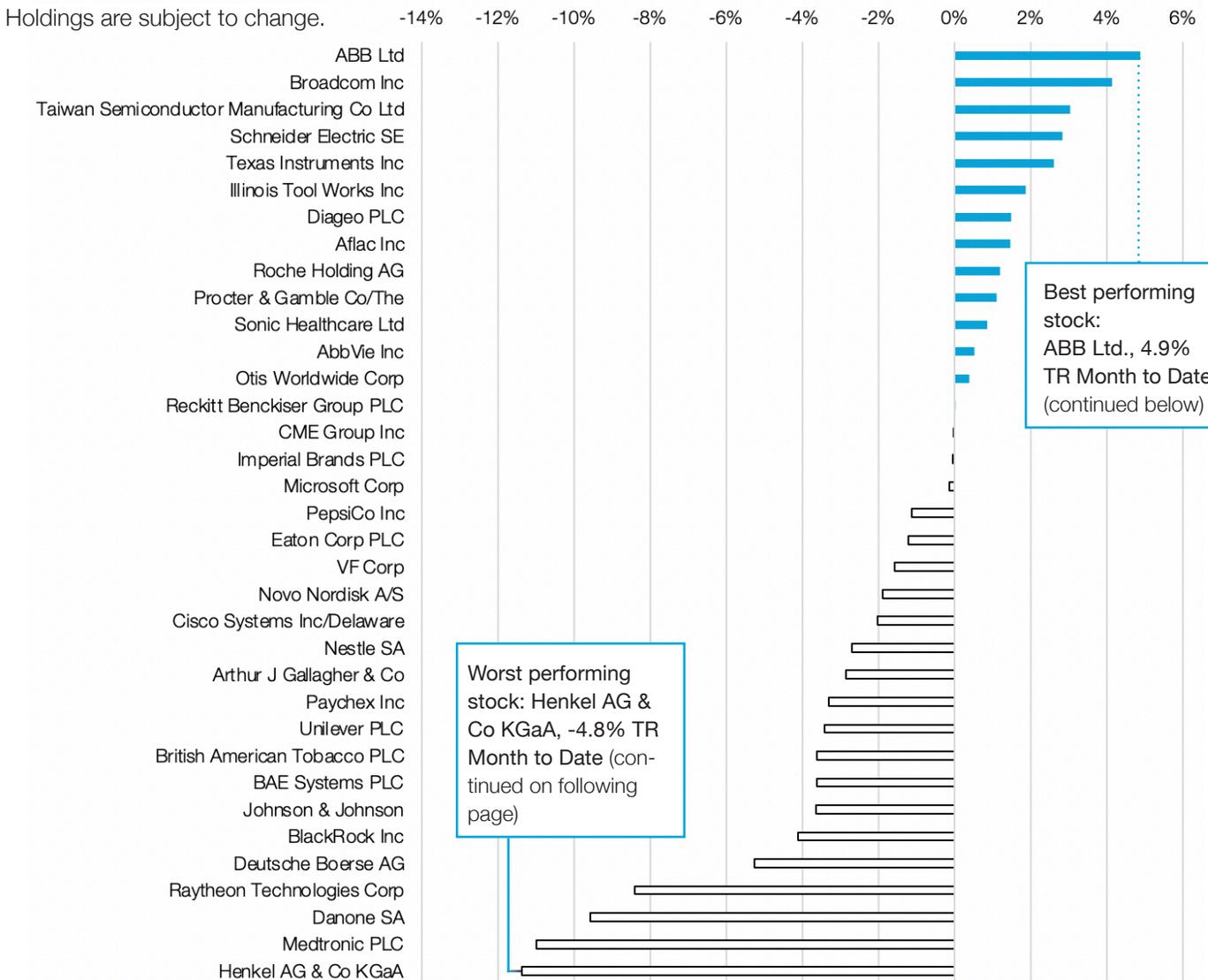




### Portfolio Performance

as of 11/30/2021

In October, DIVS was down -1.41% (NAV basis), while the MSCI World Index benchmark was down -2.19% (in USD). For much of November, stocks benefited from evidence of a strong rebound in economic activity, solid earnings results, fiscal stimulus, and generally stable interest rate rhetoric, though gains were erased late in the month as new COVID variant fears resurfaced and markets digested hawkish comments from the reappointed Fed chairman, Jerome Powell. While all sectors, bar IT, posted losses for the month, the Fund's outperformance versus the benchmark can primarily be attributed to good stock selection within the Industrials, Healthcare and Financials sectors. As we have seen repeatedly since the launch of DIVS, our focus on high quality and persistently profitable businesses, as well as a good mix between defensive and cyclical holdings, has generally meant that DIVS performance has tended to manage risk during market downturns while keeping up with rising markets.



**ABB Ltd.** was the best performer in the Fund in November. ABB is a leading European industrial electrical equipment company, making products used in electrical grids and transmission, industrial automation, and production line robotics. Its product lines are diverse, and serve customers in a wide range of sectors, including automotive, buildings and



### Portfolio Performance (continued)

infrastructure, data centers, and food and beverage. While the company posted mixed Q3 earnings results at the end of October, management made encouraging enough remarks for sell-side analysts to increase their price-targets, contributing to positive sentiment and strong recent share price performance. While supply chain constraints impacted revenues more than anticipated, operational earnings came in line with expectations, with a solid improvement in margins and continued strong free cashflow. For 2021, ABB now sees 6-8% organic growth, down from just below 10% previously. Further, the company gained on news of Biden's \$1.2 trillion Infrastructure Investment and Jobs Act passing through Congress on November 5th. This is geared to benefit construction companies, machinery providers, electrical sales, and other industrial sectors the most.

**Henkel** was the worst performer in November. Henkel manufactures chemical products, used in various industries: laundry and homecare (Persil, All, Prial); cosmetics and toiletries (Schwarzkopf, Dial, Syoss); adhesives (Loctite, Pritt, Uni-Bond). Henkel's business is centered in Europe, with a growing presence in developing economies. The company has a diversified revenue stream with Adhesive Technologies accounting for around 45% of sales, Laundry and Homecare makes up around 35%, and Beauty Care accounts for about 20%. Recent underperformance comes after supply-side issues and raw material costs negatively impacted the bottom line for the company. Despite reducing EBIT margin guidance to 13.5%-14.5% (from 14.0%-15.0%), the firm increased their full year sales guidance to 6%-8% growth (from 4%-6%), with revenues already back above pre-pandemic levels. We see supply constraints as potentially short-term in nature and believe over the medium-term the company will be able to pass on costs; we remain confident that the firm's scale, brand strength and portfolio optimization strategy will support the share price into the long term.

# DIVS

## The SmartETFs Dividend Builder ETF

December 2021 Update



SmartETFs

### Portfolio Performance

As of 11/30/2021	YTD	1 Year	3 Year	5 Year	Since Inception (03/30/2012)
DIVS at NAV	15.23%	20.00%	16.05%	14.02%	11.26%
DIVS at Market Price	15.23%	20.00%	16.05%	14.02%	11.26%
MSCI World NR	16.82%	21.78%	16.88%	14.61%	11.39%

As of 09/30/2021	YTD	1 Year	3 Year	5 Year	Since Inception (03/30/2012)
DIVS at NAV	11.80%	25.21%	13.24%	12.56%	11.12%
DIVS at Market Price	11.80%	25.21%	13.24%	12.56%	11.12%
MSCI World NR	-5.04%	12.95%	8.20%	9.41%	8.09%

Expense Ratio: 0.65% (net) | 1.42% (gross)

30-Day SEC Yield (as of 11/30/21): 1.29% subsidized | 0.90% unsubsidized

The Adviser has contractually agreed to reduce its fees and/or pay ETF expenses in order to limit the Fund's total annual operating expenses to 0.65% through June 30, 2025.

*Performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment in the Fund will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the Fund may be lower or higher than the performance data quoted. Performance data current to the most recent month-end may be obtained by visiting SmartETFs.com, or calling (866) 307-5990. The returns shown are cumulative for the period, not annualized. Market prices return is based on the market price of Fund shares as of the close of trading on the exchange where the shares are listed.*

Effective as of the close of business on March 26, 2021, the fund acquired the assets and assumed the performance, financial and other historical information of the Guinness Atkinson Dividend Builder Fund, an open-end mutual fund (incepted March 30, 2012). The fund's investment objectives, strategies and policies are substantially similar to those of the predecessor mutual fund and it was managed by the same portfolio managers. Performance information for periods prior to March 26, 2021 is the historical performance of the predecessor mutual fund and reflects the higher operating expenses of the predecessor mutual fund. The fund has lower expenses than the predecessor mutual fund. For periods prior to March 29, 2021, the fund's performance would have been higher than shown had it operated with the fund's current expense levels.



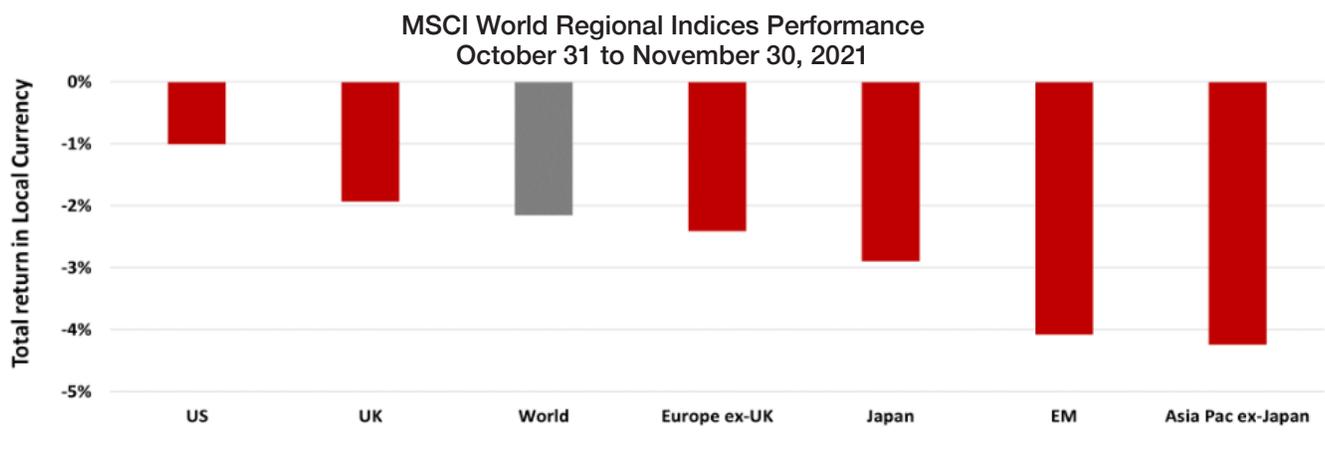
#### Dividend Tracker

So far, in 2021, we have had dividend updates from 34 of our 35 holdings:

- 30 companies announced growth for their 2021 dividend vs 2020
- 3 companies have announced a flat dividend
- 1 company has announced a modest cut to its dividend
- 0 companies have announced dividend cancellations
- We await the dividend announcements of the 1 remaining company, Broadcom.

#### Market Review

Global equity markets began November strongly with six consecutive days of new all-time highs for the MSCI World Index, and eight consecutive days of highs for the S&P 500 Index. Nonetheless both markets, alongside other regions, ended the month lower overall after a sharp sell-off at the end of November.



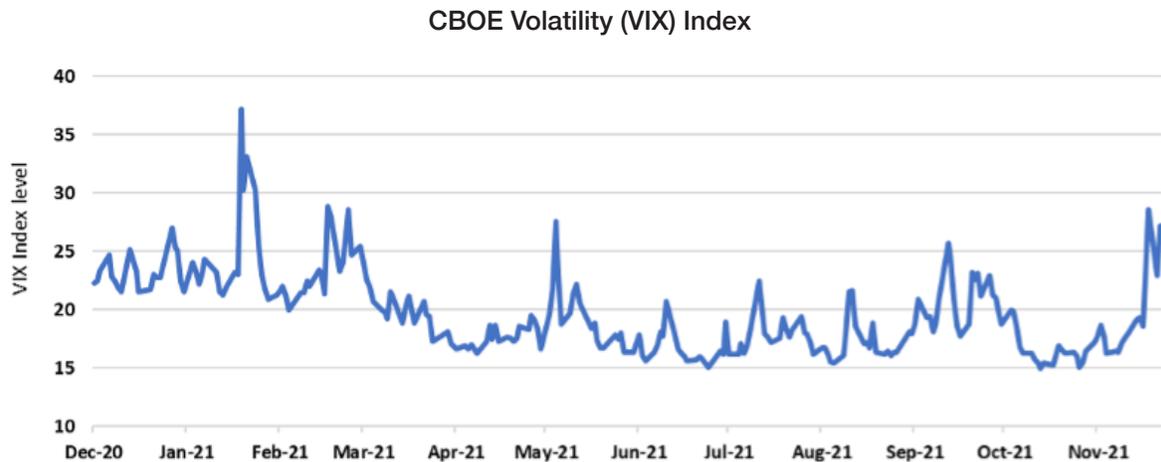
Source: Bloomberg. Data as of November 30, 2021.

COVID was once again the culprit, and more specifically, reports of a new strain found in South Africa, namely Omicron, spooked investors and renewed concerns over the global economic outlook. Risk assets sold off, oil prices dropped dramatically, the US Dollar rose, and US Treasury yields fell as safe havens were sought. Defensive sectors outperformed cyclical ones and generally market uncertainty returned, evident in the CBOE Volatility (VIX) Index – a gauge of market fear – spiking 54% to its highest level since February:

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#### Market Review



Source: Bloomberg. Data as of November 30, 2021.

In the last week of November, DIVS outperformed the MSCI World Index by 1.07% (November 25th-30th). The risk-off mood in markets aided the Fund's relative performance given its high quality, defensive attributes. By seeking companies with persistently high profitability, strong balance sheets, robust competitive advantages, and attractive valuations, the Fund's holdings held better in the sell-off, which dragged on those companies that bore relatively greater COVID, inflation, and interest rate risk, e.g. travel companies (airlines/hotels), companies with little pricing power, growth stocks with extreme valuations, companies with high debt levels.

Further, the wall of worry was also raised at the end of the month by comments from Fed Chair, Jerome Powell, in his first major appearance since being renominated. On November 30th, Powell caught markets off guard with a definitive shift in tone regarding inflation risks. Testifying before the Senate Banking Committee, he effectively extinguished the "transitory" inflation assessment, saying "I think it's probably a good time to retire that word". In other words, the price increases of the last several months may indeed be more permanent than the Fed had been anticipating, and as such, a more hawkish policy response may be necessary. To that end, Powell also noted that "at this point, the economy is very strong and inflationary pressures are higher, and it is therefore appropriate to consider wrapping up the taper of our asset purchases... perhaps a few months sooner". The prevailing thought was that the Omicron variant would encourage the Fed to be more patient with tapering, especially after Powell also said that "the recent rise in COVID-19 cases and the emergence of the Omicron variant pose downside risks to employment and economic activity and increased uncertainty for inflation". The contradictory messages did little to dampen uncertainty and contributed to jittery markets.

Further, at the November 3rd Federal Open Market Committee (FOMC) meeting, the Fed announced, as expected, a tapering pace of \$15 billion per month, which would imply no new purchases by the end of Q2 2022. A speedier taper plan would mean the Fed could hike rates sooner than previously expected, which would overall be a drag for equity markets given that stock valuations would be subject to higher discount rates. Currently, the Fed Fund Futures are baking in a 27% chance of a rate hike in March and a 59% chance for May 2022. This news, over the course of November, most affected those growth stocks with the highest valuations, and comparatively the Fund's holdings held better given our focus on seeking attractively valued businesses.

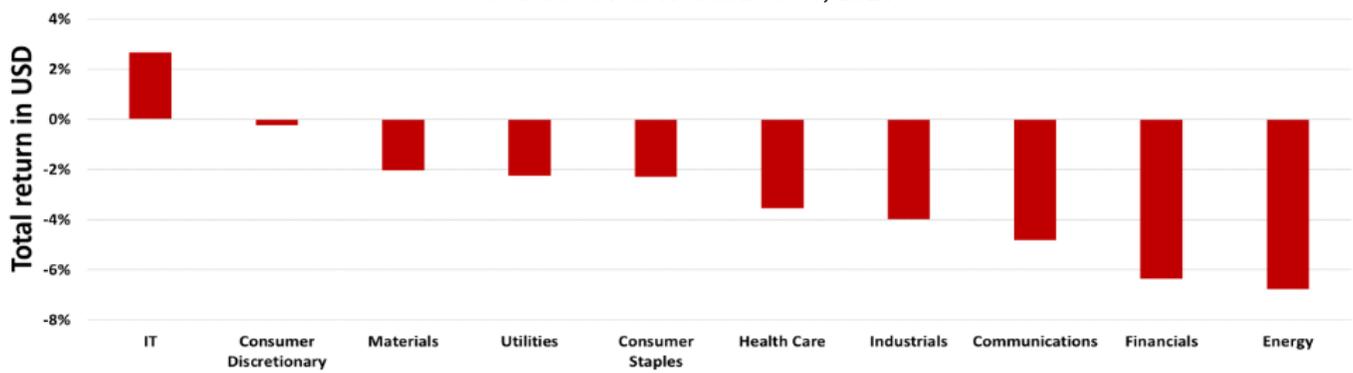
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#### Market Review

On the economic front, US inflation (CPI) jumped to 6.2% year-over-year in October, its highest reading in 31 years. Retail sales proved resilient growing 1.7% in October, showing that for now concerns over inflation remain outweighed by other factors such as the strength of the labor market. Indeed, non-farm payrolls rose by 531,000 in October, well above the consensus estimates of a 450,000 gain, while in November only 199,000 Americans filed for initial unemployment benefits, the lowest number since 1969. In Europe, the flash November estimate put eurozone annual inflation at 4.9%, up from 4.1% in October and well above the European Central Bank's 2% target. It is the highest inflation level in the single currency era, however, the ECB remained reluctant to tighten monetary policy, with President Christine Lagarde saying that the current price pressures would fade by the time tightening measures took effect.

**MSCI World Sector Indices Performance  
October 31 to November 30, 2021**



Source: Bloomberg. Data as of November 30, 2021.

Looking at sector performance, defensive equities that benefit more from a restricted economy such as Information Technology outperformed more cyclical sectors such as Energy and Financials, and growth therefore outperformed value by a large margin. This also led to the US outperforming the other regions given its higher exposure to large-cap tech stocks. Returns for Emerging Markets lagged as most large index constituents such as China and Russia saw negative returns due to the feared impact on export demand should the new COVID-19 variant indeed trigger a global slowdown. Only Taiwan stood out with low single digit positive returns; its position as a principal exporter of semiconductors could prove to be beneficial if more countries lock down and working-from-home becomes a dominant trend again. This would be beneficial for the Fund's only holding in the Asian region, Taiwan Semiconductor Manufacturing, which returned +3.0% (in USD) in November.

Energy was the worst performing sector in the month as oil prices went through their worst monthly decline since March 2020, falling by ~21%. Markets positioned for the possibility that Omicron could lead to far reaching mobility and travel restrictions and this could impact global energy demand. Prices had also already been falling earlier in the month after President Biden announced a release of 50 million barrels of oil from the US strategic stockpile in coordination with several other large developed and emerging countries.

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# DIVS

## The SmartETFs Dividend Builder ETF

December 2021 Update



SmartETFs

### Market Review

For DIVS, holding no Energy stocks, no Banks and no Telecommunication stocks benefitted performance in the month, while being underweight in the IT and Consumer Discretionary sectors dragged on performance. Nonetheless, the largest driver of Fund performance in November came from good stock selection within the Industrials, Health Care and Financials sectors. Within Financials, owning no Banks dampens the Fund's cyclical nature, while holding insurance names (Aflac and Arthur J Gallagher) and exchanges (CME Group and Deutsche Boerse) provide defensive qualities when uncertainty and volatility spikes.

### There's more where that came from!

Join our newsletter at [SmartETFs.co/newsletter](https://SmartETFs.co/newsletter) or follow us on Twitter [@SmartETFs](https://twitter.com/SmartETFs)!

### Disclosure

**MSCI World Index** captures large and mid cap representation across 23 Developed Markets countries. With 1,583 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

**MSCI World Information Technology Index** is designed to capture the large and mid cap segments across 23 Developed Markets countries. All securities in the index are classified in the Information Technology sector as per the Global Industry Classification Standard (GICS®).

Indexes are unmanaged. It is not possible to invest directly in an index. Past performance is no guarantee of future results.

Dividend yield is calculated by adding the dividends paid over the last 12 months and dividing by the current share price.

SEC Yield is based on the most recent 30-day period covered by the fund's filings with the SEC. The yield figure reflects the dividends and interest earned during the period after the deduction of the fund's expenses.

The Fund invests in securities that pay dividends, and there is no guarantee that the securities held by the Fund will declare or pay dividends in the future, or that dividends will remain at current levels or increase. Investments in foreign securities involve greater volatility, political, economic and currency risks and differences in accounting methods. These risks are greater for emerging markets countries. For more information on the risks of investing in this Fund, please see the prospectus.

**Consider the investment objectives, risks, charges and expenses of the Fund carefully before investing. For a prospectus or summary prospectus with this and other information, please call (866) 307-5990 or visit our website at [www.SmartETFs.com](https://www.SmartETFs.com). Read the prospectus or summary prospectus carefully before investing.**

Shares of the Fund are distributed by Foreside Fund Services, LLC.