

CANADIAN EQUITY – CORE

Inception Date
January 1, 1992

Performance Benchmark
S&P/TSX Composite Index

Currency
CAD

STRATEGY DESCRIPTION

The long-term success of our Canadian Equity Core Strategy is rooted in a quality investment philosophy. The aim of our approach is to invest in businesses for the long-term (not trade stocks) that are profitable and well-established with durable, defensible attributes and can generate good returns on investment. We believe a focus on quality businesses combined with our disciplined approach to valuation and long-term holding period will continue to compound wealth for our clients.

The Canadian Equity Core Strategy seeks to outperform the S&P/TSX over the long term and does not take large sector bets.

As long-term investors, we believe that integrating Environmental, Social and Governance factors into our investment process helps us to identify high-quality, sustainable businesses, as well as material risks and opportunities to the long-term value of our investments.

HIGHLIGHTS

Style	High Quality at Attractive Valuations
Process	Fundamental bottom-up
Turnover	Low
Investment horizon	5 years+
Number of holdings	30 to 45 (plus Small Cap)
Sector deviation	Moderate, driven by security selection
Strategy AUM	\$1.9 Billion (As at September 30, 2023)

INVESTMENT PROCESS

Watchlist of Top Quartile Highest Quality businesses	Proprietary assessment of Quality: Sustainable Competitive Advantages
	Management Quality: Integrity, Alignment, Culture of building long-term value
	Proven Track Record: Returns on Equity, Earnings Growth & Resilience
	Balance Sheet Strength & Earnings Quality
Proprietary Intrinsic Value model	Objective, standardized calculation of intrinsic business value
	Uses fundamental company data, going back at least 10 years
	Assess Risk of Permanent Loss of Capital
Portfolio Construction	Portfolios is constructed from the highest conviction stocks
	Sector allocation is a fallout of bottom-up security selection while maintaining a low sector deviation vs. the benchmark
	Position sizing is based on relative conviction vs. the index
	Small Cap strategy weight: 5%-15%
Risk Management	Emphasis on Capital Preservation: downside risk analysis on every investment
	High quality businesses are more resilient and adaptable
	Progressive position building

WHY INVEST IN THIS STRATEGY

- Experienced investment team
- Provides exposure to a high quality Small Cap portfolio (representing 5%-15% of the overall portfolio) managed by a dedicated small cap team
- Consistent, rigorous and repeatable investment process
- Long-term investing approach with an emphasis on outperformance and low tracking error vs the benchmark
- Disciplined, repeatable investment process focusing on high quality, attractively valued companies
- Strong risk-adjusted returns; top ranking relative to peers

PERFORMANCE (%)

As of December 31, 2023

PER PERIOD AND CALENDAR YEAR PERFORMANCE

	Q4 2023	YTD	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Portfolio	7.25	10.66	10.66	0.17	28.05	4.90	23.49	-8.10	9.68	15.72	-2.80	12.48
Benchmark	8.10	11.75	11.75	-5.84	25.09	5.60	22.88	-8.89	9.10	21.08	-8.32	10.55
Added Value	-0.85	-1.09	-1.09	6.02	2.96	-0.70	0.62	0.79	0.58	-5.37	5.52	1.93

ANNUALIZED PERFORMANCE

	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years	SI
Portfolio	10.66	5.29	12.39	10.47	12.96	9.14	9.22	10.01	8.51	8.90	9.74
Benchmark	11.75	2.58	9.59	8.58	11.30	7.65	7.85	9.43	7.30	7.62	8.44
Added Value	-1.09	2.71	2.79	1.89	1.66	1.49	1.36	0.58	1.21	1.28	1.30

Past performance is not a guarantee or indicator of future results. Inherent in any investment is the risk of loss.

Composite returns, presented gross of management fees

YTD = Year to Date; SI = Since Inception

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RISK/RETURN ANALYSIS (%)

	Portfolio	Benchmark
Annualized return (%)	9.74	8.44
Beta	0.92	1.00
Standard deviation (%)	13.56	14.22
Sharpe ratio (2.87% ¹)	0.51	0.39
Loss Deviation (%)	10.77	11.44
Sortino Ratio (2.87% ¹)	0.64	0.49
Up-market capture ratio (%)	97.51	n/a
Down-market capture ratio (%)	88.30	n/a

Composite. Since inception

1. Risk-free rate of return

PORTFOLIO CHARACTERISTICS

	Portfolio	Benchmark
Liquidity		
CAD Market Cap (actual) (M\$)	65,545	64,711
Risk		
Net Debt / EBITDA (LTM)	2.16	2.96
Valuation		
Price / Earnings per share (LTM)	19.96	19.46
Price / Free Cash Flow per share (LTM)	25.15	26.50
Dividend Yield (LTM) (%)	2.75	3.26
Profitability and Growth		
Return on Equity (LTM) (%)	15.07	10.92
Return on Capital – Using NOPAT (LTM) (%)	7.14	5.26
Return on Equity (LTM) 5Y Average (%)	15.37	11.87
Revenues per Share (LTM) 5Y CAGR (%)	11.03	10.46
Number of Securities	92	225

Source: Factset

TOP-10 HOLDINGS (%)

	Security	Sector	Weight
1.	Royal Bank of Canada	Financials	7.8
2.	TD Bank	Financials	5.8
3.	Canadian Natural Resources	Energy	5.7
4.	Constellation Software	Information Technology	5.5
5.	Canadian Pacific Kc	Industrials	4.7
6.	Canadian National Railway	Industrials	4.2
7.	Alimentation Couche-Tard	Consumer Staples	3.9
8.	Bank of Montreal	Financials	3.6
9.	CGI	Information Technology	3.3
10.	Waste Connections	Industrials	3.0
	Total		47.6

PORTFOLIO MANAGEMENT TEAM

Team member	Role	Experience
Nessim Mansoor, CPA, CA, CFA	Head of Canadian Large Cap Equities	1997
Nicholas Smart, CFA	Senior Portfolio Manager	2008
Tony Rizzi, MBA, CFA	Senior Portfolio Manager	2010

They are assisted by five analysts.

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