

Strategy Description

We are a high-conviction bottom-up investment manager focusing on Canadian securities that exhibit superior quality (margins, returns on capital and leverage) and per share metric growth rates. We believe that this combination will provide superior risk-adjusted returns in a low global growth and low interest rate environment. Our goal is to double the invested capital over 5-7 years with the bulk of total return coming from capital gains¹.

Our concentrated Quality Growth investment style, combined with a repeatable rule-based risk management system, enables us to focus on high quality per share growth companies (versus the S&P/TSX Composite Index) that seek to double their key per share metrics over the coming 5-7 years². The explicit anomalies we seek to exploit are growth (i.e. per share growth), lower beta (i.e. low volatility), and profitability (i.e. margins/ROE). The implicit or secondary benefit this provides the portfolio is lower downside capture and improved risk-adjusted return metrics.

Investment Process



Fund Profile / Montrusco Bolton Canadian Equity Fund

Style: **Quality Growth**
 Process: **Rule-based fundamental bottom-up**
 Horizon: **4-5 years**

Number of holdings: **41**
 Strategy AUM (CAD): **\$203 M** as of December 31, 2022
 Benchmark (CAD): **S&P/TSX Composite Index**

Why Invest in this Strategy?

- Rule-based investment process ensures **repeatability** and **consistency**
- **Capital preservation bias** with focus on **defense** especially in flat to down markets
- **Superior risk-adjusted returns**
- **Concentrated** active management with less than 50 holdings
- **Long-term investment focus** keeps emphasis on alpha generation

Performance (%)

| Annualized Returns as at December 31, 2022 (%) | 3 Months | YTD | 1 Year | 2 Years | 3 Years | 4 Years | 5 Years | 10 Years | Since 31-Jan-86 |
|--|----------|--------|--------|---------|---------|---------|---------|----------|-----------------|
| Montrusco Bolton Canadian Equity Fund (CAD) | 4.12 | -11.39 | -11.39 | 5.63 | 6.01 | 10.31 | 6.08 | 7.46 | 8.58 |
| S&P/TSX Composite Index (CAD) | 5.96 | -5.84 | -5.84 | 8.53 | 7.54 | 11.19 | 6.85 | 7.74 | 8.16 |
| Added Value | -1.84 | -5.55 | -5.55 | -2.90 | -1.53 | -0.87 | -0.77 | -0.28 | 0.43 |
| Quartile Ranking (eVestment) | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | |

Past performance is not indicative of future results. There is a risk that invested capital may be lost.

Returns are gross of management fees. Fees, commissions and other charges may negatively impact the net return to an investor. Sources: Montrusco Bolton Investments Inc. («MBI»), eVestment.

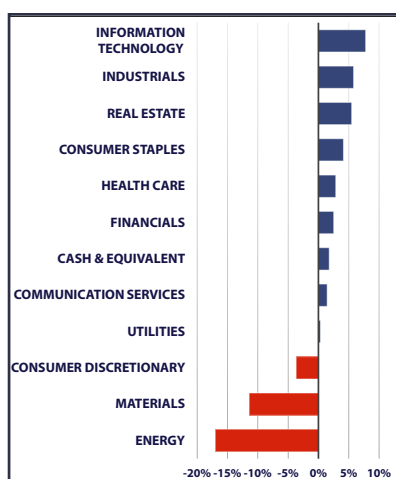
^{1 2} Source: MBI

Largest holdings (%)

| | Fund | Benchmark |
|-------------------------------|-------------|-------------|
| ROYAL BANK OF CANADA | 8.9 | 6.3 |
| TORONTO-DOMINION BANK | 7.6 | 5.7 |
| ALIMENTATION COUCHE-TARD INC. | 5.8 | 1.7 |
| CONSTELLATION SOFTWARE INC. | 4.2 | 1.5 |
| TFI INTERNATIONAL INC. | 3.8 | 0.4 |
| QUEBECOR INC. | 3.8 | 0.2 |
| BOYD GROUP SERVICES INC. | 3.7 | 0.2 |
| IA FINANCIAL CORP INC. | 3.6 | 0.3 |
| CGI INC. | 3.6 | 0.9 |
| CANADIAN NATIONAL RAILWAY | 3.2 | 3.5 |
| | 48.2 | 20.5 |

Source: MBI, as of December 31, 2022

Sector deviation versus the Benchmark (%)



Source: MBI, as of December 31, 2022

Portfolio characteristics

| | Fund | Benchmark |
|--------------------------------------|--------|-----------|
| MARKET CAPITALIZATION (CAD M) | 52,998 | 59,314 |
| FINANCIAL STABILITY | | |
| D/E (x) | 2.1 | 1.5 |
| CF/D (x) | 0.4 | 3.9 |
| Net Debt/EBITDA (x) | 3.1 | 3.0 |
| PROFITABILITY | | |
| ROE (%) | 11.9 | 14.4 |
| Net Margin (%) | 6.6 | 12.5 |
| GROWTH | | |
| 5 Yr. EPS Growth (%) | 12.3 | 11.6 |
| VALUATION | | |
| LTM P/E (x) | 12.2 | 12.8 |
| NTM P/E (x) | 14.7 | 12.2 |
| P/CF (x) | 23.3 | 10.7 |
| P/BV (x) | 1.8 | 1.8 |
| Dividend Yield (%) | 2.4 | 3.5 |
| PEG (x) | 0.0 | 1.2 |
| ACTIVE SHARE (%) | 61.9 | |
| BETA | 0.86 | |
| NUMBER OF HOLDINGS | 41 | 236 |

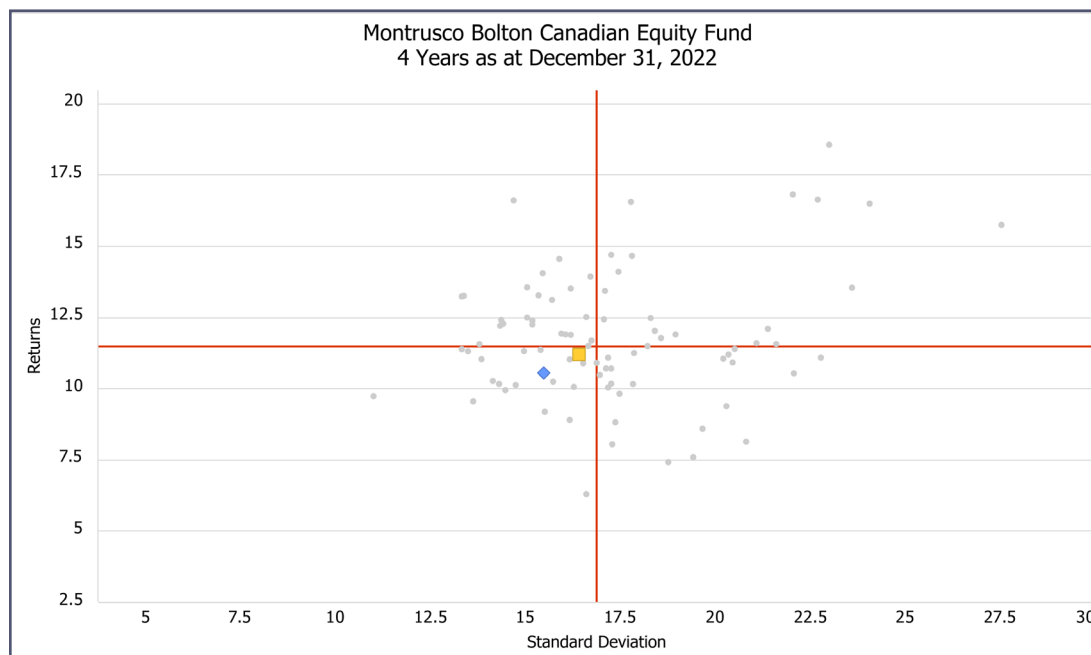
Source: Bloomberg, as of December 31, 2022

Statistics (%)

| Statistics | % |
|---------------------------|------|
| Annualized outperformance | -0.3 |
| Upside capture ratio | 88.2 |
| Downside capture ratio | 87.2 |

Dates: 31-Dec-12 to 31-Dec-22
Sources: MBI, eVestment

Risk/return



- ◆ Monrusco Bolton Canadian Equity Fund
- S&P/TSX Composite Index
- + eVestment - Canadian All Cap Equity

This chart indicates a track record of high absolute returns (=Returns) combined with low variance in absolute returns (=Standard deviation). It shows how the strategy has performed better than its benchmark with a high level of consistency over the past 4 years. - Source: eVestment

The Team behind the Numbers

John Goldsmith has been Portfolio Manager since 2009 and Head of Canadian Equities since 2017. He is the Lead Manager for all Canadian equity strategies. He is supported by Kimberly Cheong, Portfolio Manager and Co-manager for the Small Cap, Mid Cap, Canadian Equity and Equity Income strategies and Simon Simonian, Portfolio Manager and Co-manager on Small Cap, Mid Cap and Canadian Equity strategies, as well as by three dedicated analysts.

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The S&P/TSX Composite Index is the headline benchmark for the Canadian equity market. It is the broadest in the S&P/TSX family and is the basis for multiple sub-indices including but not limited to equity indices, income trust indices, capped indices, GICS indices and market cap-based indices. The Toronto Stock Exchange (TSX) serves as the distributor of both real-time and historical data for this benchmark.

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