

## Why Invest in Small Cap Canadian Equities?

The Canadian small cap equities market presents unique opportunities to outperform other asset classes due to inefficiencies created by factors such as a greater number of companies, less research coverage, and lower institutional ownership. Canadian small cap equities are also relatively inexpensive and provide a great risk adjusted returns compared with U.S. peers when measured by price-to-book and price-to-sales ratios. Our strategy invests in equity securities and trust units of small Canadian organizations in order to achieve rapid growth of capital across the various sectors and industries.

### Philosophy

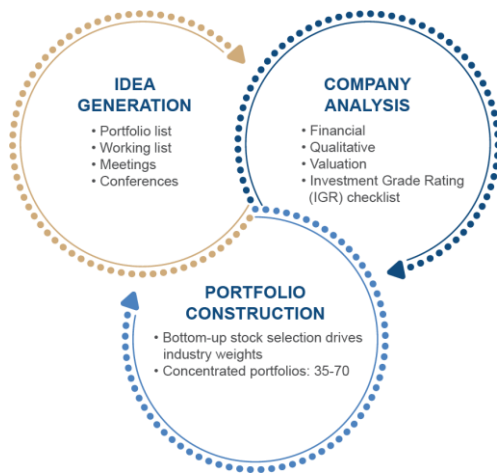
We believe that superior investment returns are achieved by taking a long-term, bottom-up, value-oriented approach to investing based on detailed fundamental research and analysis. Our proven philosophy revolves around two long-standing core concepts:

#### Understanding Quality

- Focus on key business drivers (competitive advantage, pricing, cost structure, growth etc.) and the predictability of those drivers
- Assessing business performance in the last downturn and subsequent changes to business model
- Analyzing true free cash flow conversion of the business
- Assessing capital allocation history and balance sheet strength
- Track record on governance and shareholder alignment.

#### Disciplined on Valuation

- Wait until expectations are low and risk/return more attractive
- Assess value relative to:
  - The company's historic valuation
  - The broader market and its global peers
  - The quality of the company
- Understand changes in the market and/or business and their structural impact on valuation



### Investment Grade Rating (IGR) Checklist Summary

	1	3	5	RATING
Business Fundamentals				
Growth (past 10 years)				
Financial Strength				
Profitability				
Corporate Governance				
Share Liquidity				
<b>Overall Investment Grade</b>				

FGP ranks the quality of a company from 1 to 5  
**1 - Highest Quality**  
 ↔  
**5 - Acceptable Quality**

### Portfolio Management Team

Team Member	Roles and Responsibilities	Year Joined FGP	Year Joined Industry
<b>Tom Duncanson, CFA</b>	<b>Lead Portfolio Manager (small cap) Research – Materials</b>	<b>2004</b>	<b>2004</b>
Bryan Pilsworth, CFA, MBA	Portfolio Manager (large cap)	2007	2002
John Berry, CFA, MBA, P. Eng	Portfolio Manager (large cap)	1998	1998
Brandon Tu, CFA, CPA, CA, MAcc	Portfolio Manager (equity income) Research – Banks, REITs	2008	2001
Zubaida Mirza, CFA, MBA	Research – Energy, Utilities, Telecom	2008	1996
Ben Lambert, BBA	Junior Research Analyst	2024	2023
Graeme Lang, BA	Trader	2017	2001

Long-Term Growth:

The FGP Small Cap Canadian Equity strategy has provided superior risk-adjusted returns compared to the index over the past 20+ years. Through our rigorous and disciplined research process we have been able to detect, and unlock, value over the long-term in this less efficient market.

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**Inception Date**  
February 28, 2002

**Benchmark**  
S&P/TSX Small Cap Index (TR)

**Currency**  
CAD

**PERFORMANCE (%)**

Period	Fund Return (%)	Benchmark Return (%)	Alpha (%)
2002-2003	15.2	12.8	2.4
2003-2004	18.7	16.5	2.2
2004-2005	22.1	19.3	2.8
2005-2006	25.5	22.1	3.4
2006-2007	28.9	25.7	3.2
2007-2008	32.3	29.3	3.0
2008-2009	35.7	32.7	3.0
2009-2010	39.1	36.1	3.0
2010-2011	42.5	39.5	3.0
2011-2012	45.9	42.9	3.0
2012-2013	49.3	46.3	3.0
2013-2014	52.7	49.7	3.0
2014-2015	56.1	53.1	3.0
2015-2016	59.5	56.5	3.0
2016-2017	62.9	59.9	3.0
2017-2018	66.3	63.3	3.0
2018-2019	69.7	66.7	3.0
2019-2020	73.1	70.1	3.0
2020-2021	76.5	73.5	3.0
2021-2022	79.9	76.9	3.0
2022-2023	83.3	80.3	3.0
2023-2024	86.7	83.7	3.0

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*\*Investment returns are gross of investment management fees and include reinvestment of dividends and income. Values change frequently and past investment performance may not be repeated. FGP Small Cap Canadian Equity Fund was launched January 23, 2006. Historical performance from February 28, 2002 to February 28, 2006 is based on a segregated Small Cap Canadian Equity portfolio, whose investment guidelines were substantially similar to those of the Fund. From March 1, 2006 onwards performance is based entirely on the Fund. S&P/TSX Index Data. Source: TSX Copyright (2024) TSX Inc. All rights reserved.*