

Why Invest in Canadian Equities?

Canadian equities are relatively inexpensive compared with their U.S. peers when measured by price-to-book and price-to-sales ratios. Our Canadian equity strategy is meant to provide investors with long-term capital growth by investing primarily in equity securities of major Canadian companies in order to provide broad exposure to economic growth opportunities in Canada.

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:

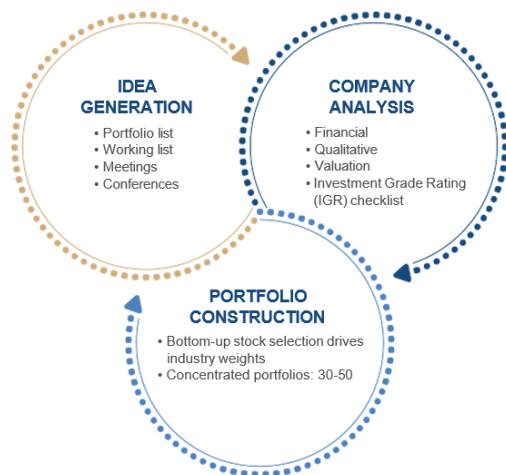
Understanding Quality

- 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
- Apply absolute valuation cap to reduce downside risk

Investment Process



Investment Grade Rating (IGR) Checklist Summary

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

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
Bryan Pilsworth, CFA, MBA	Lead Portfolio Manager (large cap)	2007	2002
Tom Duncanson, CFA	Portfolio Manager (small cap) Research – Materials	2004	2004
Brandon Tu, CFA, CPA, CA, MAcc	Portfolio Manager (equity income) Research – Banks, REITs	2008	2001
John Berry, CFA, MBA, P. Eng	Research – Canadian Equities	1998	1998
Zubaida Mirza, CFA, MBA	Research – Energy, Utilities, Telecom	2008	1996
Ben Lambert, BBA	Junior Research Analyst	2024	2023
Graeme Lang, BA	Trader	2017	2001

Inception Date
January 31, 1993

Benchmark
S&P/TSX Composite Index (TR)

Currency
CAD

PERFORMANCE (%)

Period	FGP Canadian Equity Strategy	S&P/TSX Composite Index (TR)
1993-1994	100	100
1995-1996	115	110
1997-1998	130	120
1999-2000	145	130
2001-2002	160	140
2003-2004	175	150
2005-2006	190	160
2007-2008	205	170
2009-2010	220	180
2011-2012	235	190
2013-2014	250	200
2015-2016	265	210
2017-2018	280	220
2019-2020	295	230
2021-2022	310	240
2023-2024	325	250

Please click [here](#) to request a copy

*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. Performance inception date: January 31, 1993. S&P/TSX Index Data. Source: TSX Copyright (2024) TSX Inc. All rights reserved.