



CANADIAN EQUITY REPORT August 31, 2022

INVESTMENT STRATEGY AND PROCESS

Lester Asset Management Inc. ("LAM") launched an actively managed All-Cap Canadian Equity strategy for its segregated accounts in July 2006 and created a pooled version through the LAM Canadian Equity Fund (the "Fund") in January 2012. The strategy's aim is to be different from the S&P/TSX Composite Index and achieve higher returns than the market with lower risk as measured by low market correlation, low cyclical exposure, and better industry diversification. The portfolio is invested in 40 to 50 small, mid and large cap Canadian listed companies selected using a research process based on fundamental bottom-up analysis, strict quantitative and qualitative criteria, and a sound understanding of each company and the industry in which each operates, complemented by a macro-economic outlook. The investment style is value-driven and opportunistic, seeking to buy shares at a discount to a company's true worth, with the goal of maximizing shareholder value through dividend growth, share buybacks, spin-offs or an outright sale.

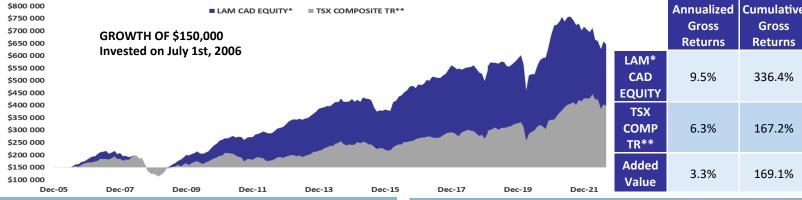
CALENDAR YEAR GROSS RETURNS (except for 2006 which is for 6 months)

	2022 YTD	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
LAM CAD EQUITY*	-9.9%	5.4%	15.6%	18.0%	-11.9%	15.8%	26.6%	-9.6%	10.5%	19.3%	17.6%	5.8%	29.7%	60.2%	-40.0%	15.4%	20.7%
TSX COMPOSITE TR**	-7.2%	25.1%	5.6%	22.9%	-8.9%	9.1%	21.1%	-8.3%	10.5%	13.0%	7.2%	-8.7%	17.6%	35.1%	-33.0%	9.8%	12.5%

ANNUALIZED GROSS RETURNS (except for 1 month and 3 months returns)

	1 MONTH	3 MONTHS	1 YEAR	3 YEARS	5 YEARS	10 YEARS	SINCE JULY 1, 2006
LAM CAD EQUITY*	-2.0%	-2.2%	-13.4%	5.0%	4.6%	8.1%	9.5%
TSX COMPOSITE TR**	-1.6%	-6.0%	-3.4%	8.7%	8.1%	8.1%	6.3%

CUMULATIVE GROSS RETURNS VERSUS TSX COMPOSITE TR** SINCE JULY 1, 2006



	Gross Returns	Gross Returns
LAM* CAD EQUITY	9.5%	336.4%
TSX COMP TR**	6.3%	167.2%
Added Value	3.3%	169.1%

FUND ALLOCATION BY SECTOR AND MARKET CAP CASH MICRO-CAP **INDUSTRIALS** 23.1% (<\$100M) 2% DISCRETIONARY 12.2% 3% **FINANCIALS** 11.6% UTILITIES 10.8% COMMUNICATIONS 9.4% SMALL-CAP **ENERGY** 8.1% (\$100M-\$1B) LARGE-CAP **TECHNOLOGY** 7.7% MATERIALS 6.9% **HEALTHCARE** 5.4% MID-CAP (\$1B-\$5B) REAL ESTATE 2.3% **CASH & EQUIVALENTS** 2.3% **STAPLES** 0.2%

TOP 20 FUND HOLDINGS								
LARGE CAP	%	SMALL/MID CAP	%					
ENBRIDGE	4.3	BORALEX	3.2					
ALTAGAS	3.8	AG GROWTH INTL	2.7					
TD BANK	3.7	PET VALU	2.7					
CP RAIL	3.4	LOGISTEC	2.6					
ВМО	3.2	STELLA JONES	2.6					
TELUS	3.0	PARK LAWN	2.4					
TC ENERGY	2.9	POLLARD BANKNOTE	2.4					
BCE	2.7	CARGOJET	2.3					
CN RAILWAY	2.7	SAVARIA	2.3					
CGI	2.7	DEFINITY FINANCIAL	2.2					

20 FUND HOLDING

MONTHLY COMMENTARY

The LAM Canadian Equity Fund declined -2% on a gross basis versus -1.6% for the TSX Composite Total Return. After a strong rebound in July and early August, world equity markets retrenched sharply following the Jackson Hole conference on August 26 during which central bankers vowed to continue raising interest rates to combat inflation even if it caused economic pain. The S&P500 and NASDAQ plunged by -4.1% and -4.5% respectively for the month and are down -16.1% and -24.1% respectively year-to-date. Europe, Far East and Emerging Markets also pulled back, and are down -18.7%, -13.7% and -14.2% respectively year-to-date, in Canadian dollar terms. Our slight underperformance versus the TSX was mainly due to our low exposure to oil & gas and materials stocks which were among the better performers. Positive contributors included agricultural equipment manufacturer Ag Growth, renewable power producers Boralex and Northland Power, utility pole and railway tie manufacturer Stella Jones, manufactured home communities Flagship REIT, and Brookfield Infrastructure, which all reported strong financial results. MDF Commerce, which develops and manages platforms to facilitated e-commerce, was our top gainer rising 41% on news that a U.S. hedge fund has accumulated over 10% of the company. Our biggest detractors were funeral home and cemetery operator Park Lawn, supply chain manager solutions provider Tecsys, and instant lottery ticket leader Pollard Banknote, as well as North American energy infrastructure companies Enbridge and TC Energy. We remain mindful of what inflation, higher interest rates, and an economic slowdown would have on our portfolio which is well diversified in mostly recession-resistant businesses. Most of our holdings continue to report record results and are trading at reasonable valuations. We also continue to take advantage of volatility to invest in high quality companies at attractive prices which should provide the portfolio with strong long-term returns.

PORTFOLIO MANAGERS

Inception Date

Eligible Accounts

Management Expense

Distribution

Ratio (MER)

Fund Units***

Fund AUM



Stephen Takacsy - CEO, Chief Investment Officer and Lead Manager Canadian Equity

Stephen joined the firm in 2006 as Chief Investment Officer and developed its Canadian Equity and Fixed Income strategies. He became Chief Executive Officer in 2017. Stephen's diverse career in finance spans over 30 years, including roles in corporate lending, investment banking, and managing the cash proceeds from the sale of a publicly traded company where he was Chief Financial Officer. His extensive experience in corporate finance, mergers & acquisitions, valuation analysis and investments has added value to client returns.

Co-Managers: Matthew Kaszel, CFA and Olivier Tardif-Loiselle, CFA

STRATEGY CHARACTERISTICS

July 1st, 2006 **Inception Date** \$196 million Strategy AUM Style All -Cap, value-driven and opportunistic **Process** Fundamental bottom-up analysis **Portfolio** 40 to 50 diversified holdings **Risk Metrics** Low cyclical exposure (since inception) Low market correlation Beta: 0.78 Upside capture: 83%

Downside capture: 62% Portfolio turnover (5 year): 26% Maximum position size: 5% Maximum sector weight: 25%

POOLED FUND TERMS

January 3rd, 2012 \$94 million

\$150,000 (or less for accredited investors) **Minimum Investment**

Non-Registered and Registered (RRSP, RESP, TFSA...)

AB, BC, MB, ON, QC, by way of Offering Memorandum

Management Fee (as listed below) + a maximum of 0.1% for operating expenses, as well as trading and custodial charges

SERIES	FUNDSERV CODE	NAV	MGMT. FEE
F	LAF100	\$19.80	1.5%
I	LAF101	\$15.03	1.0%
0	LAF102	\$11.47	TBD

ABOUT THE FIRM

Lester Asset Management is an independent discretionary portfolio management firm serving private clients and institutions such as charitable foundations, while exercising a fiduciary duty to always act in its clients' best interest. The Firm is committed to preserving and growing the financial wealth of its clients through responsible and ethical investing while also providing a high level of personalized service to meet its clients' evolving needs. The Firm is focused on the active value-added management of two core strategies: All-Cap Canadian Equity and Canadian Fixed Income, aiming to outperform the main indices and to add value by achieving higher returns than the market with lower risk. Annualized returns of the Firm's Canadian Equity strategy have consistently ranked in the 1st quartile for over 10 years. In 2019, the Firm was selected by the Quebec Emerging Managers Program to manage a pooled Canadian Bond fund for a group of institutional investors.

FOR MORE INFORMATION:

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*Returns for LAM's Canadian Equity strategy are gross of management fees and based on dollar-weighted gross returns for the Canadian Equity composite of segregated portfolios managed by LAM using the same strategy from July 2006 until the launch of the Fund in January 2012, and on gross returns of the LAM Canadian Equity Fund thereafter. **The S&P/TSX Composite Total Return Index is the benchmark that has been used since the inception of LAM's Canadian Equity strategy in July 2006 and the Fund in January 2012, and reflects the policy of investing only in Canadian Equity securities.*** Returns on the different unit series of the Fund will vary due to applicable management fees. Please read the Offering Memorandum before investing in the Fund. Pooled fund returns are not guaranteed as unit values change frequently and past performance may not be repeated.





FREQUENT CONTRIBUTOR ON

