



# CANADIAN EQUITY REPORT

## March 31, 2021

### 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.

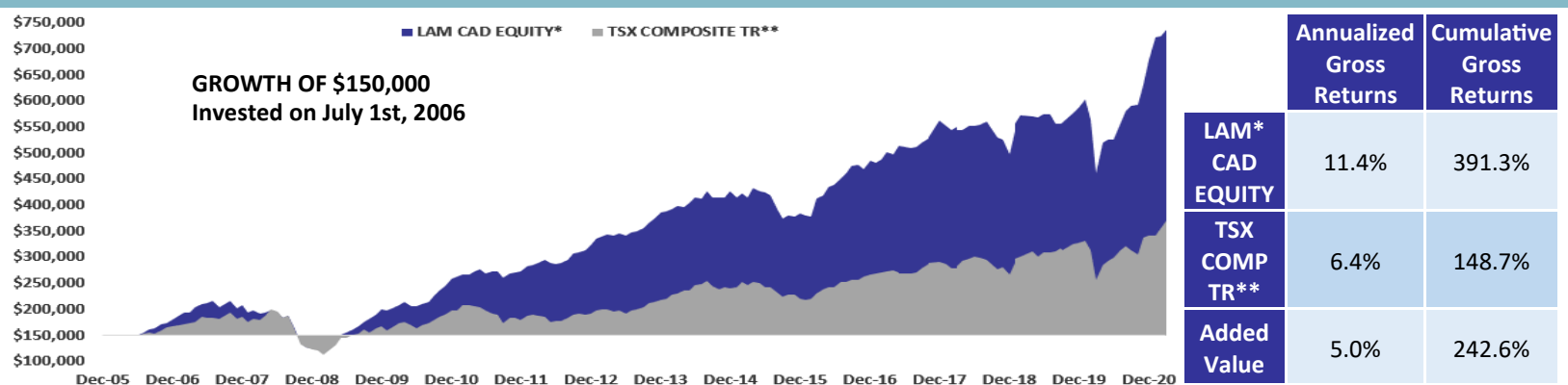
### CALENDAR YEAR GROSS RETURNS (except for 2006 which is for 6 months)

	2021 YTD	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
LAM CAD EQUITY*	8.5%	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**	8.1%	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)

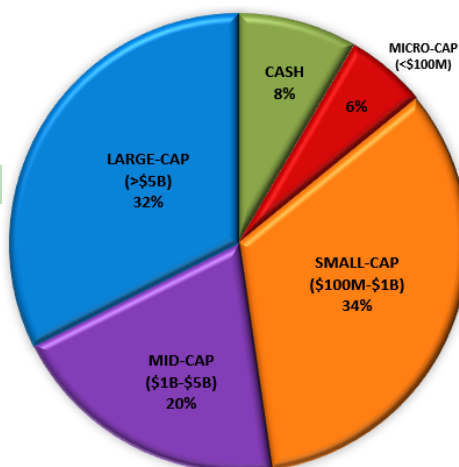
	1 MONTH	3 MONTHS	1 YEAR	3 YEARS	5 YEARS	10 YEARS	SINCE JULY 1, 2006
LAM CAD EQUITY*	1.7%	8.5%	59.9%	9.9%	12.2%	10.8%	11.4%
TSX COMPOSITE TR**	3.9%	8.0%	44.2%	10.2%	10.0%	6.0%	6.4%

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



### FUND ALLOCATION BY SECTOR AND MARKET CAP

INDUSTRIALS	17.6%
TECHNOLOGY	14.8%
UTILITIES	13.3%
ENERGY	9.7%
CASH	8.5%
DISCRETIONARY	6.9%
HEALTHCARE	6.7%
STAPLES	5.7%
FINANCIALS	5.4%
COMMUNICATIONS	5.4%
REAL ESTATE	3.7%
MATERIALS	2.3%



### TOP 20 FUND HOLDINGS

LARGE CAP	%	SMALL/MID CAP	%
ENBRIDGE	3.1	MDF COMMERCE	4.1
ALGONQUIN POWER	3.0	CARERX	3.1
BORALEX	2.6	TECSYS	2.9
INNERGEX RENEWABLE	2.6	POLLARD BANKNOTE	2.5
ALTAGAS	2.5	AG GROWTH INTL	2.4
BROOKFIELD INFRAST	2.5	STELLA JONES	2.3
CN RAILWAY	2.5	K-BRO LINEN	2.2
TC ENERGY	2.5	FLAGSHIP REIT	2.0
LOBLAW	2.4	GIBSON ENERGY	2.0
TELUS	2.4	MORNEAU SHEPELL	2.0

## MONTHLY COMMENTARY

The **LAM Canadian Equity Fund** rose **+1.7%** on a gross basis during the month versus +3.9% for the **TSX Composite Total Return**. Year-to-date, the Fund is up **+8.5%** versus +8.1% for the TSX. World stock markets were mixed as North America and Europe rose strongly while the Far East and Emerging Markets declined. While vaccination deployments and business re-openings vary region by region, the anticipation of a strong economic recovery ahead continued to drive equity markets higher. Our underperformance was mainly due to our low weightings in the Financial and Energy sectors which once again drove the TSX's strong return, as well as cash drag. Our main contributors include **Loblaw** and **Brookfield Infrastructure**, industrials such as **Velan**, **Ag Growth**, **K-Bro Linen** and **Stella Jones**, and telehealth services provider **Think Research**. Detractors once again included some of our best performers over the past year including technology companies like **MDF Commerce**, **TECSYS** and **Kinaxis**, and renewable power producers **Boralex** and **Innergex**. Given the massive retrenchment in the renewables sector, we have begun adding back to our holdings after having trimmed our weighting in January. We continue to hold a meaningful cash balance while trimming expensive positions and redeploying proceeds in opportunities that provide better long-term value .

## PORTFOLIO MANAGERS



### 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: Martin Gagné, CFA, CPA and Olivier Tardif-Loiselle, CFA**

## STRATEGY CHARACTERISTICS

<b>Inception Date</b>	July 1st, 2006
<b>Strategy AUM</b>	\$214 million
<b>Style</b>	All–Cap, value-driven and opportunistic
<b>Process</b>	Fundamental bottom-up analysis
<b>Portfolio</b>	40 to 50 diversified holdings
<b>Risk Metrics (since inception)</b>	Low cyclical exposure Low market correlation Beta: 0.79 Upside capture: 88% Downside capture: 57% Portfolio turnover (5 year): 32% Maximum position size: 5% Maximum sector weight: 25%

## POOLED FUND TERMS

<b>Inception Date</b>	January 3rd, 2012																
<b>Fund AUM</b>	\$88 million																
<b>Minimum Investment</b>	\$150,000 (or less for accredited investors)																
<b>Eligible Accounts</b>	Non-Registered and Registered (RRSP, RESP, TFSA...)																
<b>Distribution</b>	AB, BC, MB, ON, QC, by way of Offering Memorandum																
<b>Management Expense Ratio (MER)</b>	Management Fee (as listed below) + a maximum of 0.1% for operating expenses, as well as trading and custodial charges																
<b>Fund Units***</b>	<table border="1"> <thead> <tr> <th>SERIES</th> <th>FUNDSERV CODE</th> <th>NAV</th> <th>MGMT. FEE</th> </tr> </thead> <tbody> <tr> <td>F</td> <td>LAF100</td> <td>\$23.18</td> <td>1.5%</td> </tr> <tr> <td>I</td> <td>LAF101</td> <td>\$17.45</td> <td>1.0%</td> </tr> <tr> <td>O</td> <td>LAF102</td> <td>\$13.10</td> <td>TBD</td> </tr> </tbody> </table>	SERIES	FUNDSERV CODE	NAV	MGMT. FEE	F	LAF100	\$23.18	1.5%	I	LAF101	\$17.45	1.0%	O	LAF102	\$13.10	TBD
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## 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:

TEL: 514-849-5566  
 TOLL FREE: 1-866-849-5566  
 EMAIL: reception@lesterasset.com

### HEAD OFFICE:

1800 McGill College Avenue, Suite 2102  
 Montreal, QC H3A 3J6  
[www.lesterasset.com](http://www.lesterasset.com)



FREQUENT CONTRIBUTOR ON



\*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.