



CANADIAN EQUITY REPORT

November 30, 2020

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 Lester 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.

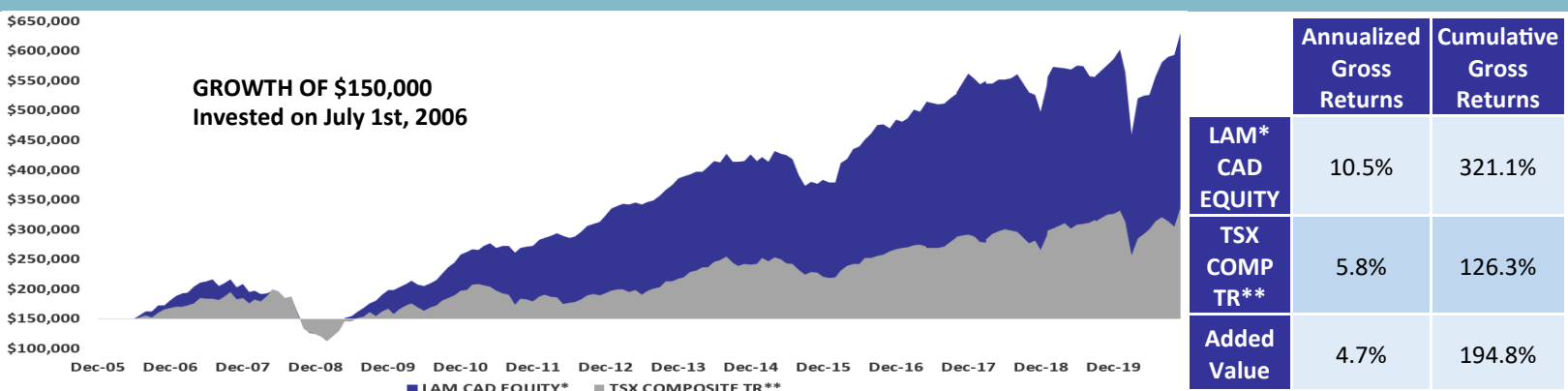
CALENDAR YEAR GROSS RETURNS (except for 2006 which is for 6 months)

	2020 YTD	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
LAM CAD EQUITY*	7.5%	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**	3.8%	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)

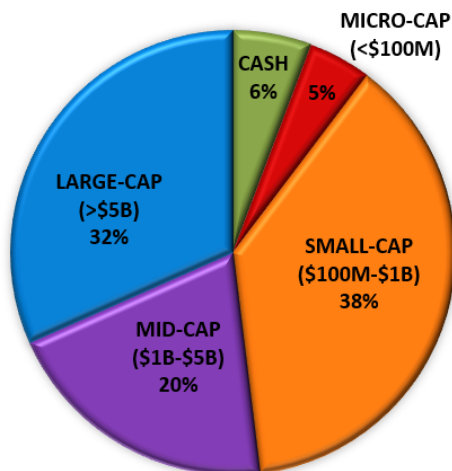
	1 MONTH	3 MONTHS	1 YEAR	3 YEARS	5 YEARS	10 YEARS	SINCE JULY 1, 2006
LAM CAD EQUITY*	6.4%	8.6%	9.5%	5.7%	10.7%	10.0%	10.5%
TSX COMPOSITE TR**	10.6%	4.9%	4.3%	5.5%	8.3%	6.0%	5.8%

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



FUND ALLOCATION BY SECTOR AND MARKET CAP

INDUSTRIALS	17.5%
TECHNOLOGY	17.1%
UTILITIES	15.6%
ENERGY	8.9%
DISCRETIONARY	7.1%
HEALTHCARE	6.5%
COMMUNICATIONS	6.0%
STAPLES	5.6%
CASH	5.6%
FINANCIALS	4.4%
REAL ESTATE	3.3%
MATERIALS	2.4%



TOP 20 FUND HOLDINGS

LARGE CAP	%	SMALL/MID CAP	%
ALGONQUIN POWER	3.1	TECSYS	4.0
CN RAILWAY	2.8	MDF COMMERCE	3.9
BCE	2.7	BORALEX	3.7
TELUS	2.7	INNERGEX RENEWABLE	3.5
ALTAGAS	2.6	BROOKFIELD INFRASTR	2.7
CGI GROUP	2.4	K-BRO LINEN	2.4
PEMBINA PIPELINE	2.4	STELLA JONES	2.4
TD BANK	2.4	GIBSON ENERGY	2.3
ENBRIDGE	2.2	GOODFOOD MARKET	2.3
CDN APART REIT	2.0	BLACKBERRY	2.2

MONTHLY COMMENTARY

The Canadian Equity Fund rose **+6.4%** on a gross basis during the month versus an increase of +10.6% for the TSX Composite Total Return (including dividends). Year-to-date, the Fund is up **+7.5%** versus +3.8% for the TSX. After several down months plagued by U.S. election uncertainty and skyrocketing virus infection rates, world stock markets surged on news of several promising vaccines, a clear U.S. presidential victory, and massive sector rotation and short covering. The powerful rebound in the TSX was fueled by the Energy and Financial sectors, up +18.6% and +16.2% respectively. Since we are generally underweight these sectors, our performance lagged as expected, while our high cash balance acted as a drag. Our top contributors included **K-Bro Linen** (anticipating a recovery in its hospitality segment), **Blackberry** (looking to maximize value in its IP portfolio), and **Pollard Banknote** (benefitting from higher iLottery and ticket sales), and several of our newer holdings such as **Brookfield Infrastructure**, **Canadian Apartment REIT** and **TD Bank**. Detractors were led by previous winners in the technology sector such as **Tecsys** and **MDF Commerce**, and **Calian Group**, which each pulled back after several months of strong returns, yet still represent huge upside. While equity markets are anticipating a quick return to pre-pandemic economic growth rates and extended accommodative monetary policy by central banks, infection rates continue to spike in many parts of the world and the deployment of vaccines will take time before normal business conditions resume. Low interest rates and prolonged government stimulus should continue buoying capital markets, however valuations are stretched and priced for perfection, warranting us to be more diligent than ever in making new investments.

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

Inception Date	July 1st, 2006
Strategy AUM	\$192 million
Style	All-Cap, value-driven and opportunistic
Process	Fundamental bottom-up analysis
Portfolio	40 to 50 diversified holdings
Risk Metrics (since inception)	Low cyclical exposure Low market correlation Beta: 0.81 Upside capture: 89% Downside capture: 61% Portfolio turnover (5 year): 25% Maximum position size: 5% Maximum sector weight: 25%

POOLED FUND TERMS

Inception Date	January 3rd, 2012																
Fund AUM	\$72 million																
Minimum Investment	\$150,000 (or less for accredited investors)																
Eligible Accounts	Non-Registered and Registered (RRSP, RESP, TFSA...)																
Distribution	AB, BC, MB, ON, QC, by way of Offering Memorandum																
Management Expense Ratio (MER)	Management Fee (as listed below) + approximately 0.1% for trading and custodial charges																
Fund Units***	<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>\$19.98</td> <td>1.5%</td> </tr> <tr> <td>I</td> <td>LAF101</td> <td>\$15.01</td> <td>1.0%</td> </tr> <tr> <td>O</td> <td>LAF102</td> <td>\$11.23</td> <td>TBD</td> </tr> </tbody> </table>	SERIES	FUNDSERV CODE	NAV	MGMT. FEE	F	LAF100	\$19.98	1.5%	I	LAF101	\$15.01	1.0%	O	LAF102	\$11.23	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:

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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 Lester 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 as well as trading and custodial charges. Note that the Fund does not incur operating costs which are typically associated with pooled fund investments, as these are assumed directly by LAM. 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.