



LESTER ASSET MANAGEMENT

RESPONSIBLE GROWTH



CANADIAN EQUITY REPORT August 31, 2023

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.

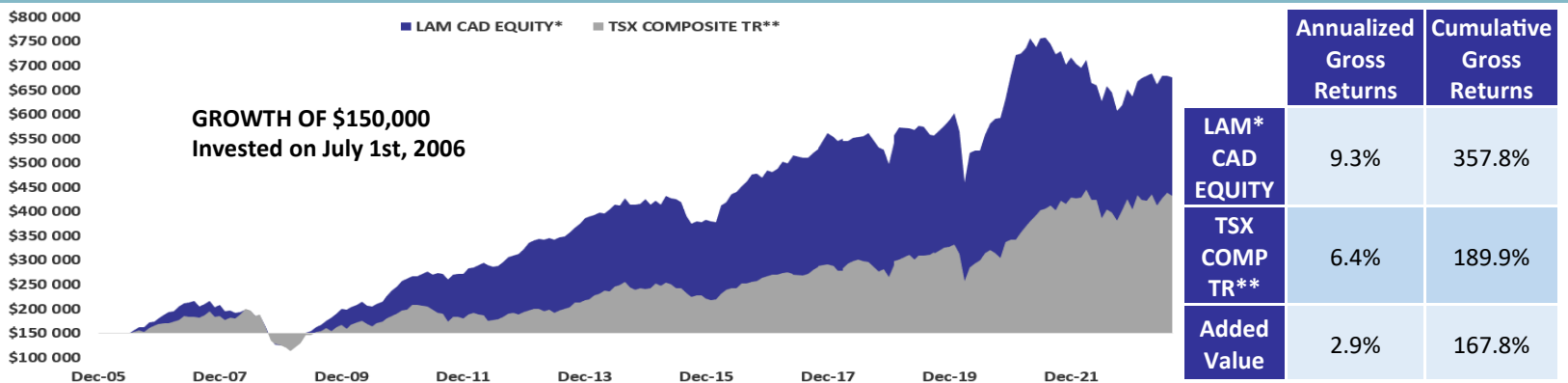
CALENDAR YEAR GROSS RETURNS (except for 2006 which is for 6 months)

	2023 YTD	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
LAM CAD EQUITY*	6.4%	-11.2%	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	6.9%	-5.8%	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)

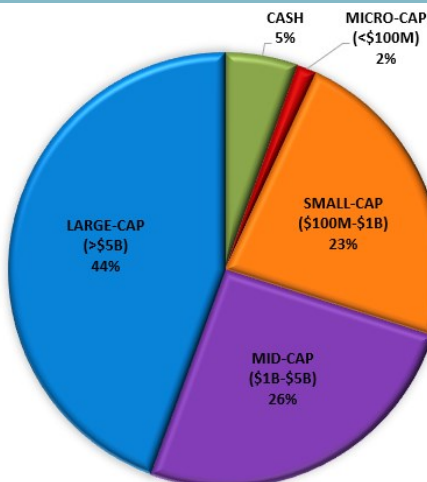
	1 MONTH	3 MONTHS	1 YEAR	3 YEARS	5 YEARS	10 YEARS	SINCE JULY 1, 2006
LAM CAD EQUITY*	-0.4%	2.3%	4.9%	5.2%	3.9%	6.8%	9.3%
TSX COMPOSITE TR**	-1.4%	4.6%	8.5%	10.4%	7.8%	8.0%	6.4%

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



FUND ALLOCATION BY SECTOR AND MARKET CAP

INDUSTRIALS	24.9%
FINANCIALS	14.1%
DISCRETIONARY	9.6%
COMMUNICATIONS	9.3%
TECHNOLOGY	8.0%
UTILITIES	7.2%
MATERIALS	6.0%
STAPLES	5.6%
CASH & EQUIVALENTS	5.4%
REAL ESTATE	5.4%
ENERGY	4.5%
HEALTHCARE	0.0%



TOP 20 FUND HOLDINGS

LARGE CAP	%	SMALL/MID CAP	%
BMO	4.4	AG GROWTH INTL	3.0
CPKC RAILWAY	3.6	TECSYS	3.0
ENBRIDGE	3.4	ATS	2.9
ALTAGAS	3.3	POLLARD BANKNOTE	2.9
TD BANK	3.3	DEFINITY FINANCIAL	2.8
CGI	3.2	SAVARIA	2.8
TELUS	3.2	PET VALU	2.4
BCE	2.6	BORALEX	2.3
CN RAILWAY	2.6	PARK LAWN	2.3
WSP GLOBAL	2.2	RICHELIEU HARDWARE	2.3

MONTHLY COMMENTARY

The **LAM Canadian Equity Fund** declined by **-0.4%** on a gross basis versus **-1.4%** for the TSX Composite Total Return. Year-to-date, the Fund is up **+6.4%** versus **+6.9%** for the TSX. World equity markets continued to be volatile, declining sharply from a strong rebound during June and July. Sticky inflation data, the threat of further rate hikes, and slowing global economic growth unnerved capital markets. Our outperformance versus the TSX was mainly due to our low exposure to the financial sector which declined **-4.3%** and the Materials sector which was down **-3.7%**. We outperformed despite the Energy sector being up **+7.3%** during the month thanks to strong returns by several of our small and mid cap holdings. Top contributors included manufactured home communities owner **Flagship REIT**, real estate services providers **Altus Group** and **Colliers International**, property and casualty insurer **Definity Financial**, agricultural equipment supplier **AG Growth**, and marine cargo handling and environmental services provider **Logistec**. Our main detractors included several consumer product related companies such as **Pet Valu**, **Jamieson Wellness**, and **High Liner Foods**, and not surprisingly **BMO** and **Toronto-Dominion Bank**. Most of our holdings reported strong 3rd quarter results in August and several rallied strongly on the news. We expect equity markets to remain volatile and momentum-driven and will continue to use volatility to trim certain positions at high prices and add to others at lower levels with the goal of generating strong long term risk-adjusted returns.

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

STRATEGY CHARACTERISTICS

Inception Date	July 1st, 2006
Strategy AUM	\$177 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: 0.78 Upside capture: 84% Downside capture: 58% Portfolio turnover (5 year): 26% Maximum position size: 5% Maximum sector weight: 25%

POOLED FUND TERMS

Inception Date	January 3rd, 2012																
Fund AUM	\$87 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) + a maximum of 0.1% for operating expenses, as well as 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>\$20.42</td> <td>1.5%</td> </tr> <tr> <td>I</td> <td>LAF101</td> <td>\$15.59</td> <td>1.0%</td> </tr> <tr> <td>O</td> <td>LAF102</td> <td>\$12.03</td> <td>TBD</td> </tr> </tbody> </table>	SERIES	FUNDSERV CODE	NAV	MGMT. FEE	F	LAF100	\$20.42	1.5%	I	LAF101	\$15.59	1.0%	O	LAF102	\$12.03	TBD
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ABOUT THE FIRM

Lester Asset Management is a Montreal-based independent discretionary portfolio management firm serving private clients and institutions such as charitable foundations, while exercising a fiduciary duty to always act in the best interests of its clients. 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 its 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 while using strict ESG considerations. 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. In 2021, the Firm received a Global Manager Research (GMR) "Top Performer" Award for its 1-year return in the Canadian Fixed Income category, and in 2022 it received 2 more GMR "Top Performer" Awards for its 5-year and 10-year returns in the Canadian Fixed Income category. The Firm is also a signatory of the United Nations' Principles of Responsible Investing since 2021.

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

