

BARRANTAGH

Investment Management

Update – June 30, 2020

- **Firm Update**
- **Key Mandate Review**
 - Small Cap Canadian Equities
 - Canadian Equities Income
- **Economic Update**



Architect Program

Firm Update

FIRM PROFILE

- 100% employee-owned investment managers since 1995
- 17 employees, firm ownership expanded to 6 employee-shareholders
- AUM: \$1 Bn (private wealth, institutional, sub-advisory)
- Fundamental quality value style

STRATEGIES OFFERED

- Balanced Mandates – active asset mix mgmt.
- Fixed Income – Credit barbell + active duration mgmt.
- Equity Strategies – Focus Portfolios (20 – 40 stocks in a strategy):
 - **Small Cap – quality/yield focus**
 - Mid Cap – S&P TSX Completion Index
 - All Cap Cdn Equities
 - **Income – yield focus**
 - Global Equities – Global leaders + Special situations

FIRM UPDATE

Barrantagh celebrating 25 years in business!

COVID 19:

- Operating remotely with full trading, portfolio accounting, investment team and client service capability
- Rotating limited office schedule & video conferencing

Diversification Strategies:

- Small Cap – new prospectus fund launched in Q2/19
 - ‘F’ Class – 1.0% MER, 12-year composite track-record
- Mid Cap – reached 2-year track record end of Q2

ESG Integration Update:

- Completed UN PRI signatory process (2019) & formalized BIM Responsible Investing Policy

Sub-Advisory News:

- Awarded new SMA mandate at key bank brokerage firm broadening our offerings to 4 leading IIROC firms

Website Upgrade 2020:

- Launched July, 2020
- Improved navigation, functionality & content
- Advisor Portal

Barrantagh

Competitive Advantages

Barrantagh

Outcomes

Investment Boutique

- 100% employee-owned & independent
- Investing in small, mid-size & larger companies with minimal trading impact
- Integrated client-focused team

Quality/Value investing style

- Capital preservation/absolute returns
- Low portfolio risk metrics

Fundamental bottom-up research

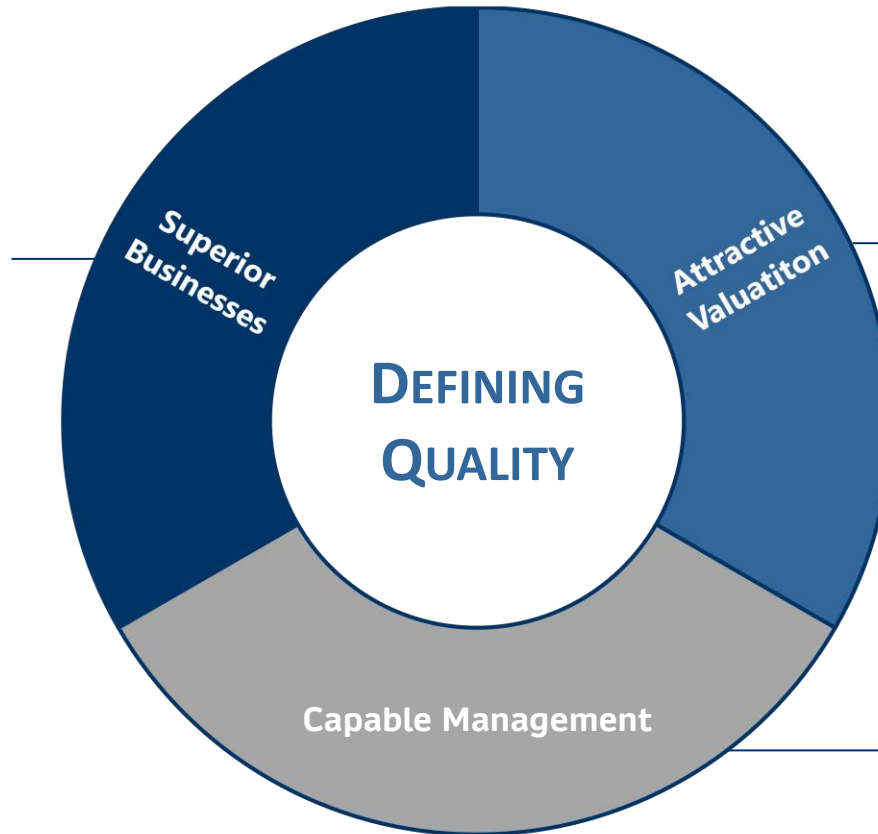
- Focused “Best Idea” portfolios
 - Low portfolio turnover
-

Investment Philosophy

Defining Quality

IDEA GENERATION

- Competitive advantages
- Industry leaders
- Pricing Power
- High return on capital
- Low capital intensity
- **ESG** Profile



INDEPENDENT VALUATION

- Cashflow analysis
- Independent valuation
- Forecast use of leverage
- Quality reduces risk
- Buy/Sell Targets

MANAGEMENT INTERVIEWS

- Aligned with shareholders
- Clear business strategy
- Record of value creation
- Low cost operators
- Conservative use of leverage

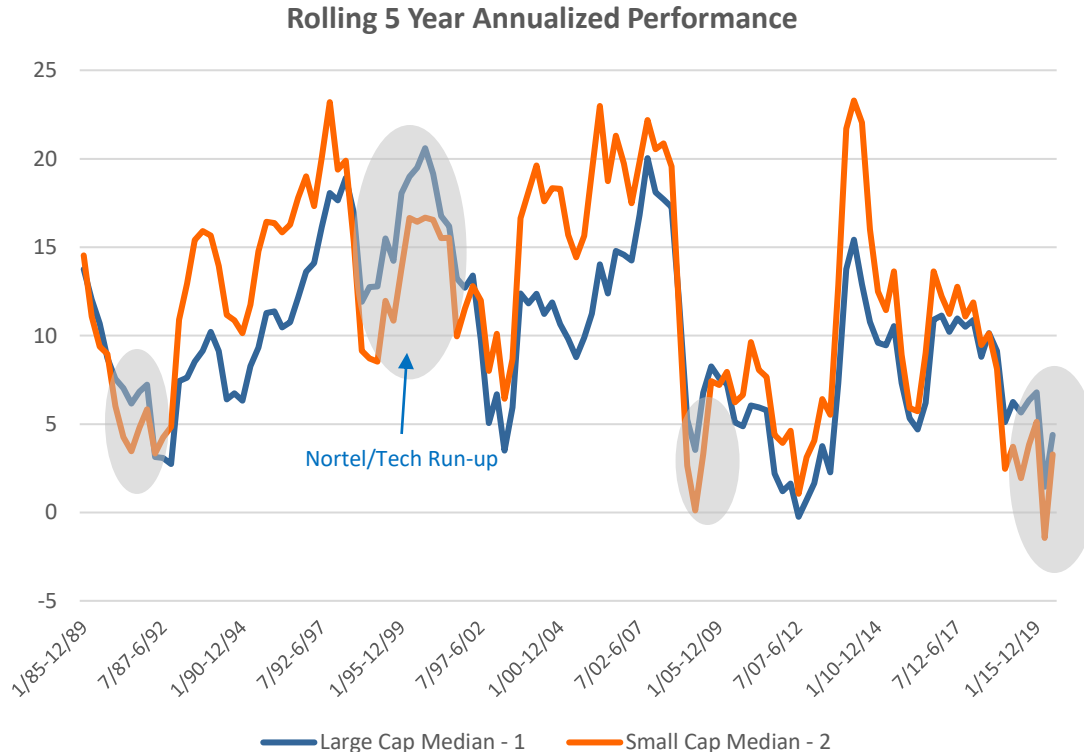


OBSERVATIONS:

Small Cap Canadian Equities

Canadian Equity Markets

Small Cap Median Beats the Large Cap Median 70% of the time Since 1985



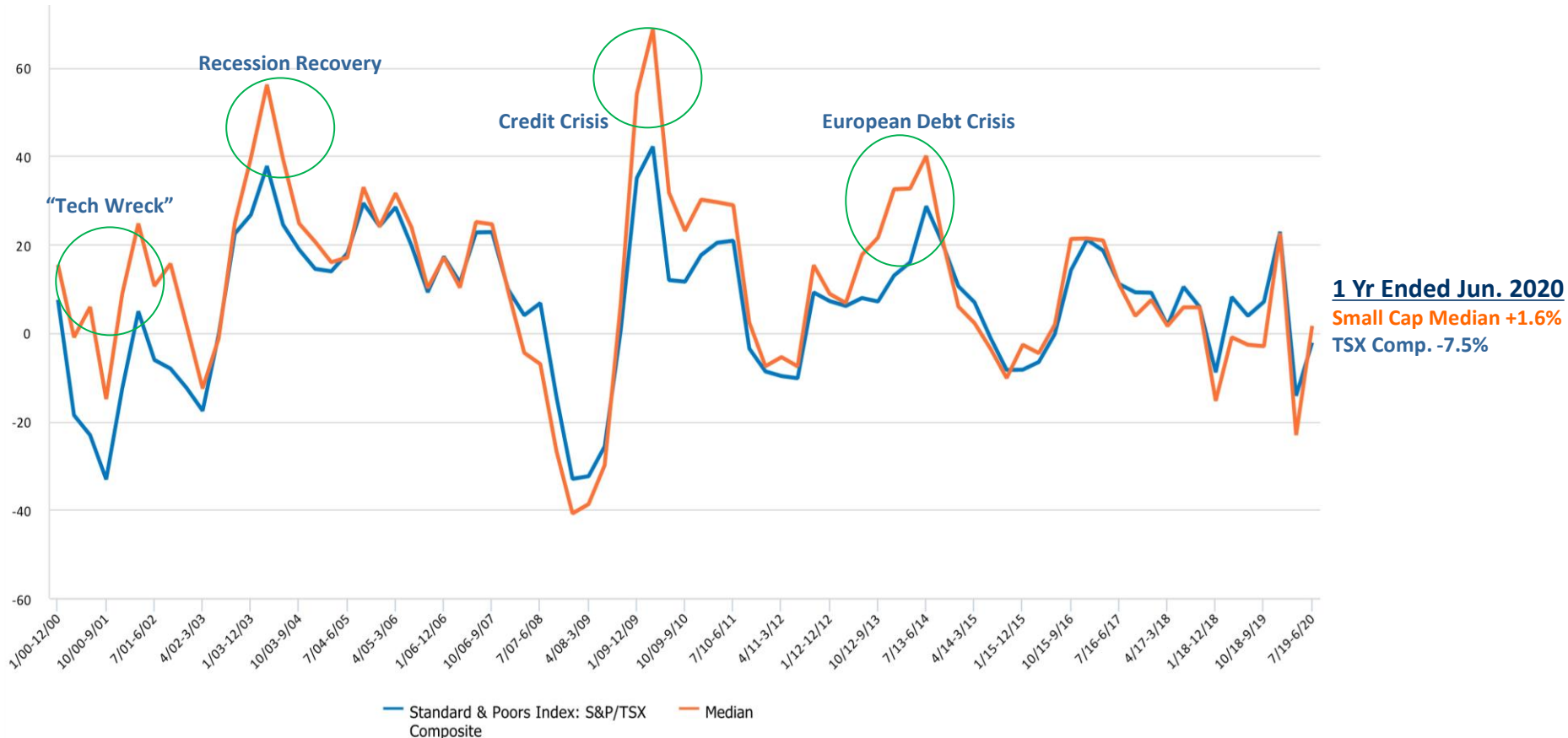
- Periods of small cap *active manager* underperformance are not persistent and as the shaded areas indicate the difference in performance for those periods was only 2-3%

¹Evestment Large Cap Canadian Equity

²Evestment Small Cap Canadian Equity

Small Cap Median Manager Outperforms on Rebounds

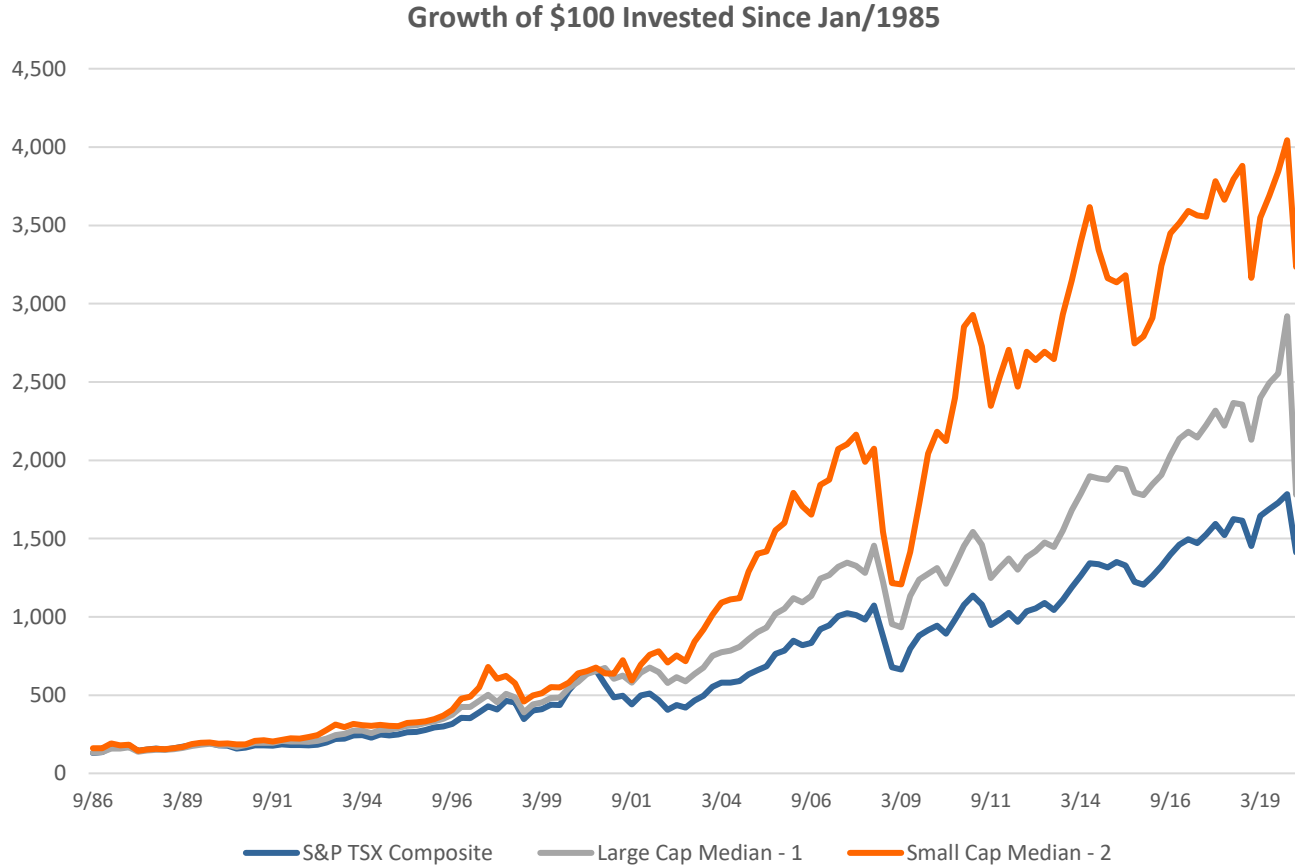
Beats the Large Cap TSX Composite on Market Recoveries



Universe: eVestment Canadian Small Cap Equity

Canadian Equity Markets

Growth of \$100 since Jan/1985



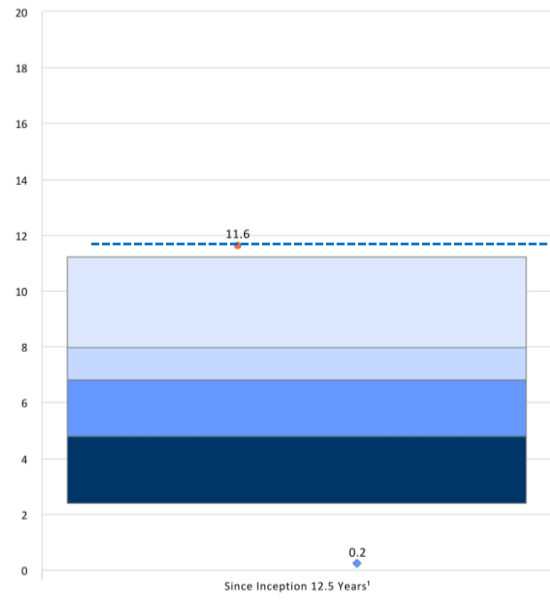
¹Evestment Large Cap Canadian Equity

²Evestment Small Cap Canadian Equity

RETURNS: Small Cap Canadian Equities

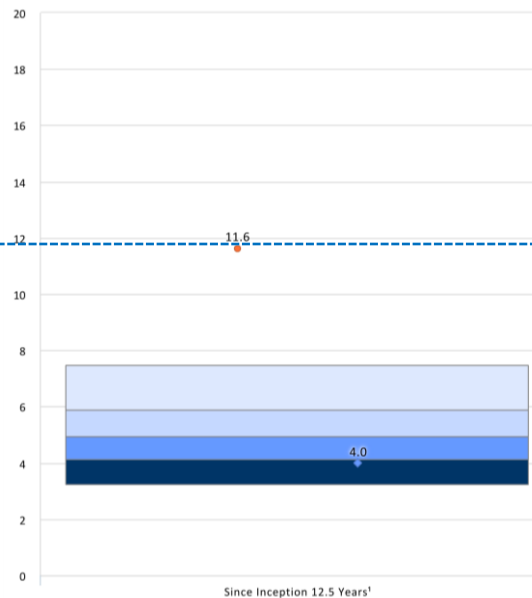
Strong Performance vs. Large Cap Cdn & Global Equities (for Periods Ending Jun. 30, 2020)

Canadian Small Cap Universe



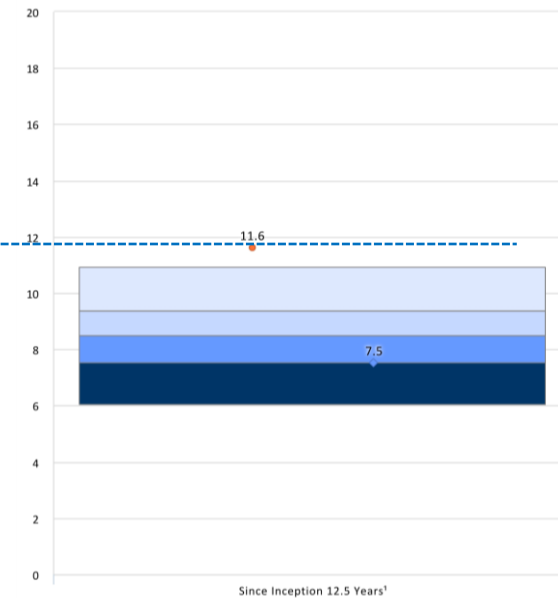
● Barrantagh Small Cap
◆ TSX Small Cap Index

Canadian Large Cap Universe



● Barrantagh Small Cap
◆ TSX Composite Index

Global Equity Universe (\$C)

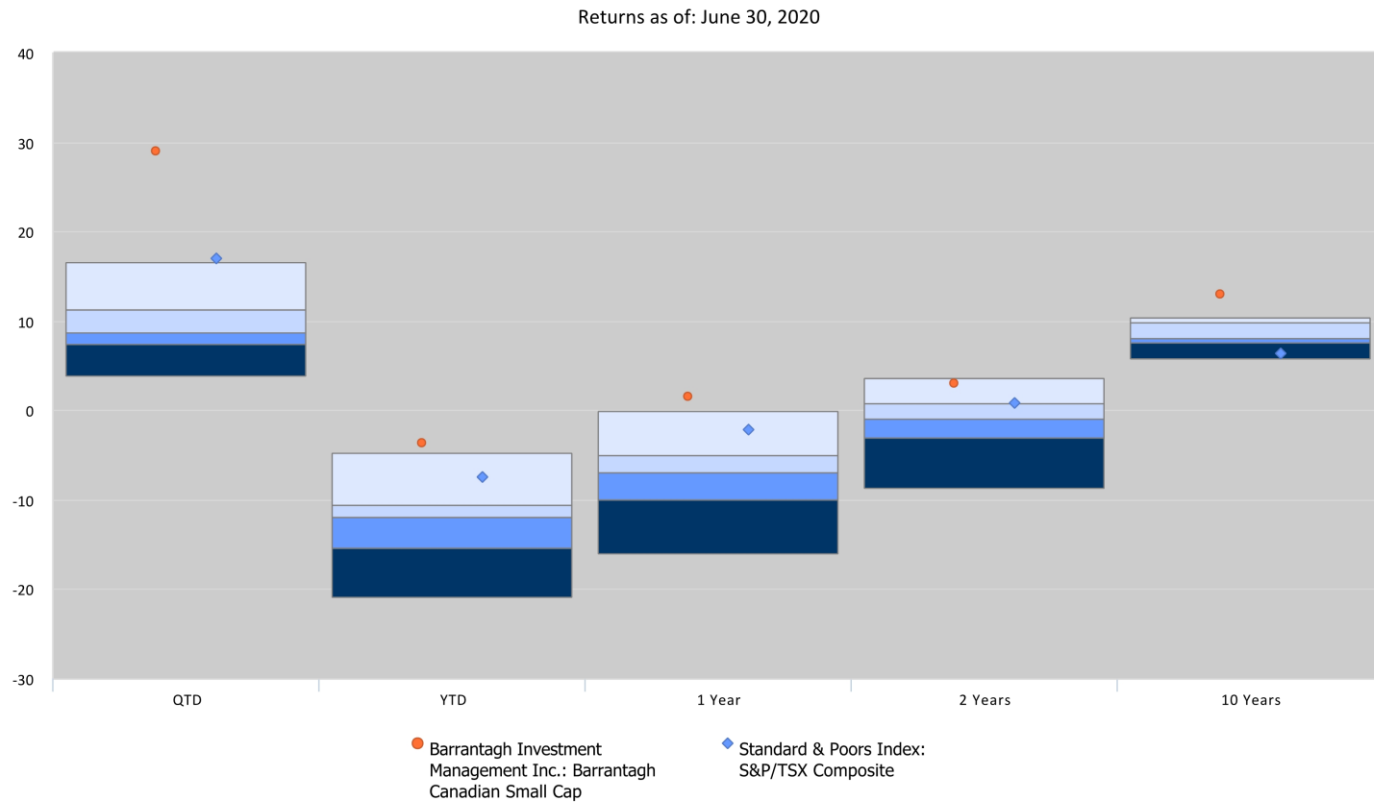


● Barrantagh Small Cap
◆ MSCI World Net (\$C)

Strategy Inception Date: Jan. 1, 2008

RETURNS: Small Cap Canadian Equities

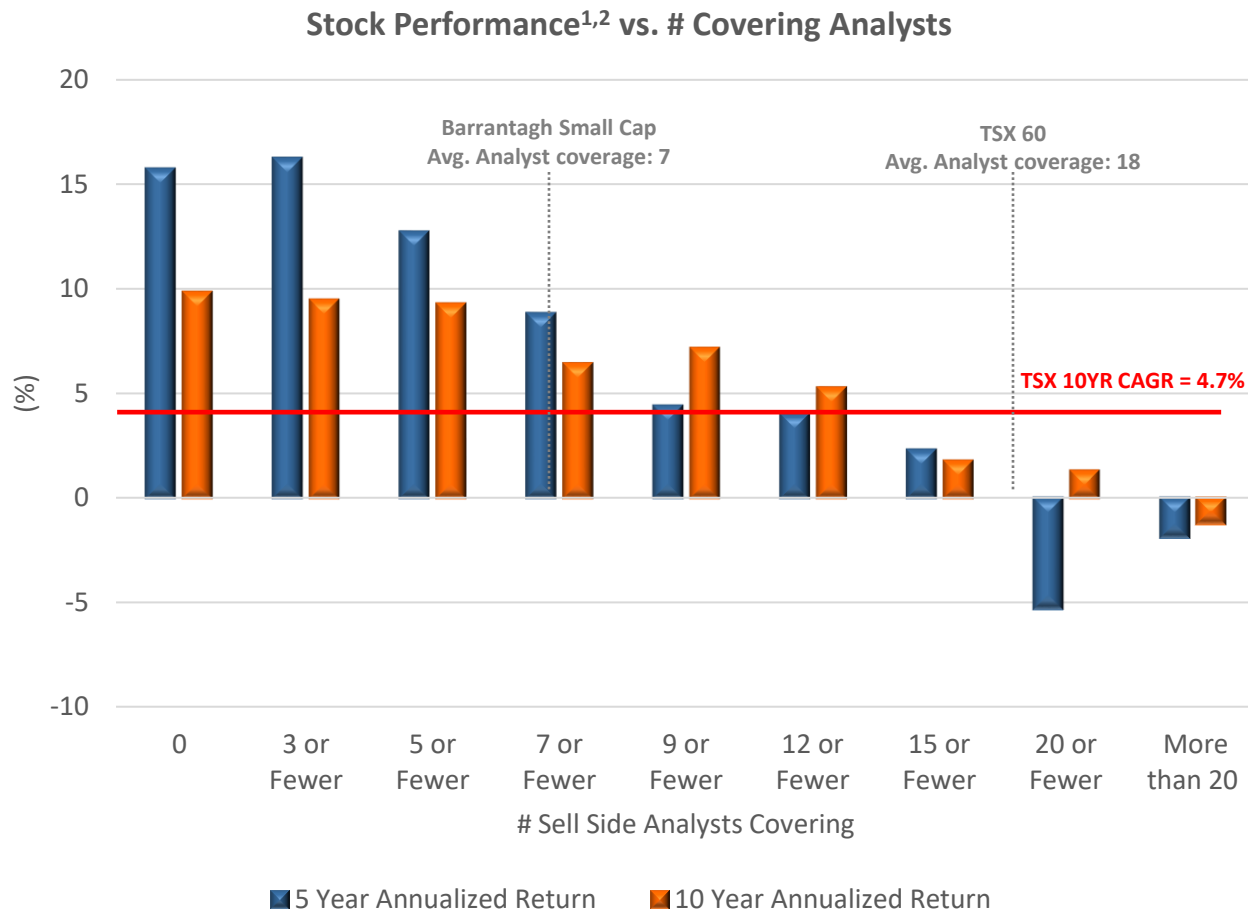
Strong Performance vs. Large Cap Core & Cdn Dividend Strategies (for Periods Ending Jun. 30, 2020)



Universe: eVestment Canadian Dividend Focus Equity

Small Cap Canadian Equities

Information Advantage: Lack of Research Coverage Creates Opportunities in Small Cap



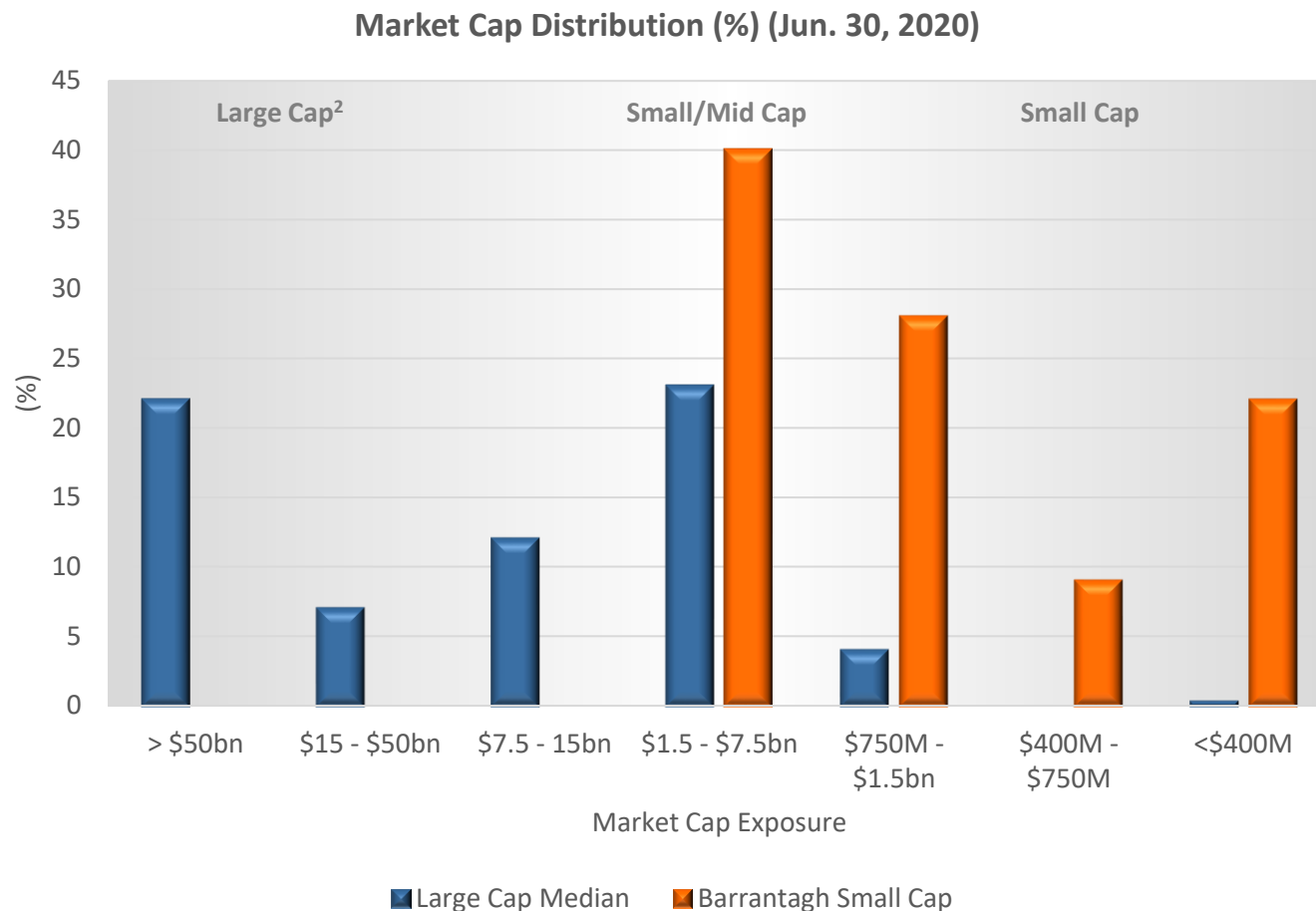
¹ Study universe includes all members of the TSX Composite & TSX Small Cap Indices with 5 & 10-year track records

² Returns are for periods ending Aug. 31, 2018

Small Cap Canadian Equities

Large Cap Managers Ignore Small Cap Opportunities

Small Cap & Large Cap universes are mutually exclusive – Large Cap managers don't own below \$1.5bn. Overlap exists in the Small/Mid bucket - \$1.5bn - \$7.5bn.



¹ Large Cap Median = Evestment Large Cap Canadian Universe

² Market Cap buckets as defined by Evestment



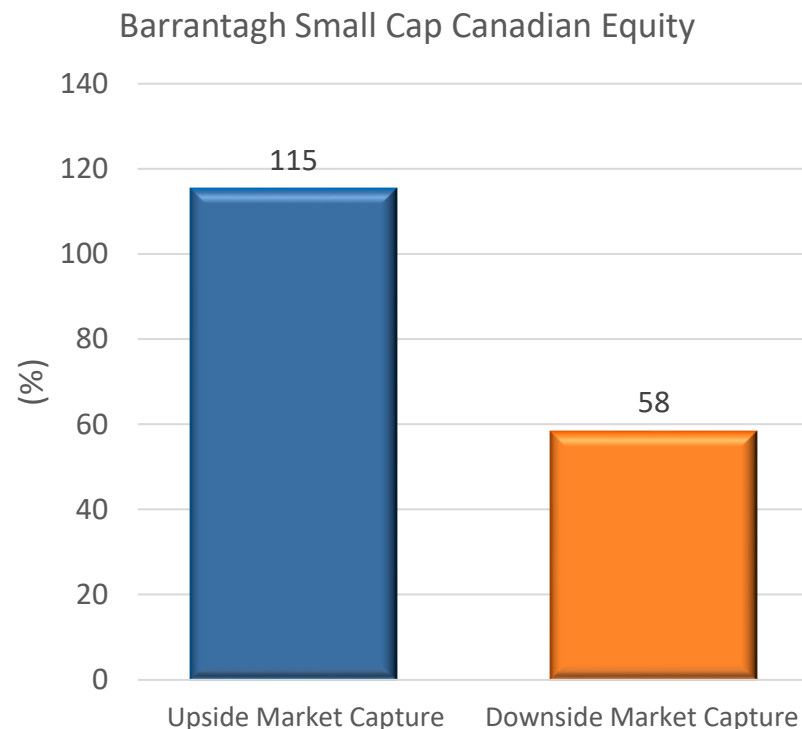
OBSERVATIONS:

Diversification with
Small Cap Canadian Equities

Small Cap Canadian Equities

Risk Statistics vs. *Small Cap* Canadian Equity (for Periods Ending June 30, 2020)

	Barrantagh Small Cap Cdn. Equites ¹	Percentile Rank ²	
Annualized Return	11.6	1	1st Percentile
Standard Deviation	13.9	1	Lower Volatility than Median
<i>Sharpe Ratio</i>	<i>.76</i>	<i>1</i>	<i>Highest risk-adjusted return</i>
Beta	0.54	1	Very Low risk vs. market
<i>Treynor Ratio</i>	<i>19.6</i>	<i>1</i>	<i>Highest risk-adjusted return</i>

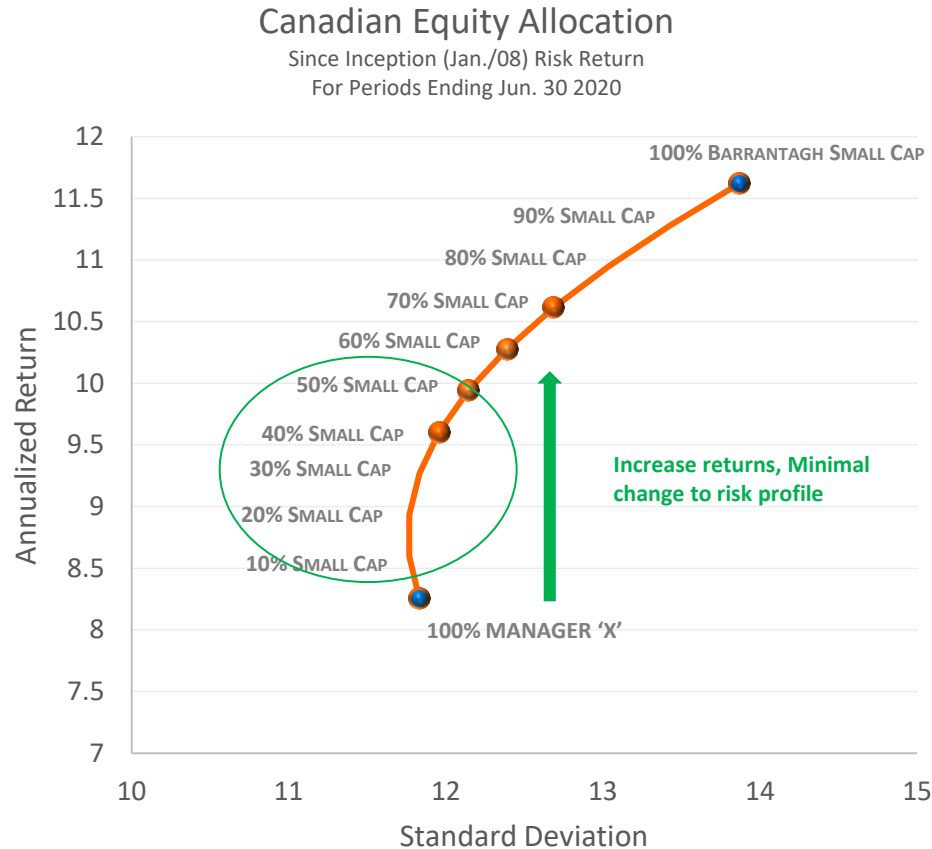


¹ Since Inception Jan. 1, 2008

² vs. Evestment Small Cap Universe

Creating Minimum Risk (Optimal) Portfolios

Combining Barrantagh Cdn. Large Cap Equity Income & Small Cap



Most large-cap Cdn. Equity managers are **highly correlated (>0.9)** – with each other and the index

Barrantagh small cap offers **very low correlation with large cap (0.6)** and indices

- Allocation can *reduce overall portfolio risk* + increase return

Total Portfolio Risk a function of:

1. Weights (ω) of underlying components
2. Risk (σ) of underlying components
3. Correlation (ρ) of components

Portfolio Standard Deviation(σ_p)

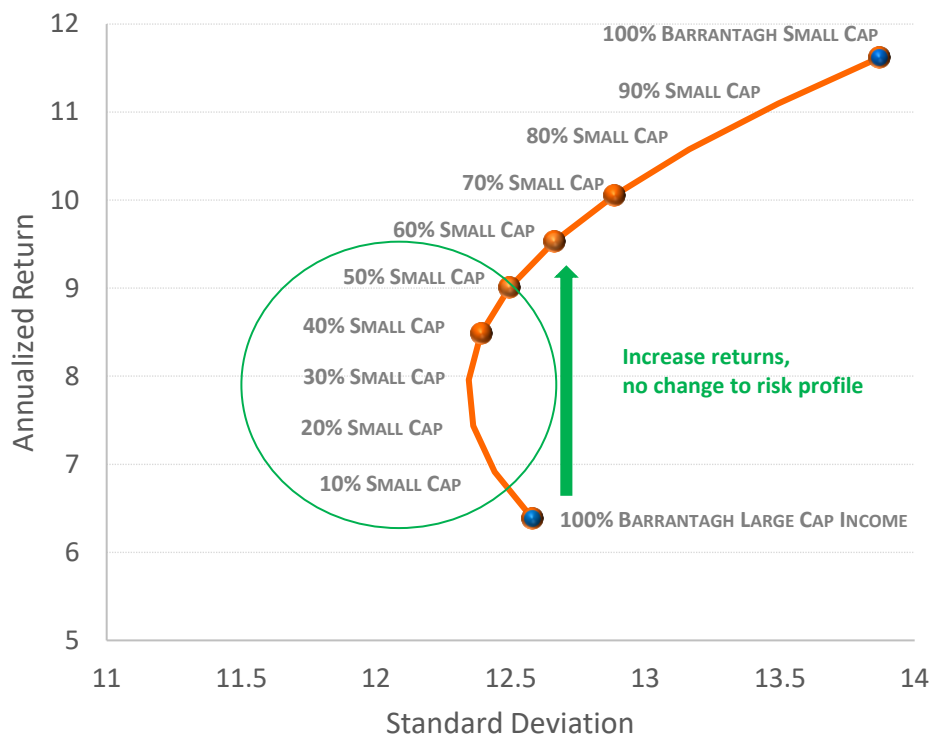
$$= \sqrt{\omega_A^2 \sigma_A^2 + \omega_B^2 \sigma_B^2 + 2\omega_A \omega_B \sigma_A \sigma_B \cdot \rho_{AB}}$$

DIVERSIFICATION: Small Cap Canadian Equities

Perspective on Allocation to Small Cap

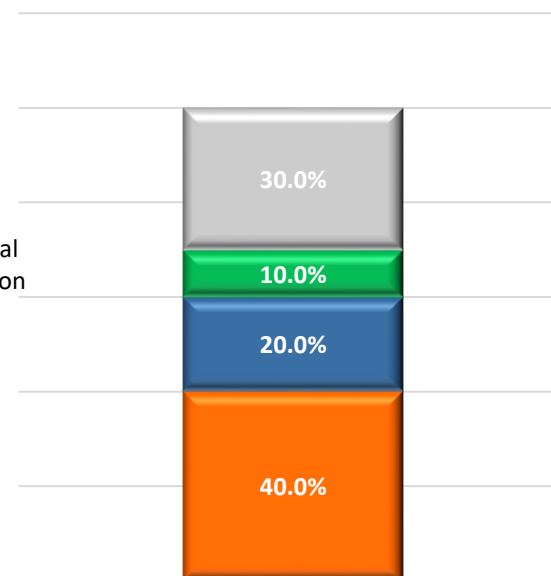
Canadian Equity Allocation

Since Inception (Jan./08) Risk Return
For Periods Ending Jun. 30 2020



Incremental addition of small cap shows optimal (minimum risk) allocations of 20% - 50% which would suggest 5% - 15% of a typical 60% equity/40% fixed client portfolio

"Typical" Client Asset Mix

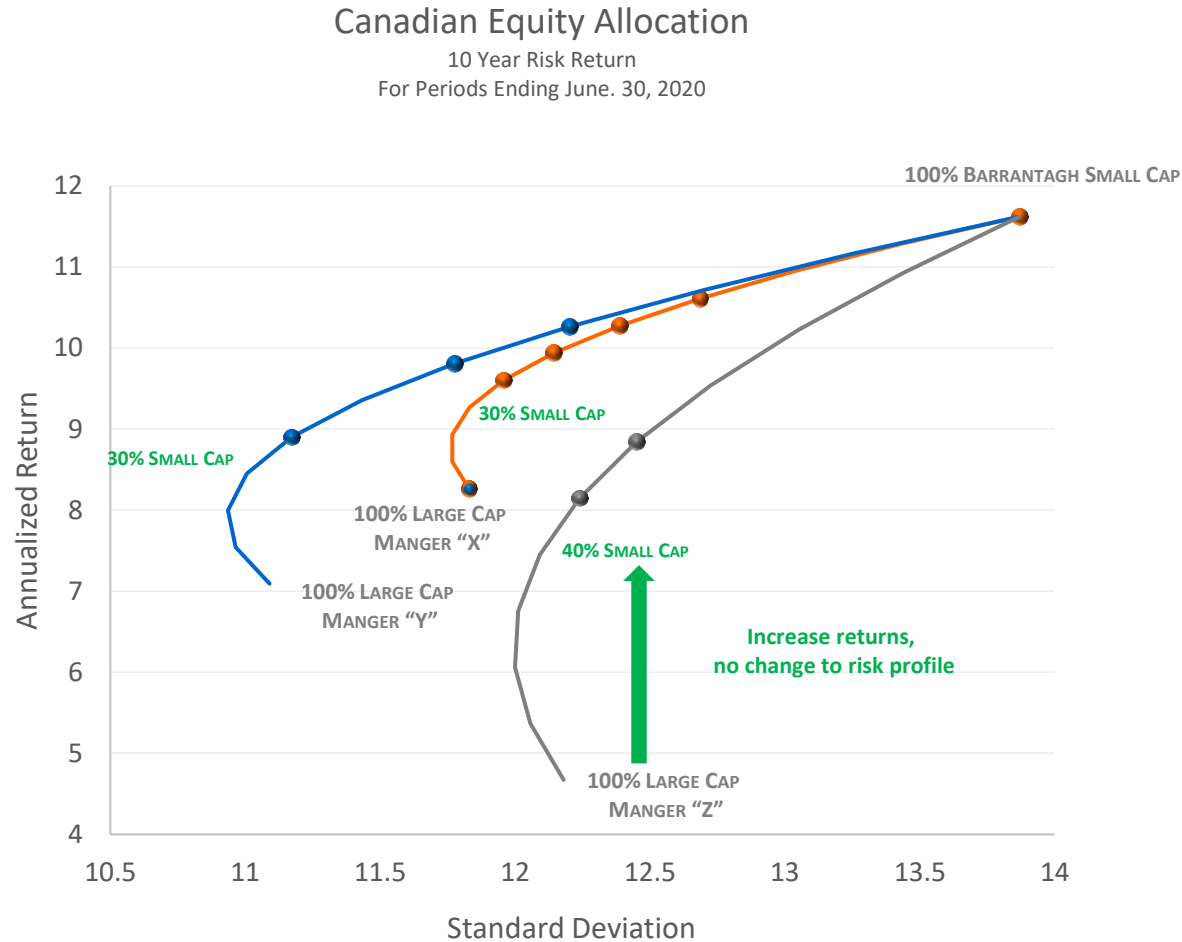


=> 5% - 15% Total
Portfolio Allocation

■ Fixed Income ■ Canadian Equities
■ Small Cap ■ Global Equities

DIVERSIFICATION: Small Cap Canadian Equities

Results are Similar with Other Large Cap Managers





SMALL CAP CANADIAN EQUITIES

Small Cap Canadian Equity Mandate

Performance at June 30, 2020

For Periods Ending Jun. 30, 2020	YTD	1 Yr	2 Yrs	3 Yrs	4 Yrs	5 Yrs	6 Yrs	7 Yrs	8 Yrs	9 Yrs	10 Yrs
BIM Canadian Small Cap Equity	-3.6%	1.6%	3.0%	3.6%	4.9%	4.4%	3.8%	7.9%	9.6%	10.5%	13.0%
S&P/TSX Small Cap Index	-14.3%	-10.1%	-9.1%	-4.6%	-2.5%	-0.2%	-3.1%	1.7%	1.4%	-1.2%	1.5%

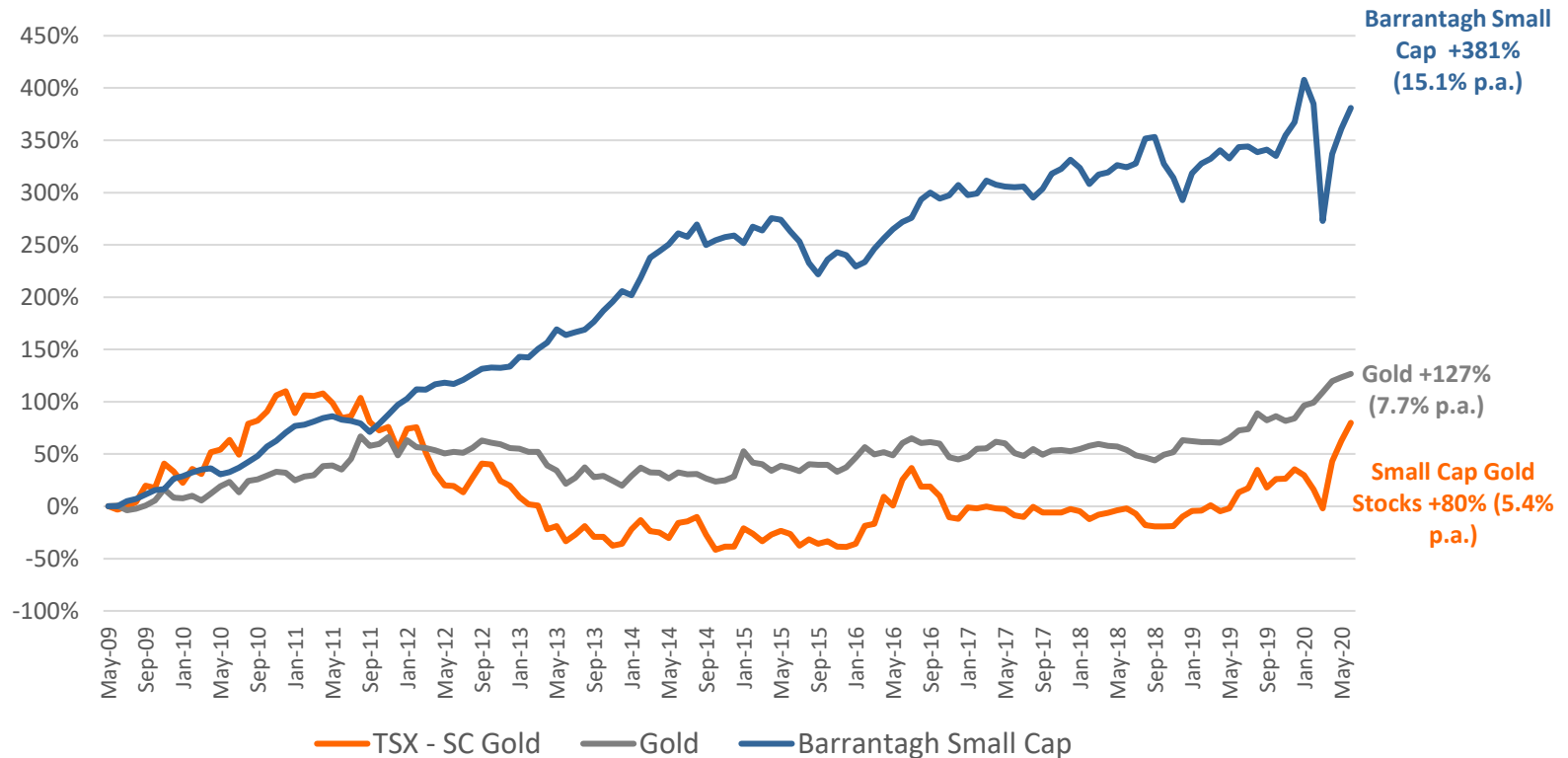
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
BIM Canadian Small Cap Equity	19.0%	-8.9%	5.9%	19.8%	-5.3%	17.3%	30.9%	18.5%	15.6%	35.0%	43.8%	-22.9%
S&P/TSX Small Cap Index	15.8%	-18.2%	2.7%	38.5%	-13.4%	-2.4%	7.6%	-2.2%	-16.4%	35.1%	62.3%	-45.5%

Calendar Years => Barrantagh Small Cap outperformed

Small Cap Canadian Equity Mandate

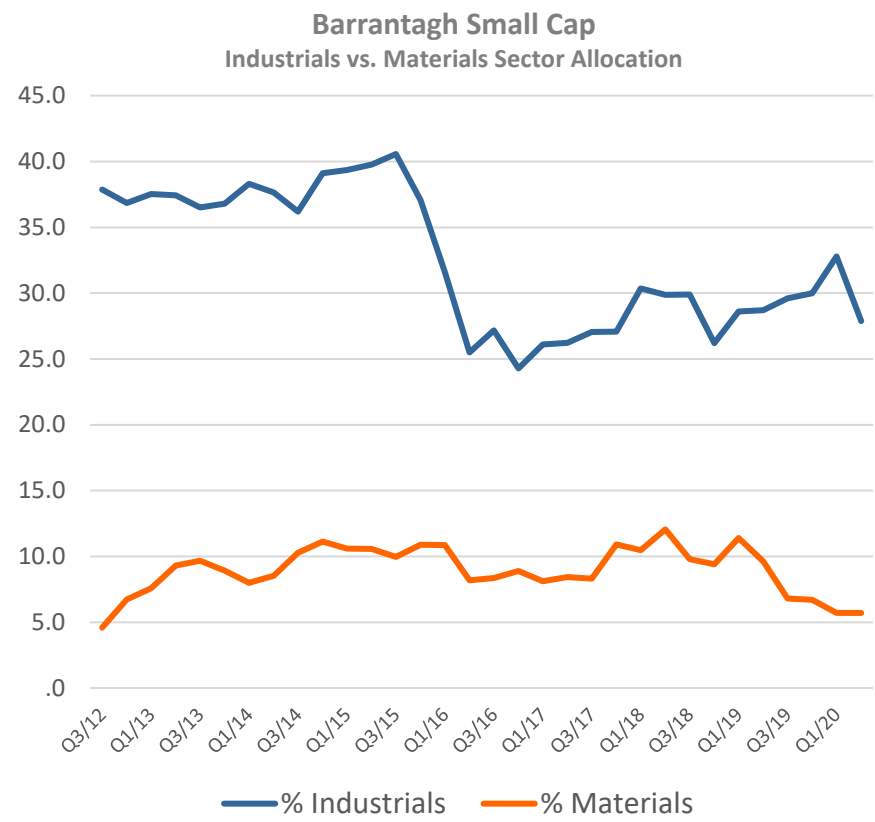
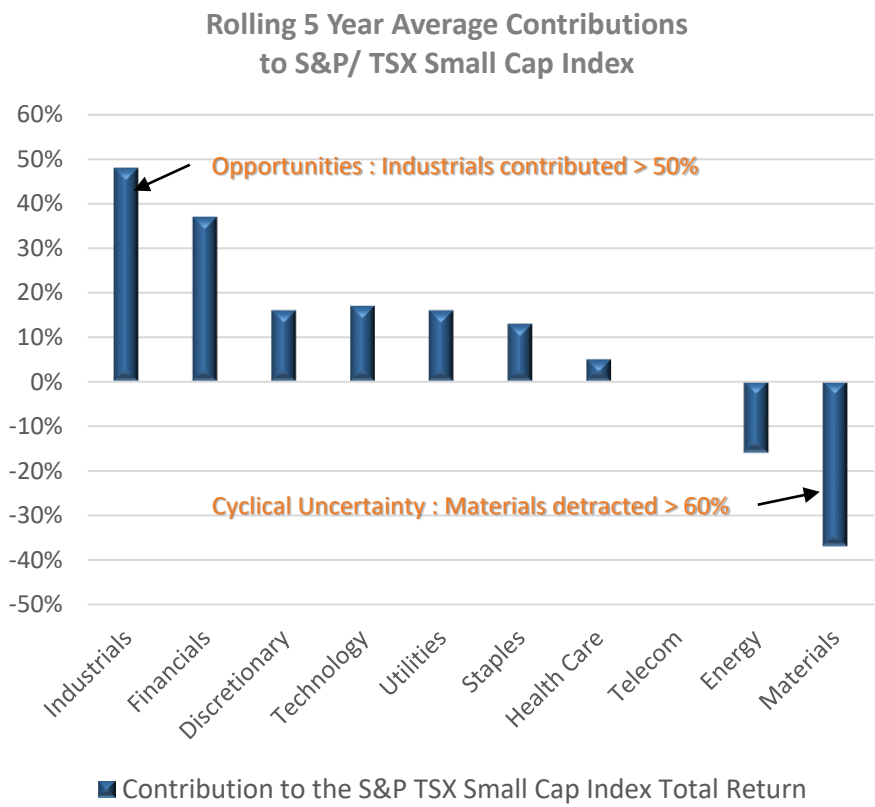
Junior Gold Miners: Underperforming/Volatile & Poor Commodity Tracking

Cumulative Returns ~ 10 Years



TSX Small Cap Canadian Equity

Contributions by Sector to Total Index Return



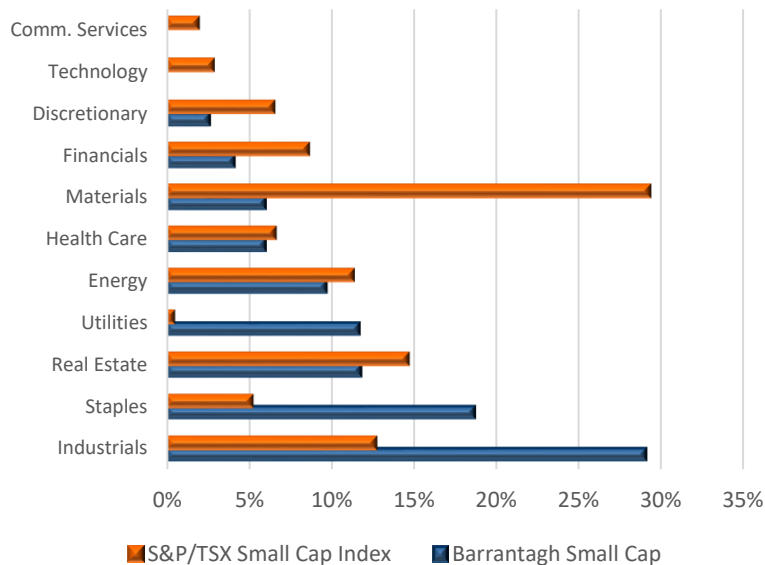
Profile: Small Cap Canadian Equities

Portfolio at June 30, 2020

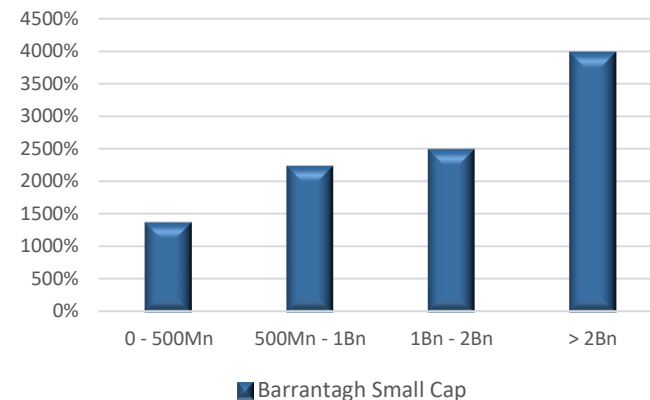
CHARACTERISTICS

Number of Holdings	23
Avg. Market Cap	\$1.85 Bn
# Industry Sectors	9
Dividend Yield	3.3%
P/CF	9.6X

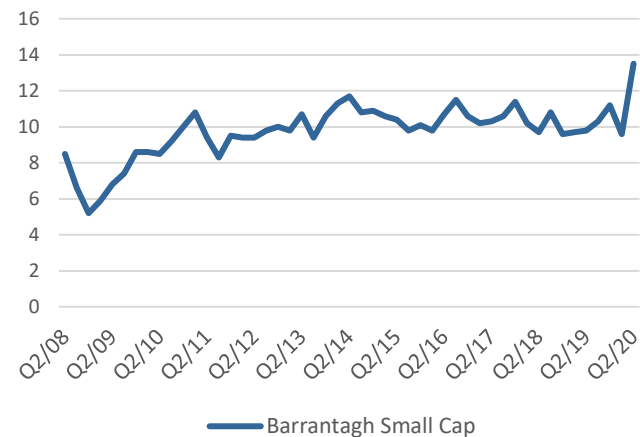
Barrantagh Small Cap Industry Weight vs. Index



Market Cap Exposure



Historic P/CF



Canadian Small Cap Equity Portfolio

Portfolio at June 30, 2020

	Portfolio Weight		Portfolio Weight
Consumer Discretionary		Industrials	
Diversified Royal	2.4%	Aecon Group	3.4%
	2.4%	Badger Daylighting	3.2%
Consumer Staples		Boyd Group	5.0%
Primo Water	4.9%	Cargojet	5.7%
Jamieson Wellness	5.3%	Calian Group	3.9%
North West Co.	4.2%	People Corp.	2.4%
Premium Brands	3.5%	Morneau Shepell	4.4%
	17.9%		27.9%
Energy		Real Estate	
Gibson Energy	4.0%	Minto Apartment REIT	4.3%
Parkland Fuel	3.2%	Storagevault Canada	4.0%
Tidewater Midstream	2.2%	Summit Industrial REIT	3.0%
	9.4%		11.3%
Financials		Utilities	
Trisura Group	4.0%	Boralex	4.1%
	4.0%	Superior Plus	4.0%
Health Care		Transalta Renewables	3.1%
Andlauer Healthcare	5.8%		11.2%
	5.8%	Materials	
		Altius Minerals	2.5%
		Intertape Polymer	3.3%
			5.8%
		Cash & Equivalent	4.3%
		Total	100.0%



CANADIAN EQUITIES INCOME

Canadian Equity Income Mandate

Performance at June 30, 2020

For Periods Ending Jun. 30, 2020	YTD	1 Yr	2 Yrs	3 Yrs	4 Yrs	5 Yrs	6 Yrs	7 Yrs	8 Yrs	9 Yrs	10 Yrs
BIM Canadian Equity Income*	-16.2%	-10.4%	-3.1%	-0.4%	2.0%	1.3%	0.9%	5.0%	6.1%	6.4%	8.1%
S&P/TSX High Dividend Index	-21.3%	-14.4%	-5.1%	-2.1%	1.6%	1.4%	-0.4%	2.9%	4.1%	3.3%	4.9%
S&P/TSX Composite	-7.5%	-2.2%	0.8%	3.9%	5.7%	4.5%	3.5%	6.8%	6.9%	4.9%	6.4%

6

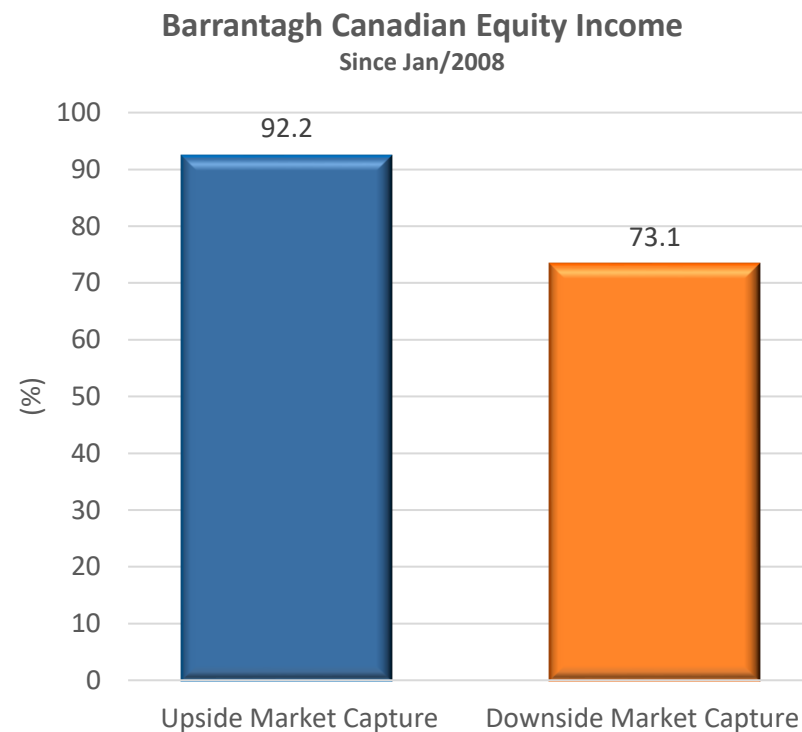
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
BIM Canadian Equity Income*	24.4%	-9.6%	5.0%	16.4%	-7.8%	15.1%	20.7%	11.5%	12.7%	16.3%	33.3%
S&P/TSX High Dividend Index	25.8%	-10.8%	7.6%	28.4%	-14.6%	5.2%	16.1%	7.6%	1.5%	13.7%	31.1%
S&P/TSX Composite	22.9%	-8.9%	9.1%	21.1%	-8.3%	10.6%	13.0%	7.2%	-8.7%	17.6%	35.1%

- Canadian Equity Income annualized returns for periods longer than seven years are an ex-cash carve out of our long-term balanced income composite.

Canadian Equities Income

Risk Statistics vs. Canadian Equity (for Periods Ending June 30, 2020)

	Barrantagh Cdn. Equities Income ¹	Percentile Rank ²	
Annualized Return	6.4	16	1st Quartile
Standard Deviation	12.6	10	Low Volatility
Sharpe Ratio	0.42	7	High risk-adjusted return
Beta	0.83	13	Lower risk than the market
Treynor Ratio	6.46	9	High risk-adjusted return



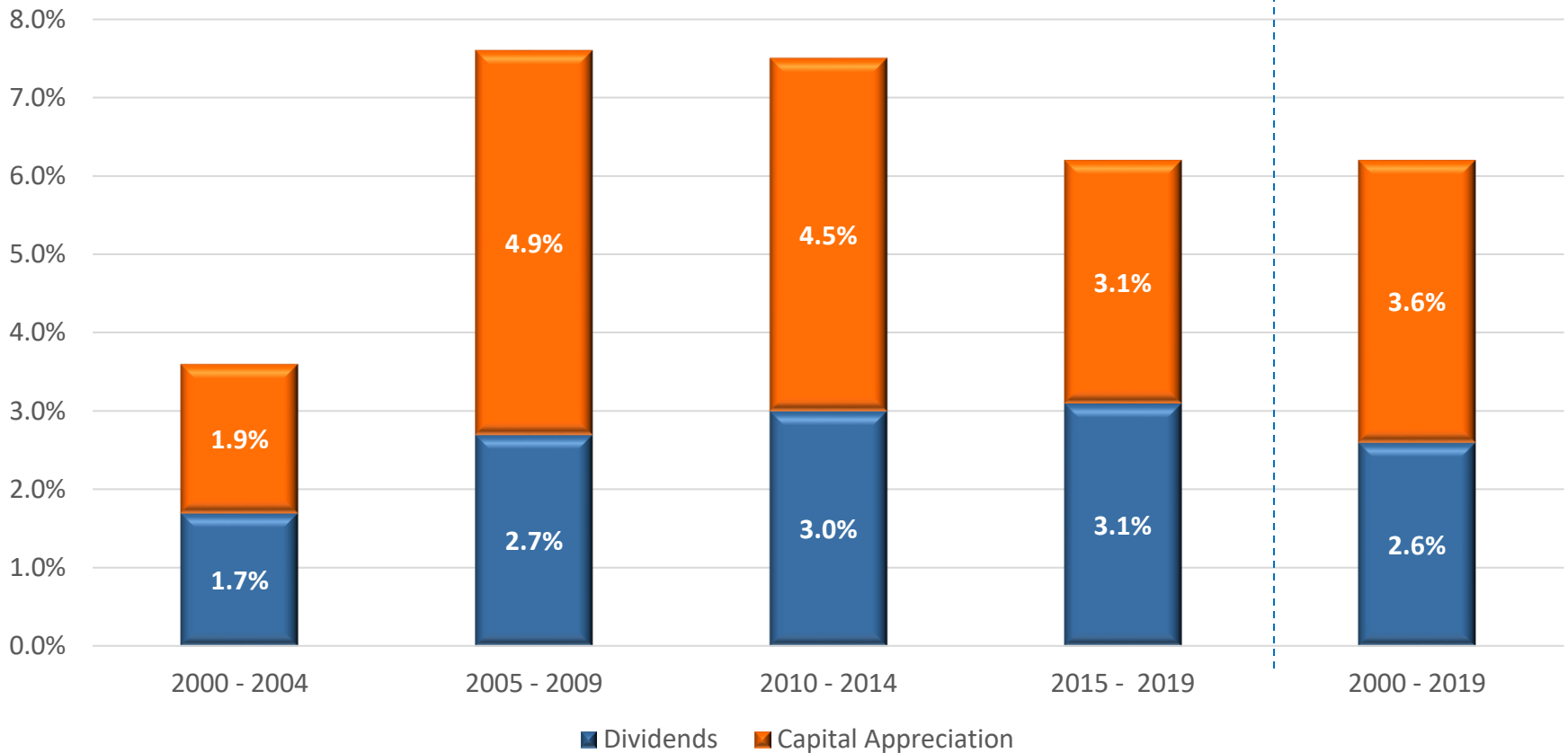
¹ Since Jan./2008

² Versus Evestment Dividend Focus Canadian Equity Universe

Canadian Equity Market

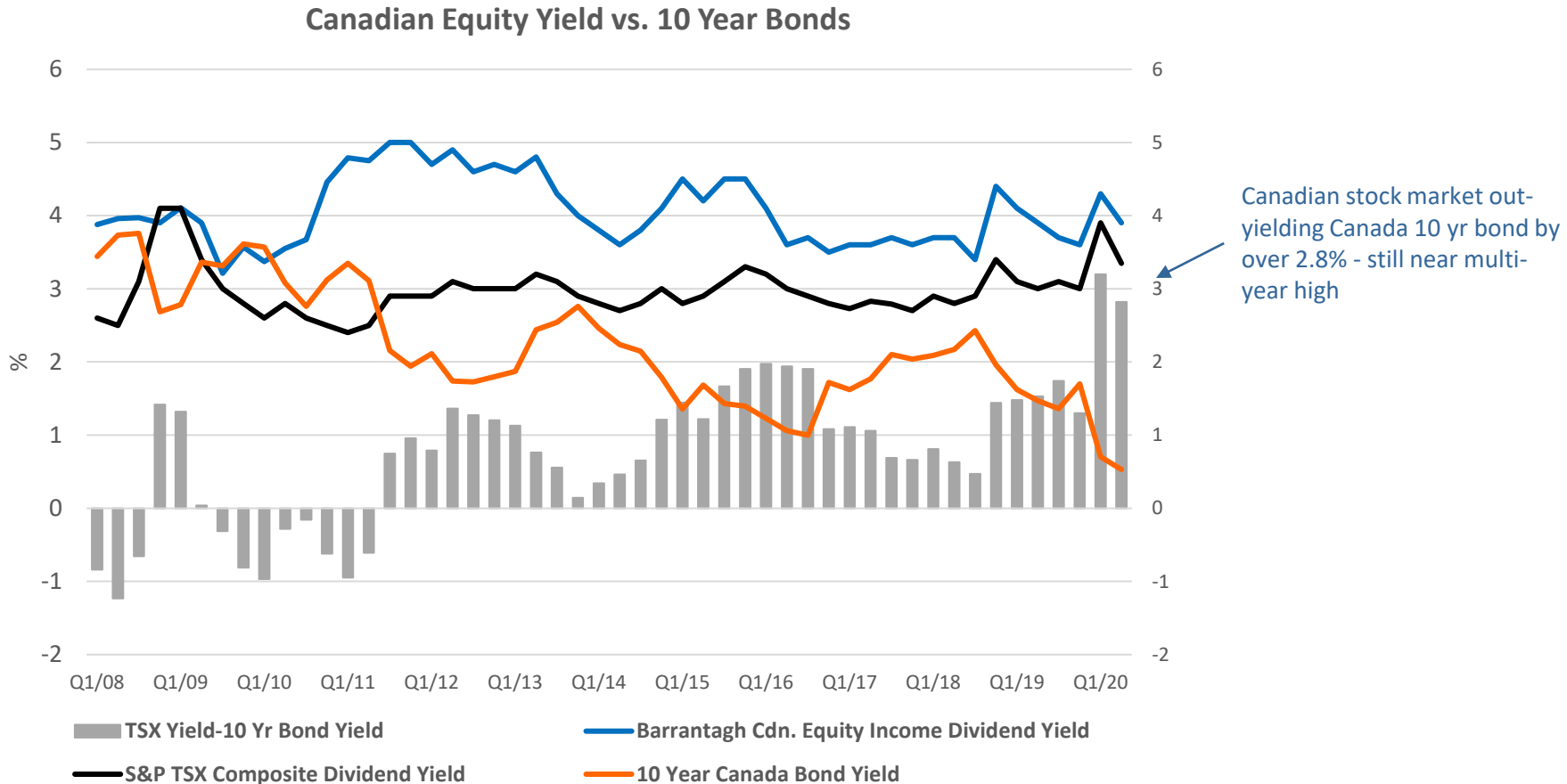
Dividend Income Matters!

S&P TSX Composite: Dividend Income a Substantial Part of Total Return



Canadian Equity Market

Equities Yields are Attractive vs. Bonds



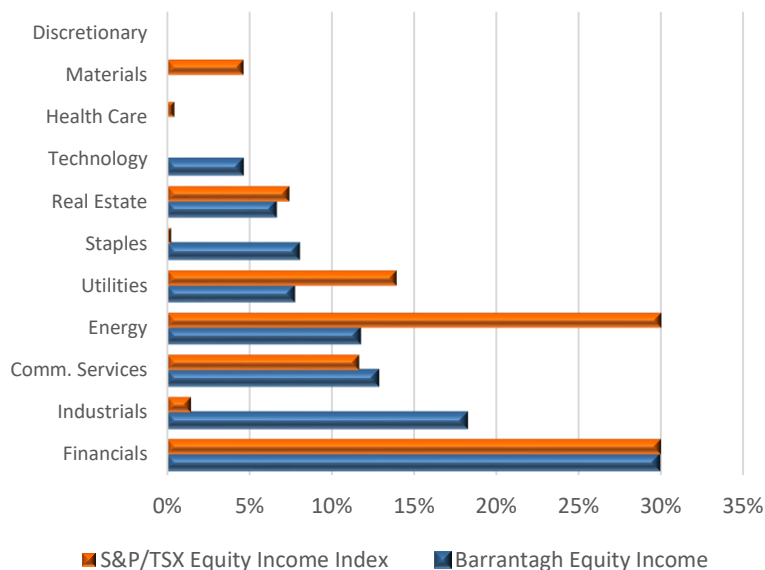
Profile: Canadian Equities Income

Portfolio at June 30, 2020

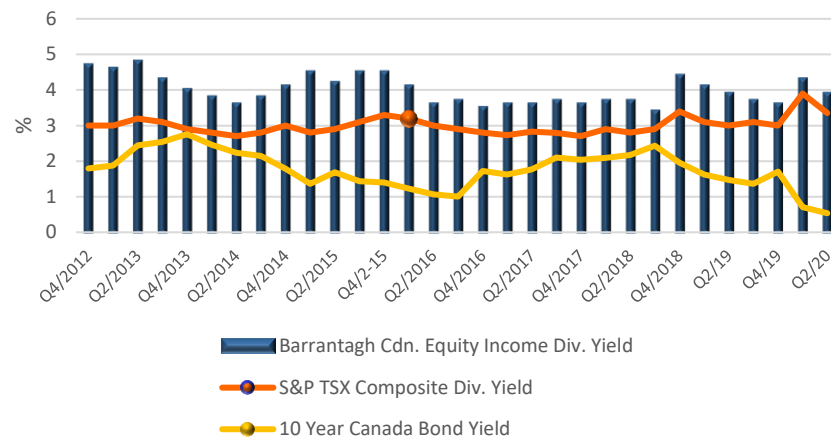
CHARACTERISTICS

Number of Holdings	23
Avg. Market Cap	\$32.1Bn
# Industry Sectors	8
Dividend Yield	3.9%
P/CF	8.1X

Barrantagh Equity Income Industry Weight vs. Index

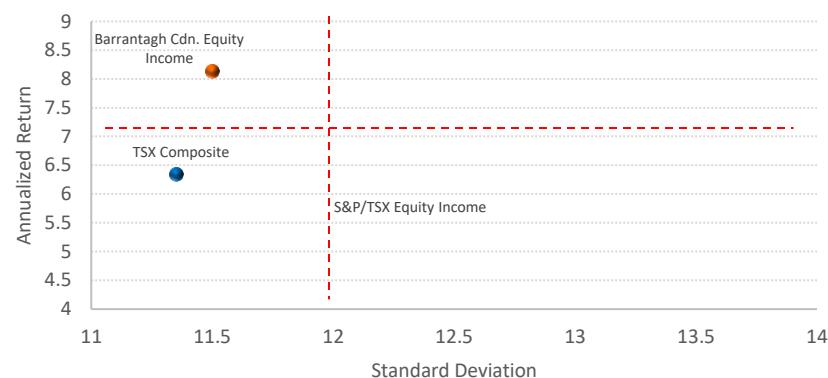


Quarterly Dividend Yield History



10 Year Risk – Return Ending Jun. 30, 2020

Vs. Evestment Pure Cdn. Equity Universe



Canadian Equity Income Portfolio

Portfolio at June 30, 2020

	Portfolio Weight		Portfolio Weight
Consumer Staples		Industrials	
Premium Brands	3.7%	Boyd Group	3.6%
Primo Water	3.8%	Morneau Shepell	3.7%
	7.5%	Stantec	2.6%
Energy		Toromont Industries	3.8%
Gibson Energy	3.1%	WSP Global	3.4%
Parkland Fuel	3.4%		17.1%
TC Energy	4.5%	Financials	
	11.0%	Bank of Nova Scotia	5.2%
Communication Services		Industrial Alliance	2.7%
Telus	6.3%	Intact Financial	2.8%
Rogers Communications	5.7%	Royal Bank of Canada	7.2%
	12.0%	Sun Life Financial	3.1%
Information Technology		TD Bank	7.1%
Opentext	4.4%		28.1%
	4.4%	Utilities	
Real Estate		Brookfield Infrastructure	3.3%
Granite REIT	4.2%	Superior Plus	4.0%
Canadian Apartment REIT	2.0%		7.3%
	6.2%	Cash & Equivalents	6.4%
		Total	100.0%



ECONOMICS

Outlook

World:

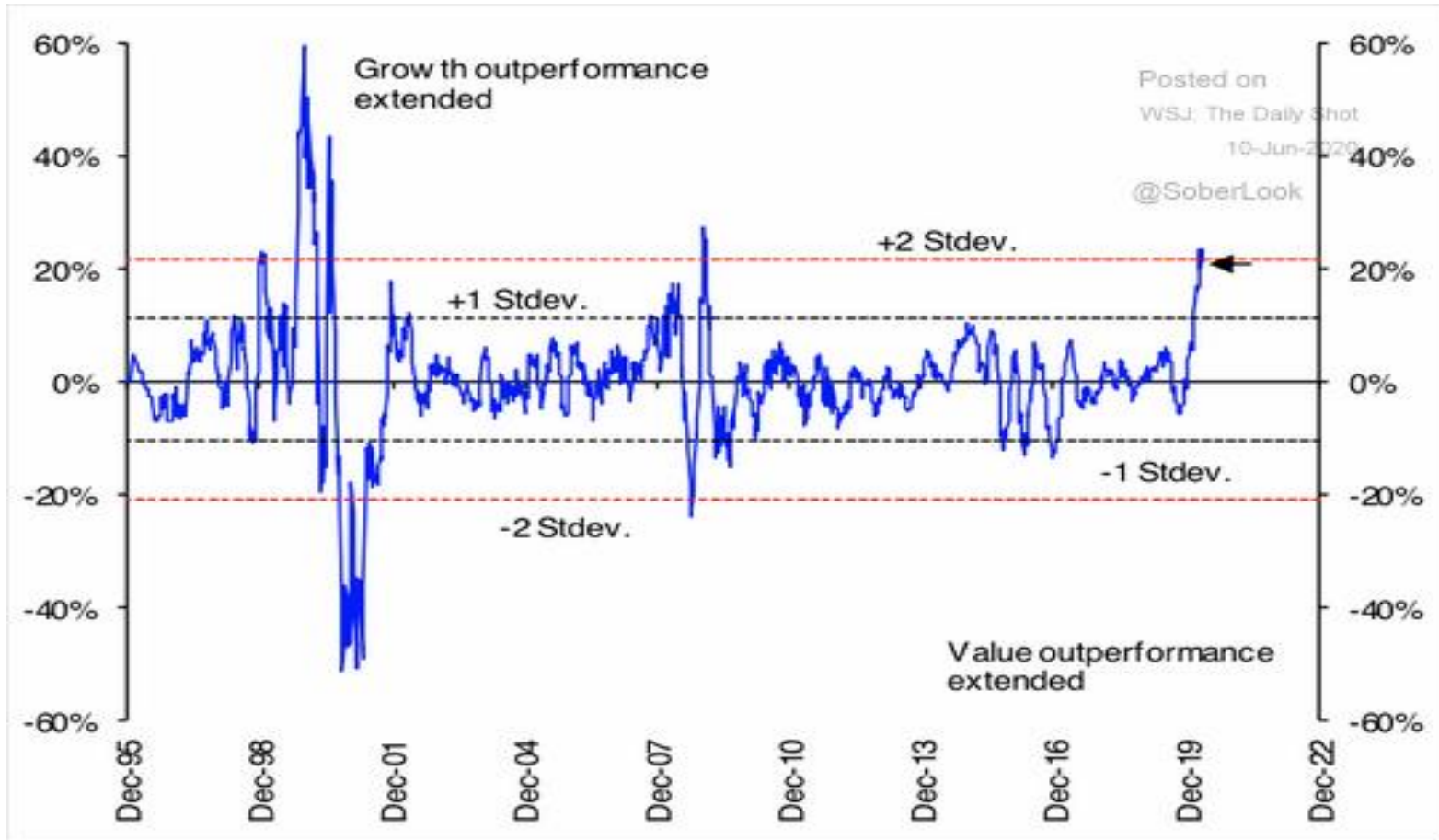
- Response has been quick
- Rate cuts, fiscal stimulus, monetary support, credit supports, regulatory burden relief
- Fiscal policy response expected to add 1.3% to global GDP
- U.S. Example – fiscal policy between \$850bn to \$1.2tn
 - The U.S. response is about 5% of current GDP
 - In 2008 the response was \$830bn or 6% of GDP

Canada:

- Announced \$82bn response package or 3% of GDP

Canadian Growth Stocks Valuation Stretched

Value Investing Avoids Overvaluation



Source: WSJ, Hugo Ste-Marie, Scotia Capital

U.S. Growth Stocks Valuation Stretched

Value Investing Avoids Overvaluation



Source: WSJ, Bloomberg

Working with You

- Why Small Cap Canadian Equities
 1. Adds **low-risk alpha** & yield to client portfolios
 2. Diversification - **reduce** overall client portfolio **risk** (low correlation)
 3. Exploit the opportunity in small cap stocks (**limited sell-side coverage**)
- Barrantagh Small Cap Canadian Equity Fund (F Class)
 - **Fund Code: BMI105**, 1.0% MER
- SMA Min. Investment Small Cap: \$50,000, Large Cap Income: \$75,000
- Advisor Portal (barrantagh.com) Password: BMO1

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