

BARRANTAGH
Investment Management

Update – Dec 31, 2024

- Firm Update
- Small Cap Canadian Equities
 - Mandate Review
- Economic Update



ICS Program

Firm Update

FIRM PROFILE

- 100% employee-owned investment managers since 1995
- 17 employees, firm ownership expanded to 7 employee-shareholders
- AUM: \$1.5 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

PROMOTIONS:

- **Sean Wetmore** from Portfolio Manager to Vice President & Portfolio Manager– Small Cap Canadian Equities

Diversification Strategies:

- Small Cap – new prospectus fund launched in Q2/19
 - 'F' Class – 1.0% Mgmt Fee, 16 yr composite track-record
 - 'A' Class – 2.0% Mgmt Fee launched in Q2/2021

ESG Integration Update:

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

Eventment

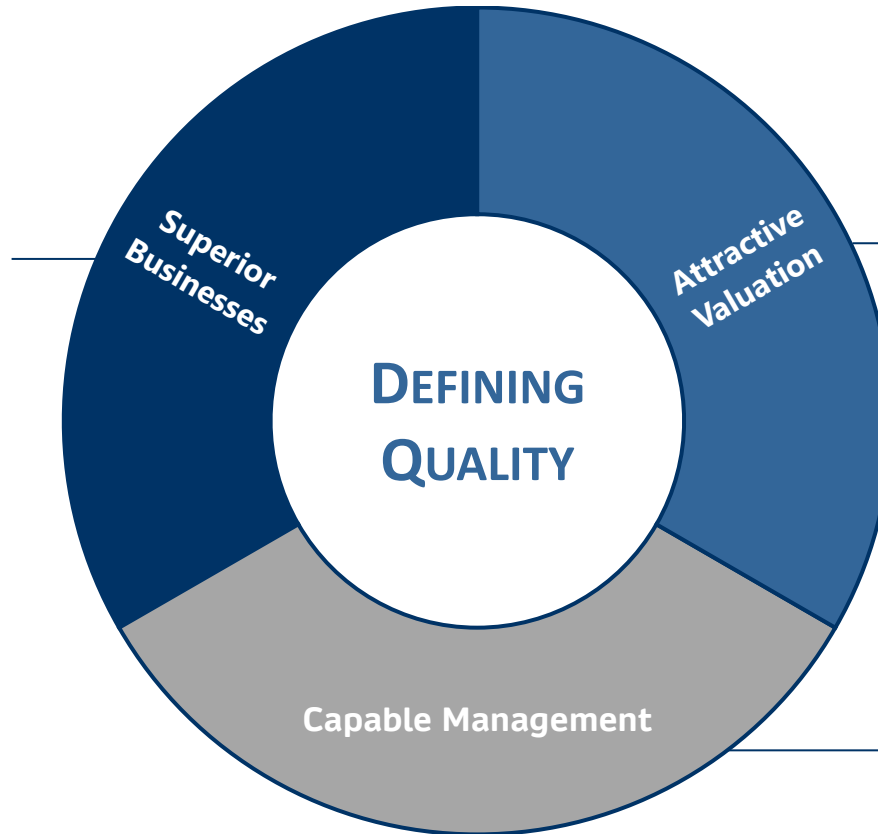
- Boutique Firms – Canada – Top 3 Brand awareness

Investment Philosophy

Defining Quality Value

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



MANDATE REVIEW

Small Cap Canadian Equities

Small Cap Canadian Equity

Performance at December 31, 2024

For Periods Ending Dec. 31, 2024	Q4/24	1 Yr	2 Yrs	3 Yrs	4 Yrs	5 Yrs	6 Yrs	7 Yrs	8 Yrs	9 Yrs	10 Yrs	15 Yrs
BIM Canadian Small Cap	0.5%	11.5%	4.2%	0.8%	5.0%	8.1%	9.8%	6.9%	6.8%	8.2%	6.7%	12.0%
S&P/TSX Small Cap Index	0.7%	18.8%	11.6%	4.2%	8.0%	8.9%	10.0%	5.5%	5.1%	8.4%	6.0%	5.0%

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
BIM Canadian Small Cap	-2.7%	-5.7%	18.8%¹	21.3%	19.0%	-8.9%	5.9%	19.8%¹	-5.3%	17.3%	30.9%	18.5%	15.6%	35.0%	43.8%¹	-22.9%
S&P/TSX Small Cap Index	4.8%	-9.3%	20.3%	12.9%	15.8%	-18.2%	2.7%	38.5%	-13.4%	-2.4%	7.6%	-2.2%	-16.4%	35.1%	62.3%	-45.5%

¹ Periods where index performance was driven by commodity rallies (Mining & Oil Exploration & Production)

Green indicates periods that Barrantagh Small Cap outperformed

Returns are gross of fees. Composites include actual accounts managed by Barrantagh. Past performance is no guarantee of future returns.

Small Cap Canadian Equity

Perspective on Recent Performance: Commodity Volatility

Stock Selection Positive in Non-Commodity Sectors

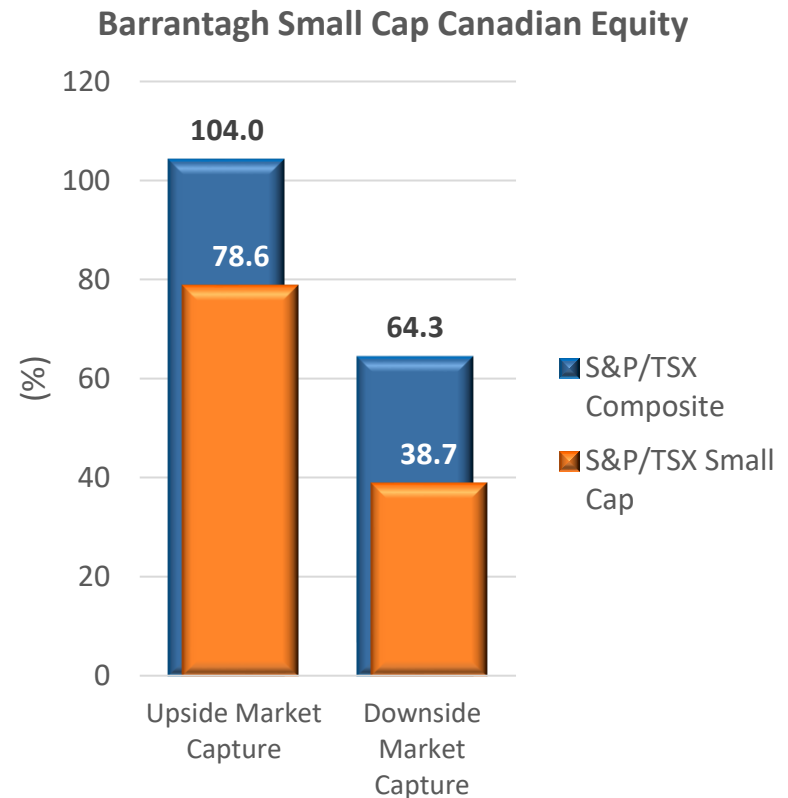
	TOTAL PERIOD 2024
BIM Small Cap	11.5%
TSX SC	<u>18.8%</u>
Alpha (%)	-7.3%
Alpha (bps)	-730
Materials	-650
Energy	<u>-310</u>
Commodities	-960
All Other Industries ¹	+230

¹ All Other Industries = GICS Industries Ex - Energy & Materials

Small Cap Canadian Equity

Conservative Exposure to Commodities Delivers Much Lower Portfolio Risk vs. Market

Dec. 31, 2024	Barrantagh Small Cap Cdn. Equites ¹	TSX Small Cap	Median
Annualized Return	11.2%	3.7%	7.5%
Standard Deviation	13.5%	20.3%	15.9%
<i>Sharpe Ratio</i>	<i>0.7</i>	<i>0.1</i>	<i>0.35</i>

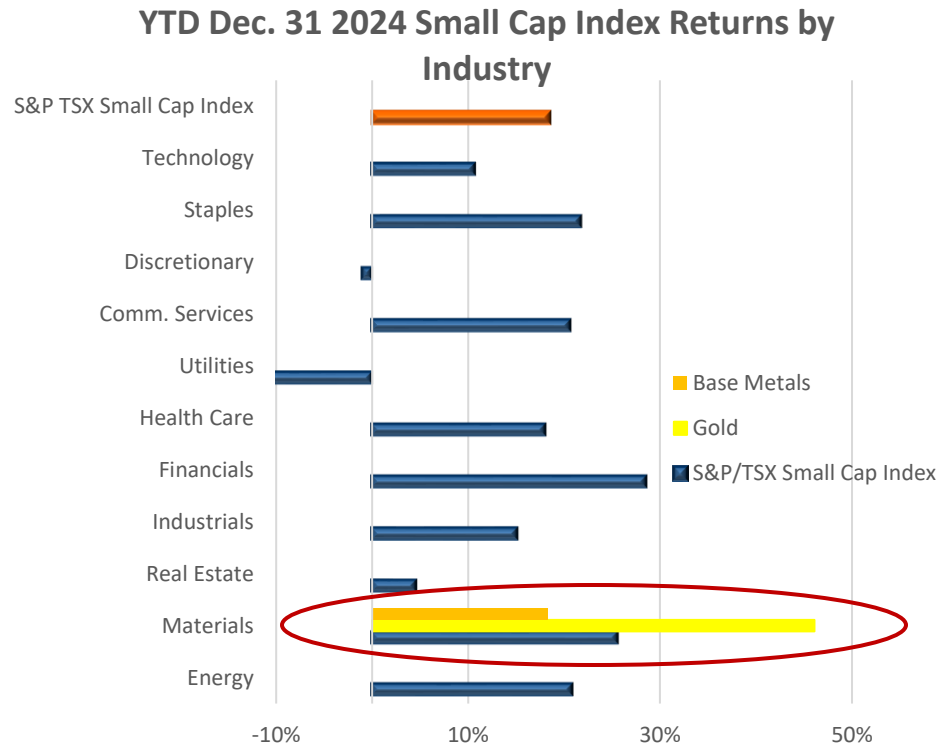


¹ Since Inception Jan. 1, 2008

² vs. Evestment Small Cap Universe

Small Cap Investing

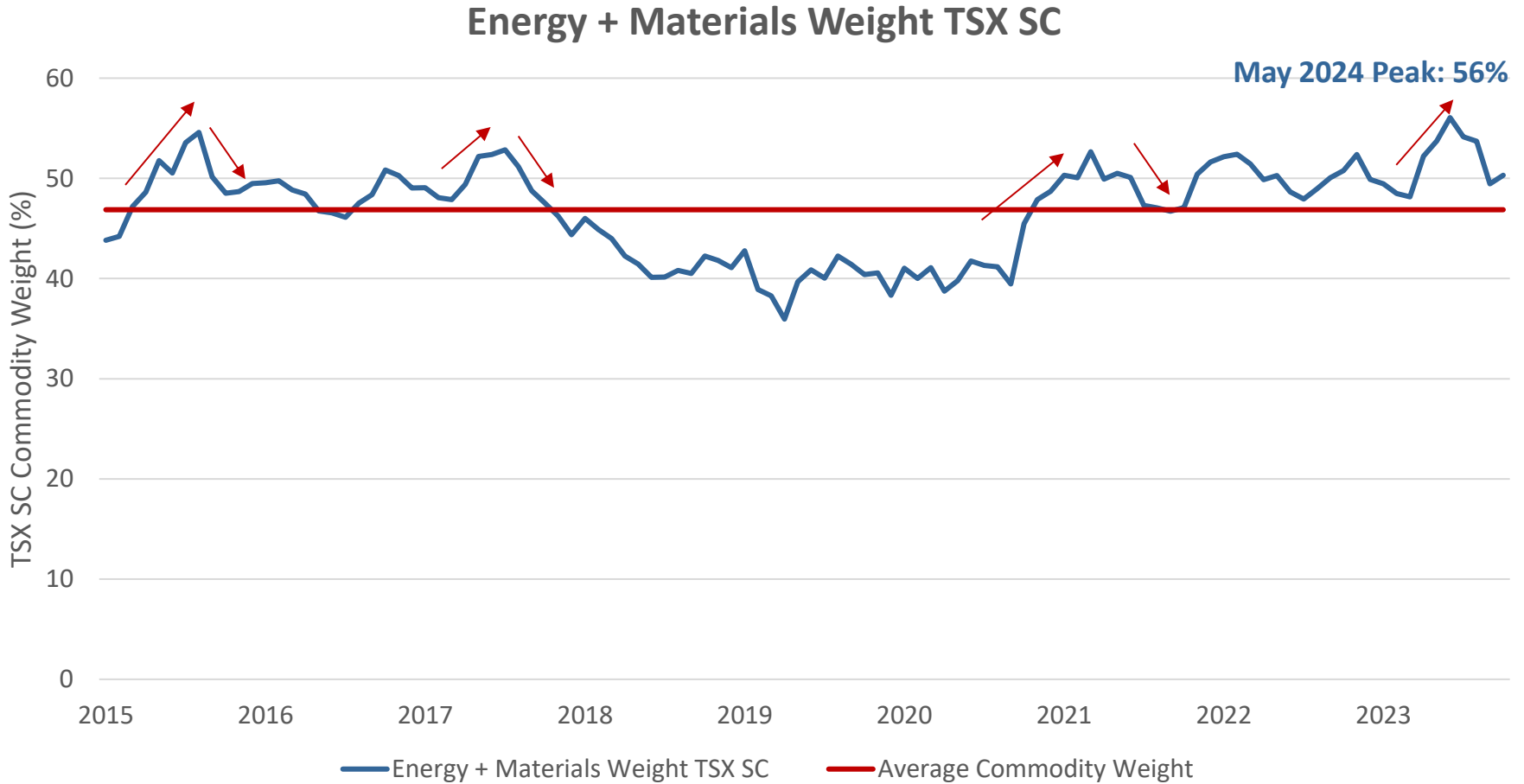
2024: Narrow Market - Cyclical Rally Defines Recent Market



Source: Bloomberg, Barrantagh Research

Small Cap Canadian Equity

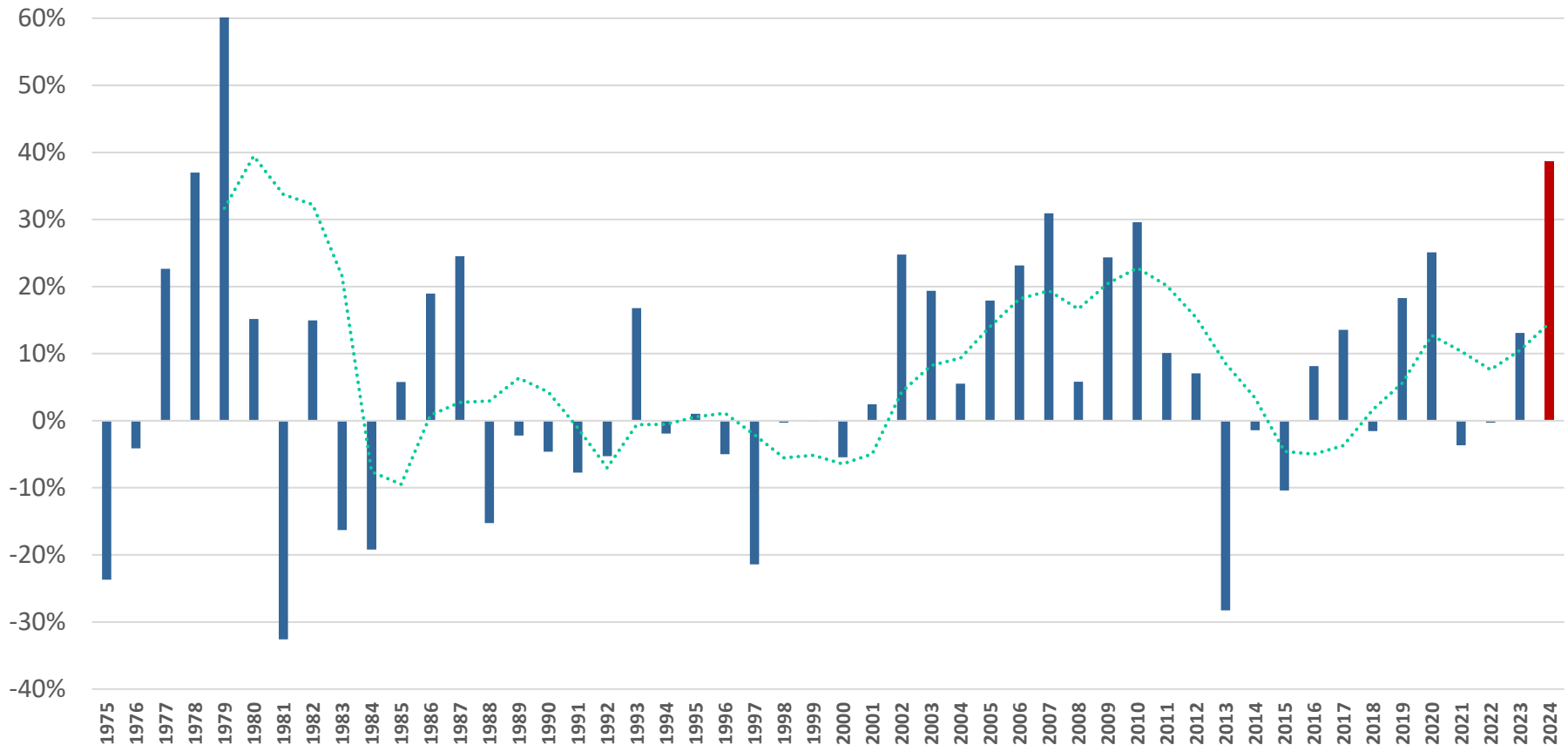
2024 Commodity Rally Pushes TSX SC Sector Weight to Multi-Year High



Calendar Year Gold Prices

Gold Prices are Cyclical & Unpredictable

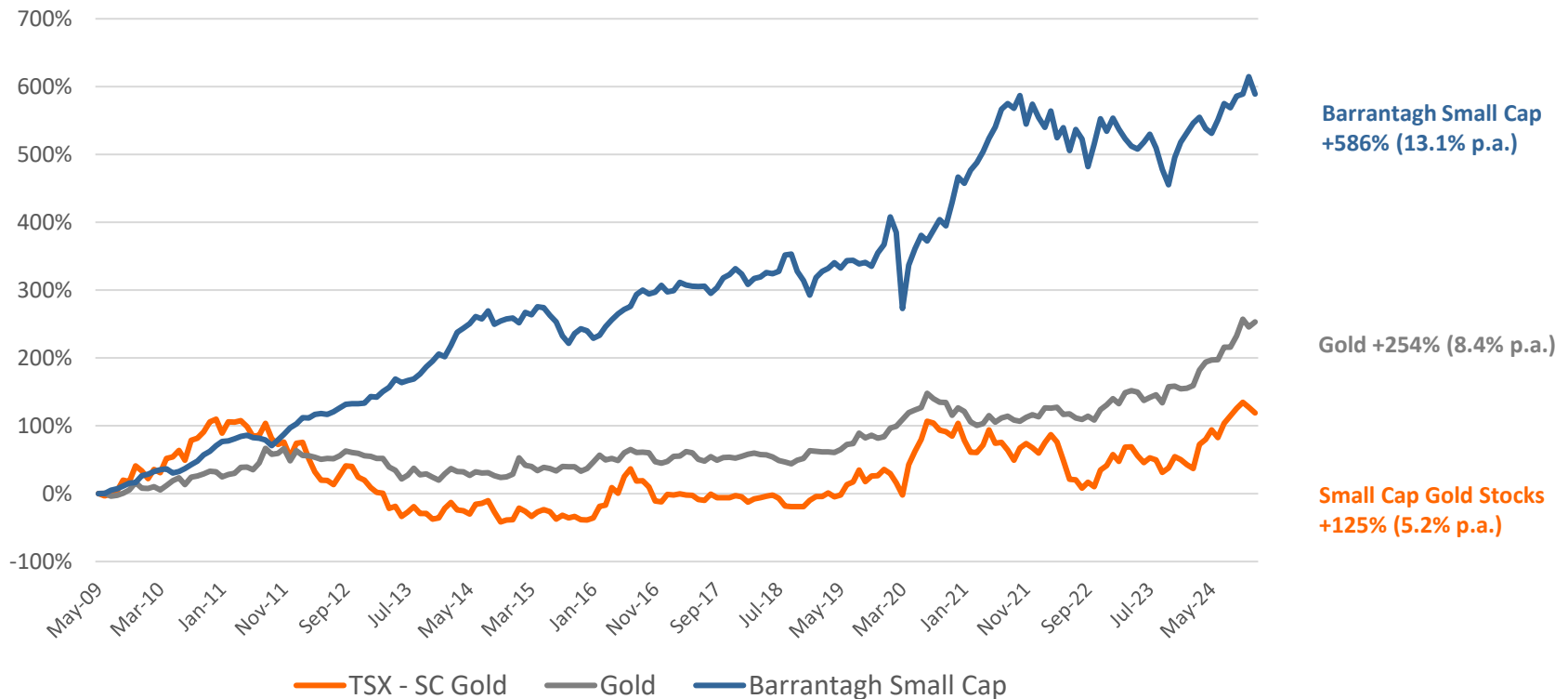
50 Years of Calendar Gold Returns (USD)



Small Cap Canadian Equity Mandate

Junior Gold Miners: Underperforming/Volatile & Poor Commodity Tracking

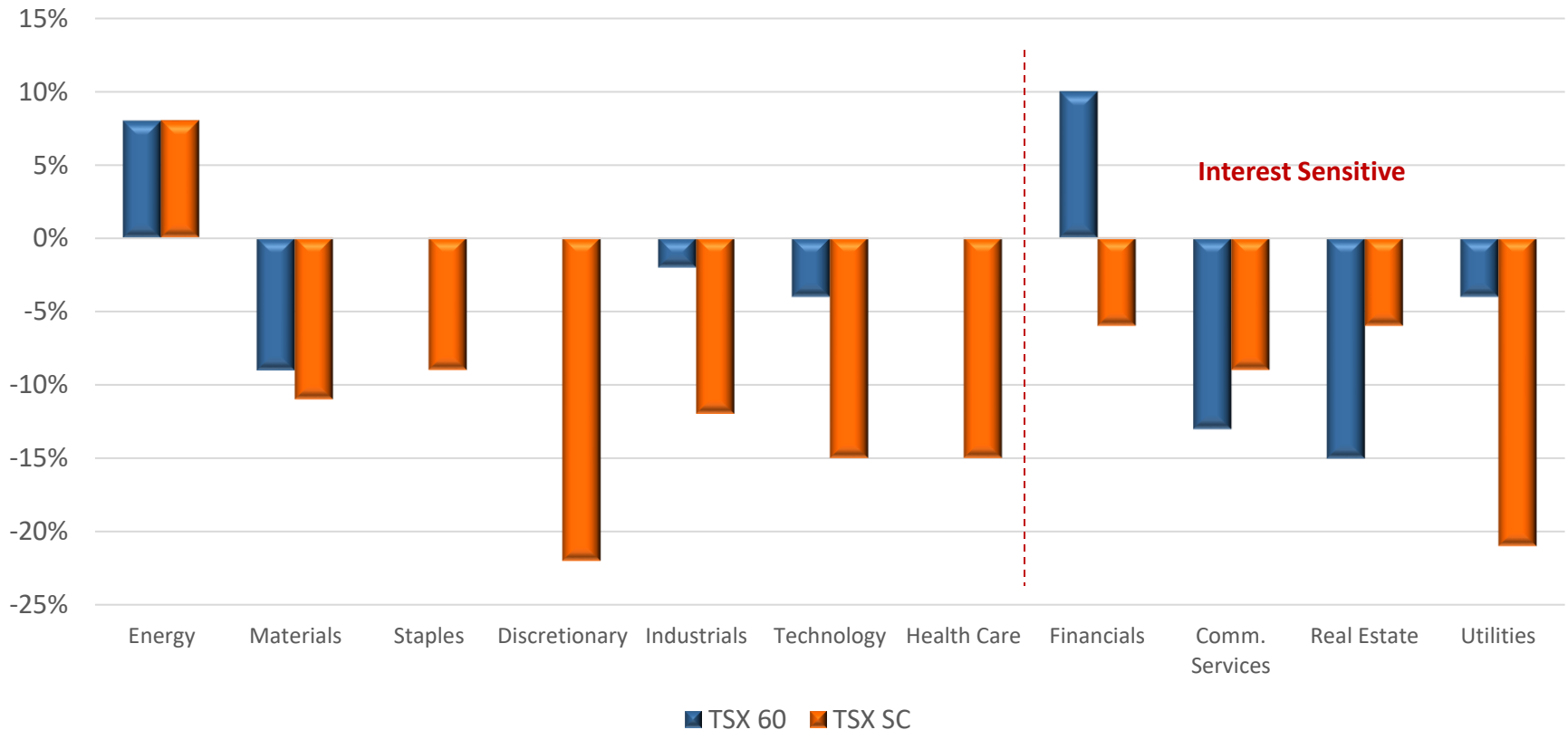
Cumulative Returns ~ 16 Years to Dec. 31, 2024



Canadian Market Review

Small Cap Markets: Broad Valuation Advantage vs Large Caps (at Dec. 31th, 2024)

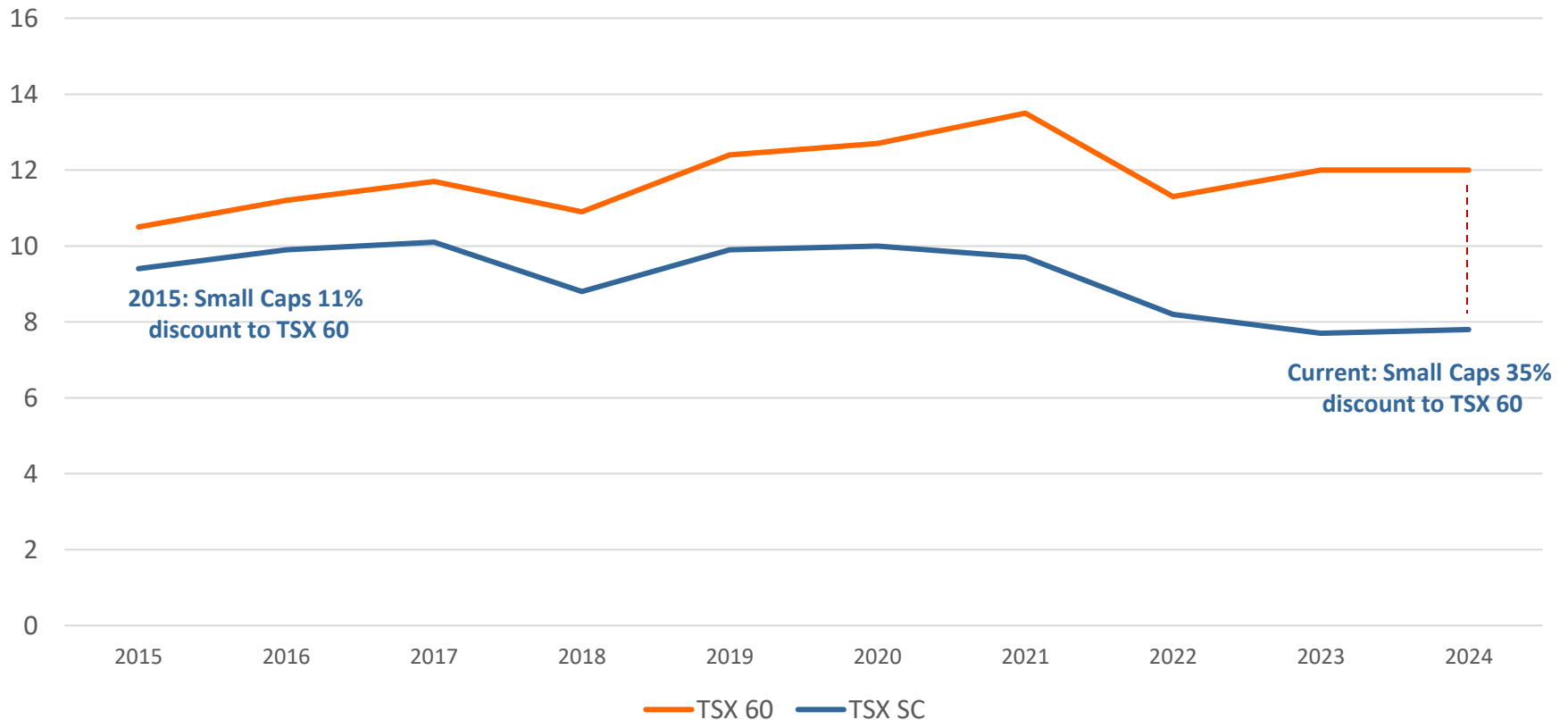
Valuation: Discount to 5 Year Average



Canadian Market Review

Small Cap Markets: Broad Valuation Advantage vs Large Caps (Annual Since 2015)

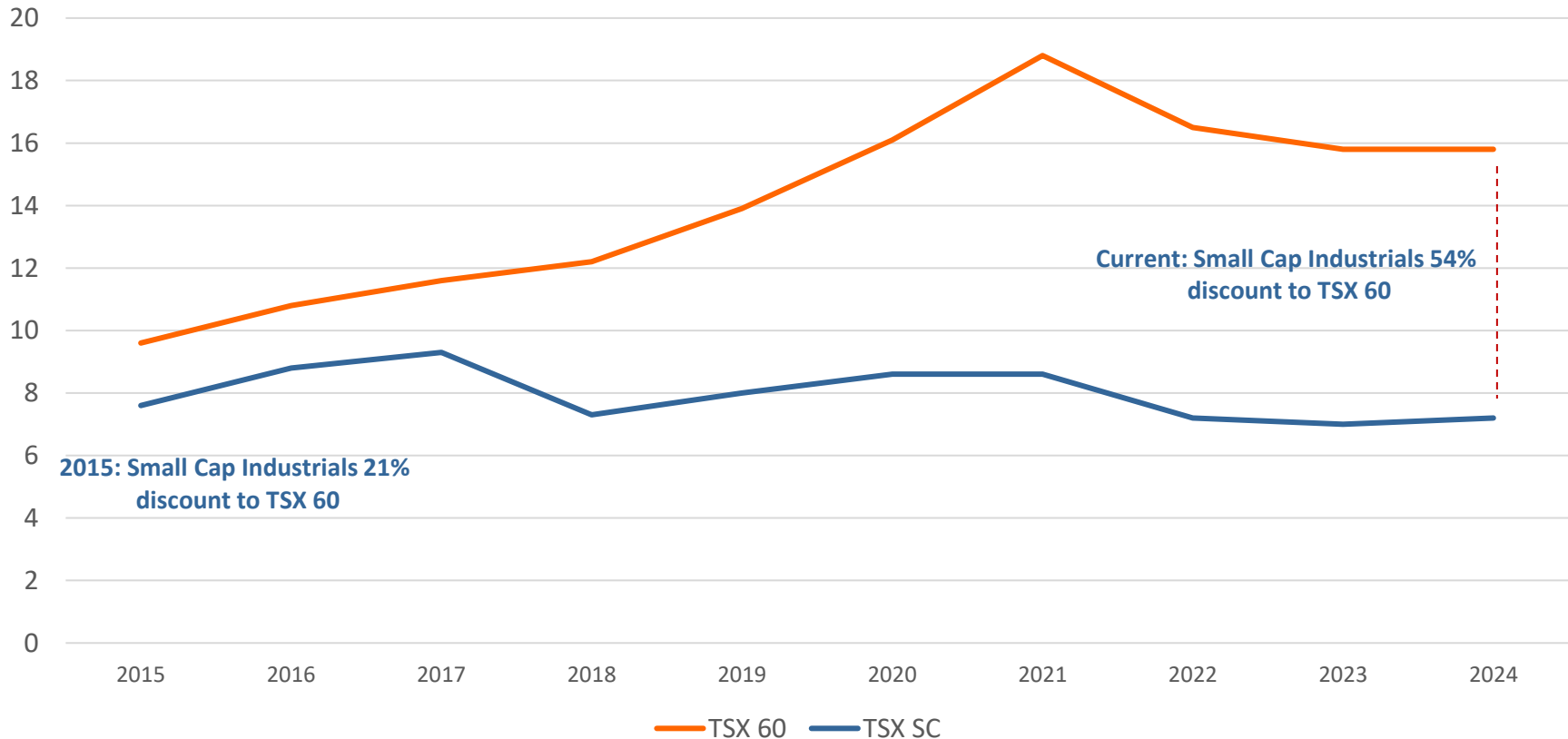
Valuation: Discount Has Widened Since 2015



Canadian Market Review

Small Cap Industrials: Key Portfolio Sector

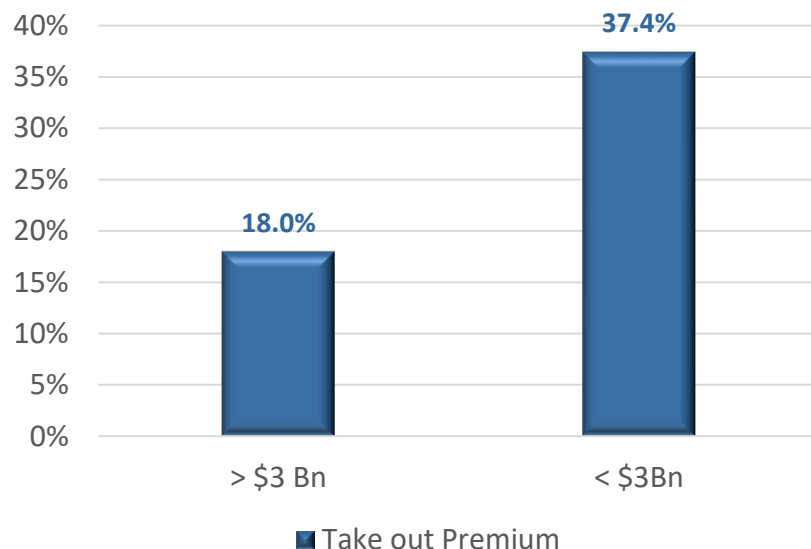
Small Cap Industrials Sector Valuation: Discount Has Widened Since 2015



Small Cap Investing

Lower Rates: Support Increases M&A Activity Potential and Premium

M&A in Canada Since 2019



- 11 Deals completed > \$3Bn Total Value
- 67 Deals completed < \$3 Bn Total Value

Source: Bloomberg, Barrantagh Research

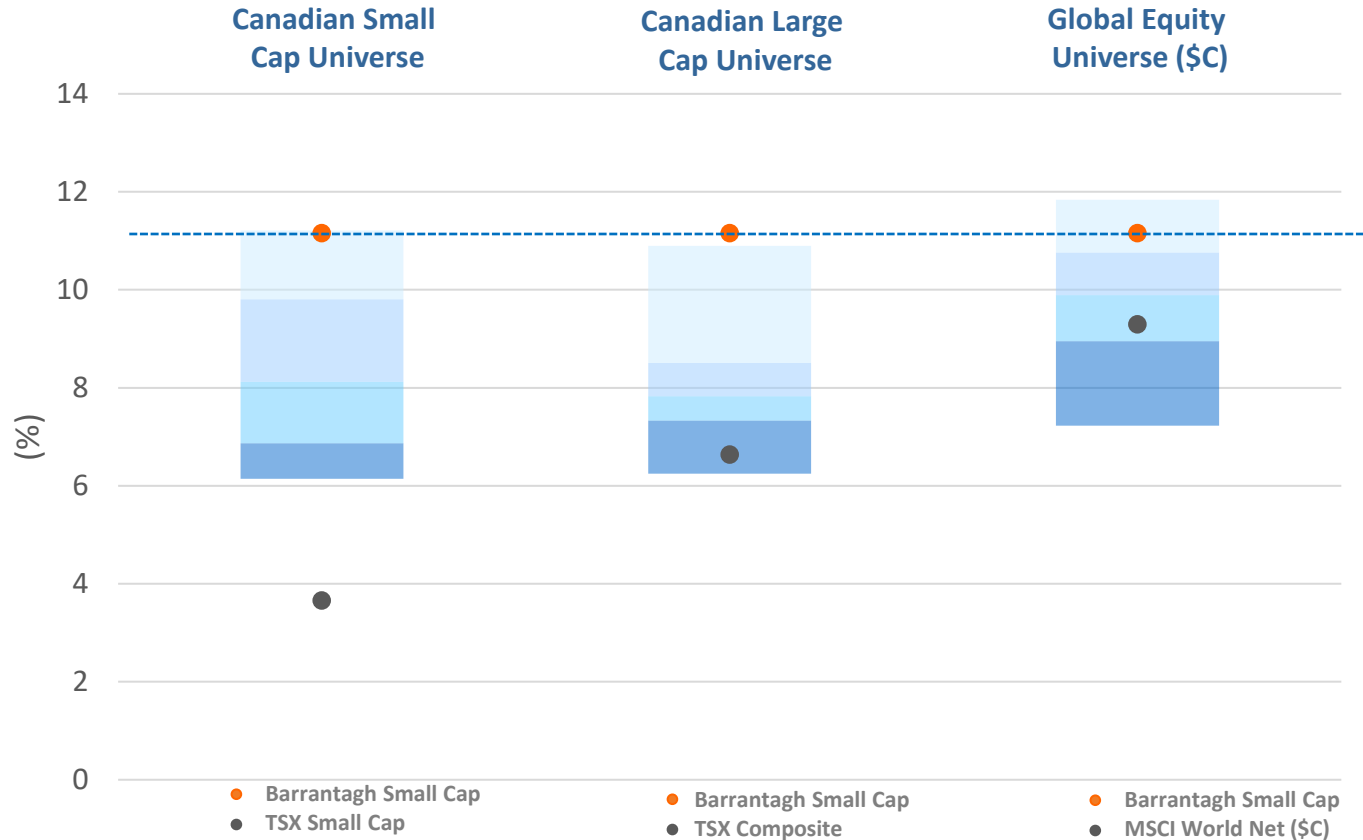
Barrantagh Positions Targeted

	Announce Date	Premium ¹
Softchoice	12/2024	14%
Sleep Country	7/2024	28%
Neighbourly Pharma	10/2023	55%
Summit Industrial	04/2022	31%
Lifeworks	Q2/2022	88%
Intertape Polymer	Q1/2022	67%
People Corp.	Q4/2020	75%
Enercare	Q3/2018	64%
Spartan Energy	Q2/2018	5%
Pure Industrial	Q1/2018	21%

¹Premium to 1 Month Average Price

RETURNS: Small Cap Canadian Equities

Strong Performance vs. Large Cap Cdn & Global Equities (for Periods Ending Dec. 31, 2024)



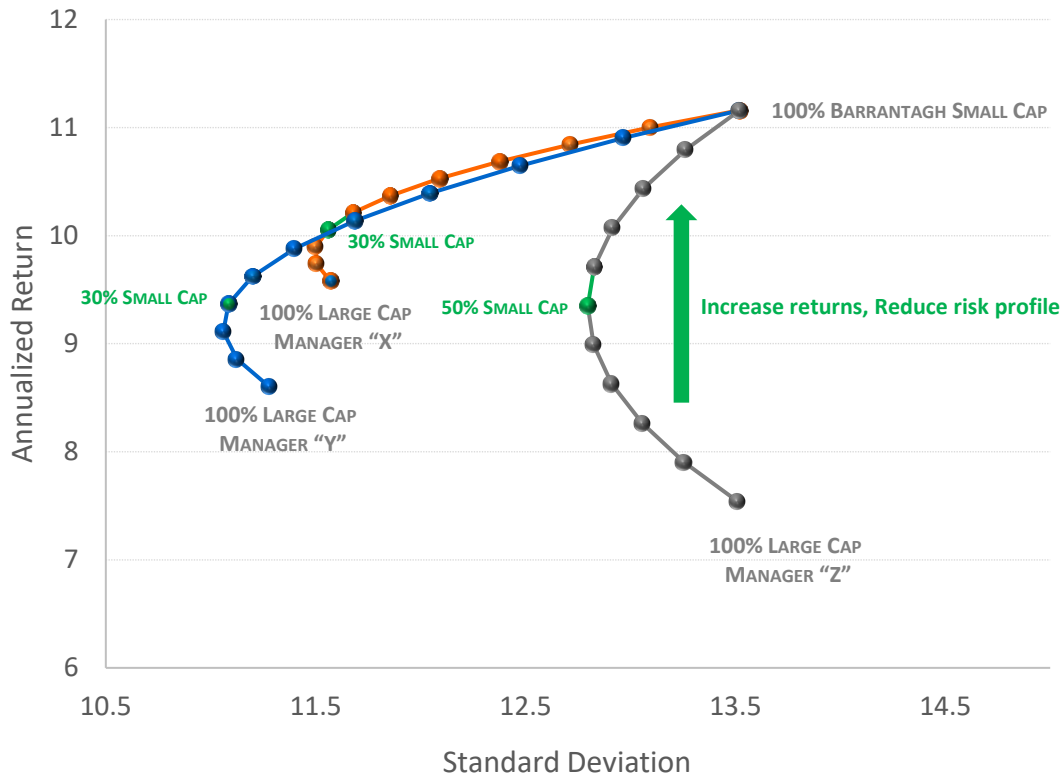
Strategy Inception Date: Jan. 1, 2008

DIVERSIFICATION: Small Cap Canadian Equities

Improve Returns & Lower Risk by Combining with Large Cap Managers

Canadian Equity Allocation

Since Jan/2008 Risk Return
For Periods Ending Dec. 31, 2024



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)

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

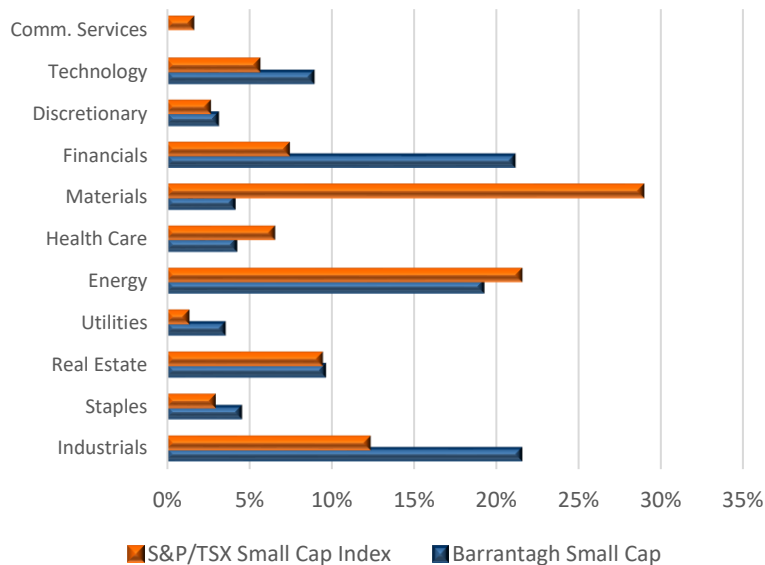
Profile: Small Cap Canadian Equities

Portfolio at December 31, 2024

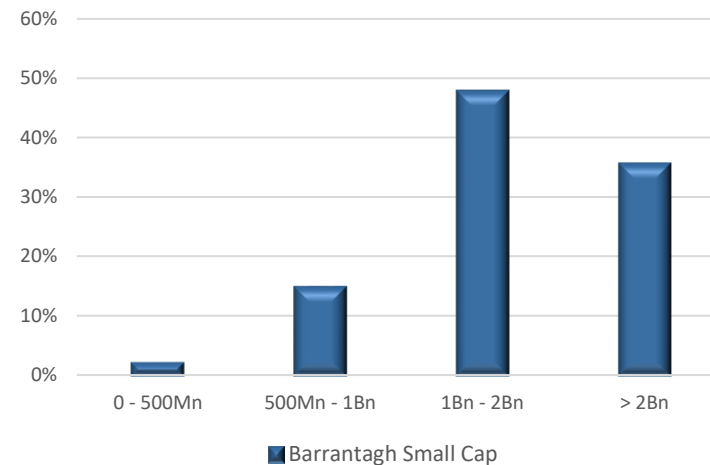
CHARACTERISTICS

Number of Holdings	25
Avg. Market Cap	\$2.3 Bn
# Industry Sectors	10
Dividend Yield	2.1%

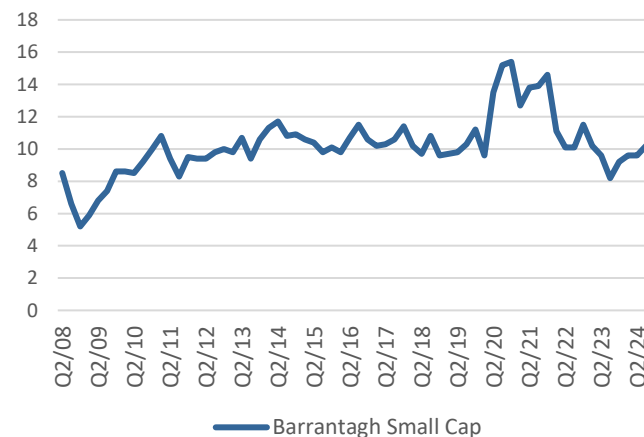
Barrantagh Small Cap Industry Weight vs. Index



Market Cap Exposure



Historic P/CF



Canadian Small Cap Equity Portfolio

Portfolio at December 31, 2024 | Q4 Transactions

	Portfolio Weight		Portfolio Weight		Portfolio Weight
Consumer Discretionary		Industrials		Utilities	
Pet Value (NEW)	2.9%	AG Growth	2.7%	Boralex	3.4%
	2.9%	Boyd Group	4.0%		3.4%
Consumer Staples		Brookfield Business	3.9%	Materials	
Jamieson Wellness	4.3%	Cargojet	3.1%	Chemtrade Logistics	3.9%
	4.3%	Calian Group	2.9%		3.9%
Energy		Savaria	3.8%		
Headwater Exploration (+)	4.1%		20.3%	Cash & Equivalent	5.0%
Gibson Energy	3.6%	Real Estate		Total	100.0%
Logan Energy	1.9%	First Capital REIT (+)	4.0%		
Nuvista Energy (+)	4.2%	Mainstreet Equity (+)	2.5%	Sold	
Trican Well Service (+)	4.4%	Storagevault Canada	2.6%	Premium Brands	
	18.2%		9.1%	Tamarack Valley	
Financials		Health Care		Minto Apartment REIT	
Definity Financial	6.2%	Andlauer Healthcare (+)	4.1%		
EQB Group	4.3%		4.1%		
Propel Holdings	5.0%	Information Technology			
Trisura Group	4.5%	Dye & Durham	3.6%		
	20.0%	Softchoice	4.9%		
			8.4%		
				TRIM = (-)	
				ADD = (+)	

Canadian Small Cap Equity Portfolio

Select Holdings – Brand Recognition

JAMIESON WELLNESS (JWEL)



CARGOJET (CJT)



Amazon optional
ownership stake ~15%



BORALEX (BLX)



PET VALUE(PET)



BOYD GROUP (BYD)



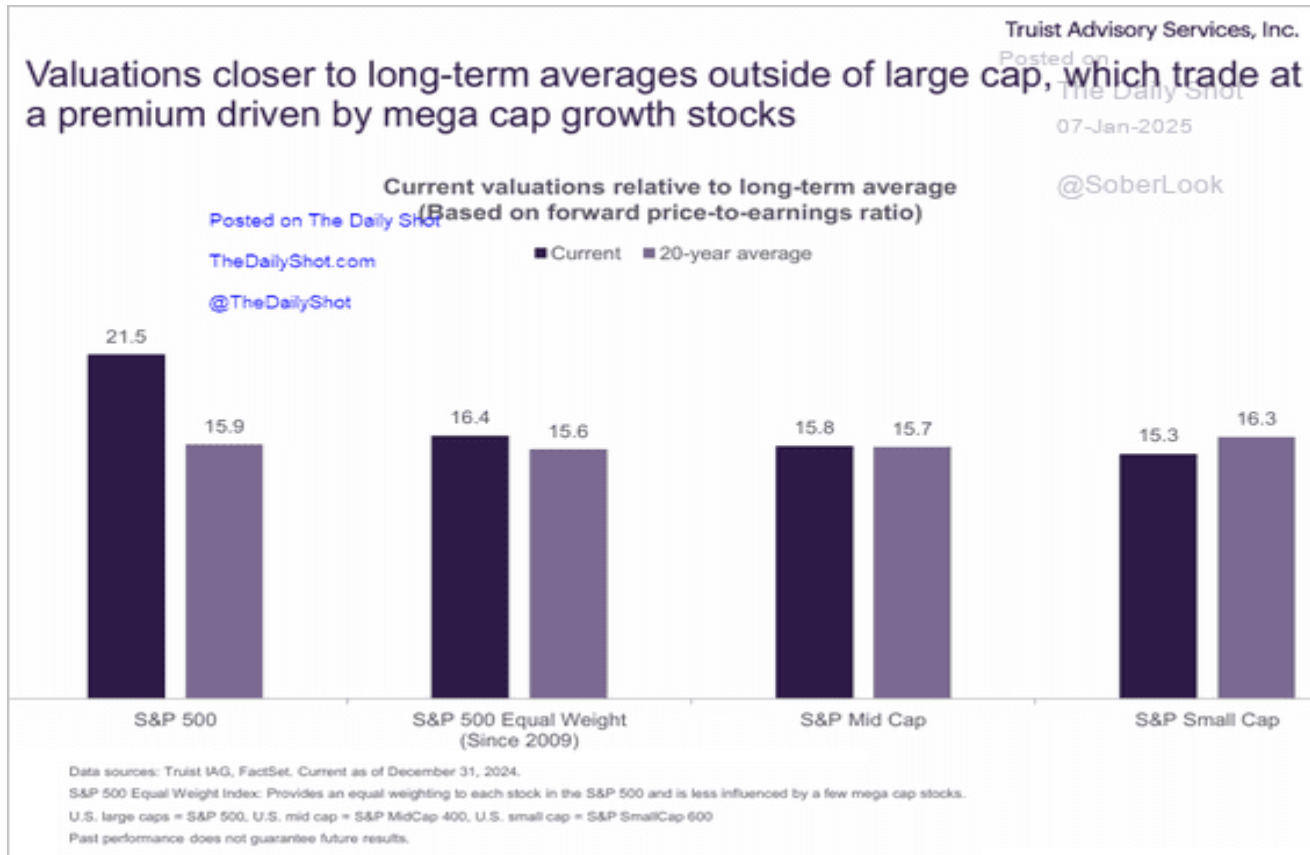
STORAGEVAULT (SVI)





ECONOMIC OUTLOOK

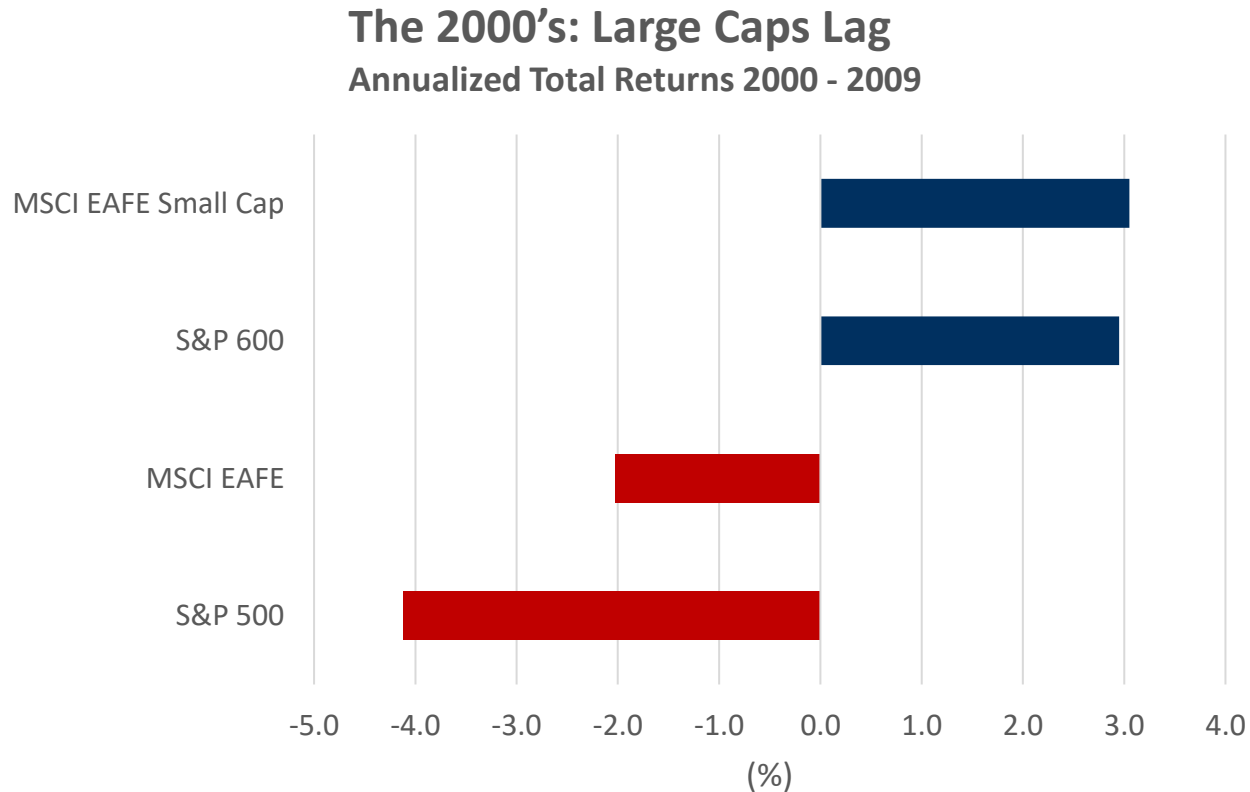
Market Valuations



Source: The Daily Shot

Canadian Small Caps

Past Period of Narrow Large Cap Leadership



Canadian Small Caps

Volatile Gold Prices Spiked in 2024



Source: The Daily Shot

Small Cap – Leadership

Post Concentrated Large Cap Markets



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)
- SMA Minimum: \$80,000
- Advisor Portal available www.barrantagh.com Password: CIBC3

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