

GLOBAL EQUITY VALUE STRATEGY



WHY INVEST WITH US?

- Over 20 years of investment experience and track record
- Independence and well aligned interests
- A long-term philosophy based on “Value” which has proven its worth in both up and down markets
- Collegial, disciplined, rigorous and rational decision-making process

SUMMARY OF THE STRATEGY

The objective of the Global Equity Value Strategy (All-Cap) is long-term capital appreciation. We invest at a fair price in quality companies that are profitable and have a solid balance sheet. We have a favourable bias towards dividends and invest with a long-term perspective.

PROCESS

Our approach is bottom-up and based on fundamental analysis of the securities in our investment universe. Our process is rational, and executed with rigour, discipline and independence.

RESEARCH

We produce in-depth research reports and quarterly updates on Global public companies in our investment universe. To generate investment ideas, we use a combination of quantitative filters and qualitative analysis (analysis of customers, suppliers, competitors and news). Our main valuation criteria are: valuation (multiples), balance sheet strength, profitability, and dividends.

PORTFOLIO CONSTRUCTION

Based on our 5-level rating system (1 = strong buy, 2 = buy, 3 = hold, 4 = reduce, 5 = sell), a stock will enter the portfolio only if it has a (1) or a (2) rating. Our decision-making process is collegial and our portfolio is a reflection of our best ideas, it is therefore concentrated (between 25 and 45 positions) and allocates equal weighting to each stock.

BUY AND SELL DECISIONS

As we have a long-term vision, the turnover rate of our portfolios is low. We add a security if it has a rating equal to or greater to 2 on a scale of 1 to 5. On the other end, we will sell out of a security if its market price becomes too expensive (high multiples), if we observe a deterioration in the balance sheet, or if there is a takeover on the stock.

ABOUT ALLARD, ALLARD & ASSOCIÉS

Since 1995, Allard, Allard & Associés has been managing investment portfolios for the benefit of third party investors. Our diverse client base includes private clients, foundations and pension plans. Our assets under management now total more than \$750M. We were selected for Canadian and Global equity mandates in the Quebec Emerging Managers Program (QEMP), a grouping of several Quebec institutional investors, thereby marking our entry into institutional investment management in 2016.



ANNUALIZED RETURNS – DECEMBER 31, 2018¹

	1 year	3 years	5 years	7 years	Since inception*
AA&A Global Equity	-2.1%	7.8%	11.8%	14.8%	11.9%
Global Index (Net) CAD\$	-0.5%	5.7%	9.9%	13.7%	10.8%
Value added	-1.6%	2.1%	1.9%	1.1%	1.1%

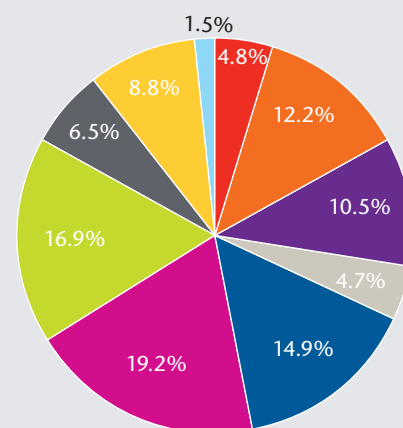
*January 1, 2009

Calendar year returns	2018	2017	2016	2015	2014	2013	2012	2011
AA&A Global Equity	-2.1%	12.6%	13.7%	18.0%	17.9%	35.7%	10.9%	0.1%
Global Index (Net) CAD\$	-0.5%	14.3%	3.8%	18.9%	14.4%	35.2%	13.3%	-3.1%
Value added	-1.6%	-1.7%	9.9%	-0.9%	3.5%	0.5%	-2.4%	3.2%

PORTFOLIO CHARACTERISTICS AS OF DECEMBER 31, 2018

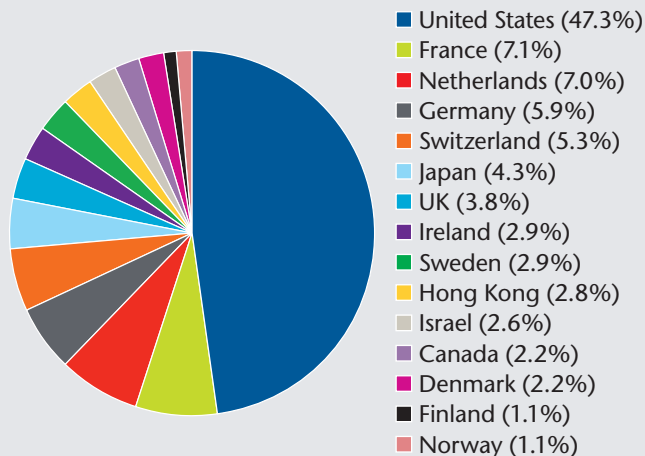
Characteristics	AA&A Global Equity
P/E	12.0
P/B	2.0
Debt/Equity	37.4%
ROE	13.9%
Dividend yield	3.3%
Average market cap	113.9G\$
Number of holdings	48

SECTOR WEIGHTS AS OF DECEMBER 31, 2018



- Communication Services (4.8%)
- Consumer Discretionary (12.2%)
- Consumer Staples (10.5%)
- Energy (4.7%)
- Financials (14.9%)
- Health Care (19.2%)
- Industrials (16.9%)
- Technology (6.5%)
- Materials (8.8%)
- Cash (1.5%)

GEOGRAPHICAL DISTRIBUTION



REPRESENTATIVE HOLDINGS

Stock
APPLE
CHINA MOBILE
CHUBB
ENERSYS
ISRAEL CHEMICALS
MEDTRONIC
ROYAL BANK OF SCOTLAND
SAINT-GOBAIN
TOTAL
TYSON FOODS

¹ Composite based on 348 accounts totaling \$118 million USD out of the firm's total assets of \$743 million CAD as at December 31, 2018. Discretionary accounts with a market value greater than \$100,000 USD and with 100% in non-Canadian equities. The composite includes 7.6% of non-chargeable accounts.

All returns include reinvestment of dividends and are gross of management fees. For periods greater than one year, returns are annualized. Past performance does not guarantee future results.

Portfolio managers

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