

Wutherich & Co. April 2021 Newsletter

Wil Wutherich, President, B.Sc., MBA: Over twenty-eight years as an equity analyst and portfolio manager with Standard Life, Van Berkomp & Associates and Wutherich & Co.

Monthly Message

The Wutherich & Co. Composite was up 5.1% in April. This compares with the S&P/TSX being up 2.4%.

Performance of the Wutherich & Co. Portfolio has been exceptional over the last year, helped along by strong markets. Given how high valuations are across the board, we are surprised that we can still find interesting companies to work on. As you might expect from us, they are not mainstream companies that you see in the headlines every day. They are frequently ignored because they are not in the latest, hottest, sexiest, buzziest industry. We are glad to have these opportunities to work on as a few of our names have appreciated to full value and we hope to replace them in the coming quarters.

No doubt, after an epic run like we've had, we could see setbacks, even some severe ones. Looking at the chart on the next page, our performance is anything but "straight-up and to the right." But it is up. In fact, we have made more than ten times our money for our clients over the last 19-plus years. The market is bound to throw us plenty of curves over the coming years and we will handle this as we always have: By focusing on the fundamentals of our companies and buying and selling them accordingly. It has worked for us for the nearly 29 years that we have been in the business. No need to change now.

The following table illustrates the performance of the Wutherich & Co. Composite to the present:

(Unaudited, since Sep.30/01)*

	<u>MONTH</u>	<u>1YR</u>	<u>3YR</u>	<u>5YR</u>	<u>10YR</u>	<u>15YR</u>	<u>INCEPTION</u>
<u>WUTHERICH & CO.</u>	5.1%	102.8%	19.8%	14.6%	10.0%	8.9%	12.7%
<u>S&P/TSX</u>	2.4%	33.3%	10.4%	9.8%	6.4%	6.1%	8.3%

Please note that the Wutherich & Co. Composite is reported **AFTER FEES**.

Wutherich & Co. Factsheet

Company Objective

Our goal is to seek prosperity for our clients through participation in stable, growing companies in North America, led by strong management teams that we consider our partners for the next five or more years.

Investment Philosophy

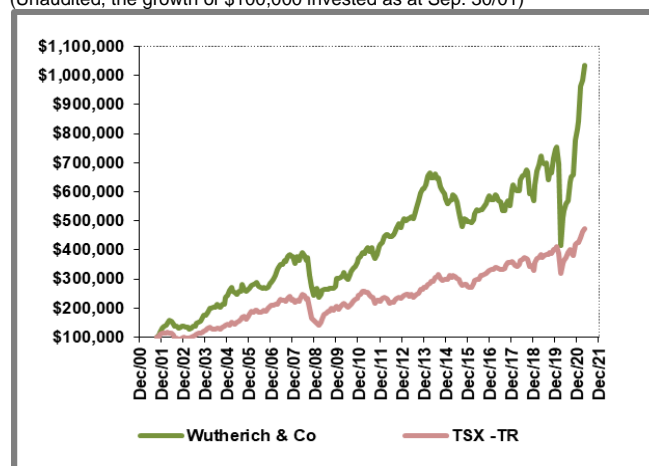
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in the portfolio is on the equity of small to medium capitalization companies, defined roughly as \$50 million to \$5 billion in market capitalization. The portfolio may include large capitalization companies if the right elements are there. Stocks are bought with a keen eye to valuation, so you're not likely to find many high multiple stocks here. The portfolio will likely maintain a significant percentage in foreign securities, providing exposure to investment returns outside of Canada.

Portfolio Composition

CANADIAN STOCKS	76.73%
• ENERGY	3.24%
• FINANCIALS	18.12%
• INFORMATION TECHNOLOGY	13.55%
• COMMUNICATIONS	3.44%
• CONSUMER	8.78%
• HEALTHCARE	5.41%
• INDUSTRIALS	15.95%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	8.24%
U.S. STOCKS	18.13%
• CONSUMER DISCRETIONARY	18.13%
CASH AND OTHER	5.14%

Performance

(Unaudited, the growth of \$100,000 invested as at Sep. 30/01)*



Your account with us

Wutherich & Company is an independent investment counsellor. We do not hold assets for our clients, but simply exercise trades over your account as per an agreed upon investment policy statement and portfolio management agreement. Your account is held at [National Bank Independent Network](#) in your name. Withdrawals from that account can only be sent to you at your designated bank account and/or address of record. Wutherich & Co. may also do withdrawals from your account to satisfy any fees that may apply to your account. All accounts are cash accounts. Unlike hedge funds, we do not use leverage or derivatives to manage your money. Also, we are not a fund company – if you are a private investor with us, your account will mirror the Model Portfolio but your investments are not pooled.

Other Facts

- Annual fees are 1.5% of assets on a quarterly basis in arrears, plus applicable taxes
- Any commissions, custodial or brokerage fees are in addition to the annual fees
- Clients qualifying for an institutional account would be charged 1.5% for the first \$1 million, 1.0% from over \$1 to 10 million and 0.5% for the next \$40 million
- Fees on any accounts over \$50 million would be subject to negotiation
- Minimum account size is \$250,000
- Investments are 100% RSP eligible

*The Wutherich & Co. performance shown here (using the Time Weighted Rate of Return method) is of a composite which combines the performance of all of the accounts managed by Wutherich & Co. that have been invested according to the Wutherich & Co. Portfolio throughout their history. These accounts vary greatly in the size of assets that they contain and whether or not fees have been deducted directly from the accounts during their history. TSX = S&P/TSX Total Return Index. Due to its large capitalization nature and substantially different sector weightings, this index may not be considered comparable to the Wutherich & Co. Portfolio.