

## Wutherich & Co. December 2021 Newsletter

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

### *Monthly Message*

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The Wutherich & Co. Composite was down 1.1% in December. This compares with the S&P/TSX being up 3.1%.

Happy New Year! December marked a quiet end to an exceptional year. At 34.3%, 2021 was the second highest annual return that we have had for the Wutherich & Co. Composite. A pandemic-free 2004 marked the highest year at 38%. When we look at the portfolio today, we see the potential for very good long-term price appreciation with a 2% dividend yield as icing on the cake. While none of our names are the famous or sexy companies that you read about in the newspaper every day, all of them are growing at rapid rates and most of them are trading at reasonable multiples. This has been our sweet spot for decades. Yes, decades, as I have been doing this for almost 30 years!. Most are what I would call permanent companies with robust business models that should persist for many years to come, pandemic or not.

We like to remind people that virtually all our invested net worth is in the Wutherich & Co. Portfolio. JF and I have already made our TFSA and RRSP contributions for 2022. Clearly, we put our money where our mouths are. We strongly recommend that you make your RRSP contributions as early as possible in the New Year to get it working for you as soon as possible, be it with us or one of your other trusted advisors.

Lastly, we would like to remind you to join us for our **Wutherich & Co. Annual Update**, to be held, virtually, on **January 26, 2022**. Please let us know if you would like the link to attend the meeting.

*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>5YR</u> | <u>10YR</u> | <u>15YR</u> | <u>20YR</u> | <u>INCEPTION</u> |
|----------------------------|--------------|------------|------------|-------------|-------------|-------------|------------------|
| <u>WUTHERICH &amp; CO.</u> | -1.1%        | 34.3%      | 13.4%      | 10.1%       | 9.3%        | 11.2%       | 12.6%            |
| <u>S&amp;P/TSX</u>         | 3.1%         | 25.1%      | 10.0%      | 9.1%        | 6.4%        | 8.1%        | 8.6%             |

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

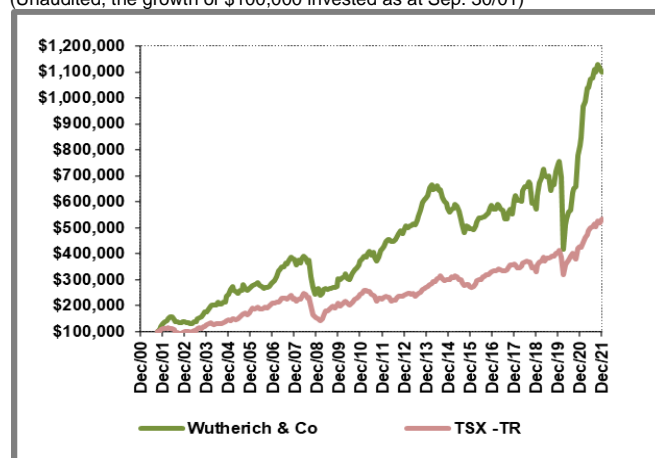
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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

|                          |               |
|--------------------------|---------------|
| <b>CANADIAN STOCKS</b>   | <b>74.70%</b> |
| • ENERGY                 | 11.70%        |
| • FINANCIALS             | 19.41%        |
| • INFORMATION TECHNOLOGY | 11.33%        |
| • COMMUNICATIONS         | 0%            |
| • CONSUMER               | 5.02%         |
| • HEALTHCARE             | 7.99%         |
| • INDUSTRIALS            | 9.66%         |
| • MATERIALS              | 0%            |
| • TELECOM                | 0%            |
| • UTILITIES              | 0%            |
| • OTHER                  | 9.60%         |
| <b>U.S. STOCKS</b>       | <b>18.72%</b> |
| • CONSUMER DISCRETIONARY | 18.72%        |
| <b>CASH AND OTHER</b>    | <b>6.58%</b>  |

## 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.