

Wutherich & Co. August 2023 Newsletter

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

Monthly Message

The Wutherich & Co. Composite was down 2.4% in August. This compares with the S&P/TSX being down 1.4%.

As we had mentioned last month, most of our companies reported their most recent quarters during August. We had a high level of conviction that most would continue to demonstrate the ongoing strength of their businesses. This proved to be the case in spades! In general, the numbers were great with only a few mild disappointments.

Operations at all our companies continue to be strong or very strong. Take Hibbett, Inc (HIBB-Q). As many of you know we have owned this stock off and on over the last 22 years. The company is an athletic wear/sporting goods retailer. The stock is trading at about half its price of 2 years ago after having quadrupled over the 2 years prior to that. Why the roller-coaster ride? The company initially benefitted from pandemic spending as people, flush with government cheques, sought ways to spend their time during the various lockdowns. Earnings went from \$1.52 per share in 2019 to \$11.16 in 2021! That spending has since come off as the world has largely normalized, bringing the stock down with it. They are still expected to earn \$7.00 per share this year and are likely to grow earnings for many years to come. Clearly, the company has changed dramatically, and permanently, over the last four years and is now stronger than it has ever been. However, it is trading at half its pre-pandemic multiples. While the general health of the consumer is a concern, we think this company can survive any weakness and grow profitably for years to come.

Our portfolio is populated with similarly strong names which we think bodes very well for long-term returns.

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>20YR</u>	<u>INCEPTION</u>
<u>WUTHERICH & CO.</u>	-2.4%	2.6%	9.3%	6.8%	10.2%	11.4%
<u>S&P/TSX</u>	-1.4%	8.5%	7.8%	8.0%	8.1%	8.0%

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

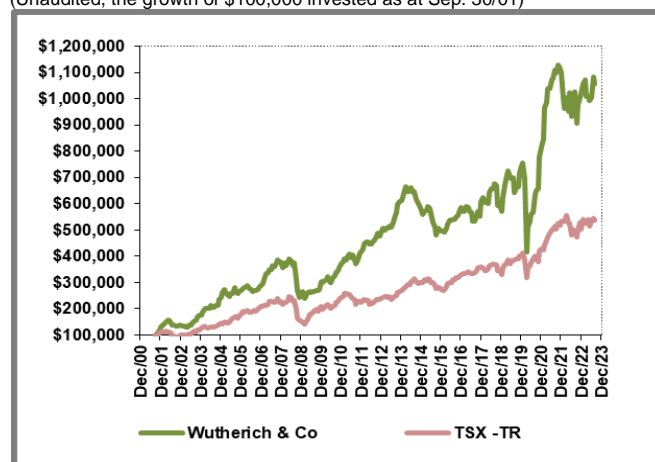
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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	86.59%
• ENERGY	16.87%
• FINANCIALS	19.36%
• INFORMATION TECHNOLOGY	8.64%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	5.51%
• INDUSTRIALS	25.07%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	11.12%
U.S. STOCKS	7.50%
• CONSUMER	7.50%
CASH AND OTHER	5.91%

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.