

Wutherich & Co. April 2018 Newsletter

Wil Wutherich, President, B.Sc., MBA: Over twenty-five 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 0.3% in April. This compares with the S&P/TSX up 1.8% and the BMO Small Cap Index up 3.8%.

The Wutherich & Co. Portfolio drifted down slightly during the month on very little news. The Canadian Indexes benefitted from a very strong move in Energy stocks, which we own comparatively little of.

With Avigilon (AVO-T) and Pure Technologies (PUR-T) now gone from the portfolio and the elimination of one or two other names, we sit on a lot of cash. Fear not! We have ideas to plow the money into and we hope to share more information about these in the coming months.

In the meantime, a few of our existing names have performed very well. CBIZ (CBZ-N) and Gran Tierra Energy (GTE-N) are two long-time denizens of the portfolio. CBZ is one of the largest providers of accounting services in the U.S. They also provide employee services such as benefits and insurance consulting. The company has grown steadily, albeit slowly, for years. That growth now appears to be accelerating along with continued growth in the US economy, especially amongst the small and mid-sized businesses that they focus on. We have owned GTE, on and off, for many years. It is a Columbia focused oil and gas producer. After a major restructuring about 3 years ago, the company is regaining traction. Production and cash flow are growing, the balance sheet is in good shape and oil prices are providing a strong tail wind.

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>	-0.3%	2.7%	0.7%	3.4%	4.7%	10.7%	11.4%
<u>BMOSCI-WTD</u>	3.8%	1.0%	4.3%	5.9%	4.2%	9.5%	8.6%
<u>S&P/TSX</u>	1.8%	3.1%	3.9%	7.8%	4.9%	8.8%	7.9%

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

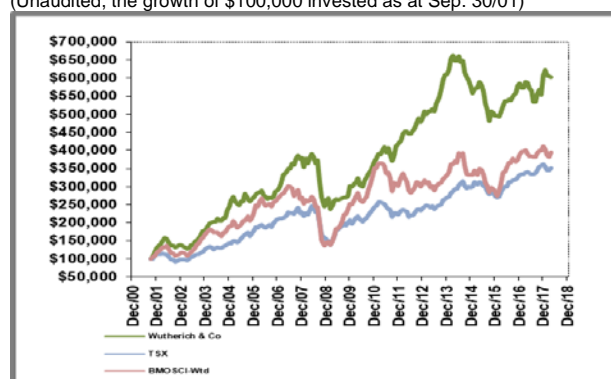
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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	65.58%
• ENERGY	6.98%
• FINANCIALS	14.35%
• INFORMATION TECHNOLOGY	9.60%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	13.11%
• INDUSTRIALS	14.83%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	6.71%
U.S. STOCKS	11.79%
• INDUSTRIALS	5.37%
• ENERGY	6.42%
CASH AND OTHERS	22.63%

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 Correspondent 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. BMOSCI-wtd = BMO Small Cap Index, Total Return, weighted. This index is currently the most comparable to the Wutherich & Co. portfolio due to its average market capitalization, though it may differ greatly in its sector weightings; 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.