

Wutherich & Co. March 2023 Newsletter

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

Monthly Message

The Wutherich & Co. Composite was down 6.1% in March. This compares with the S&P/TSX being down 0.2%.

Some of our names came off significantly in March, notably goeasy (T-GSY) and Hibbett Inc. (Q-HIBB). Recession fears, inflation, higher interest rates, the health of the consumer, concerns about the banking environment and regulatory changes have put selective pressure on these stocks.

Sounds like a lot, huh? But, we have just finished looking at all our names following the release of their most recent quarters. Results, by and large, have been excellent, including those for GSY and HIBB. While outlooks are more cautious, long-term prospects still seem strong. It is interesting, when we speak to our companies' managements, they are all concerned about the factors listed above but many of them are not seeing any effects in their current business. Clearly, they are also vulnerable to the bombardment of negative information that the media puts out on a minutely basis. Reality, for now, is much stronger than the media would have you believe. Might we suffer a self-fulfilling prophecy? That, perhaps, is a far greater concern.

Though our companies may face some short-term pressure, their long-term fundamentals continue to be very strong. This should support good long-term capital appreciation. On top of this, the portfolio has an average dividend yield of about 4%. This provides a good underlying rate of return while equity prices sort themselves out over the next few years.

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 & CO.</u>	-6.1%	0.3%	10.7%	7.1%	7.1%	10.8%	11.3%
<u>S&P/TSX</u>	-0.2%	-5.2%	8.8%	7.9%	5.9%	8.9%	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

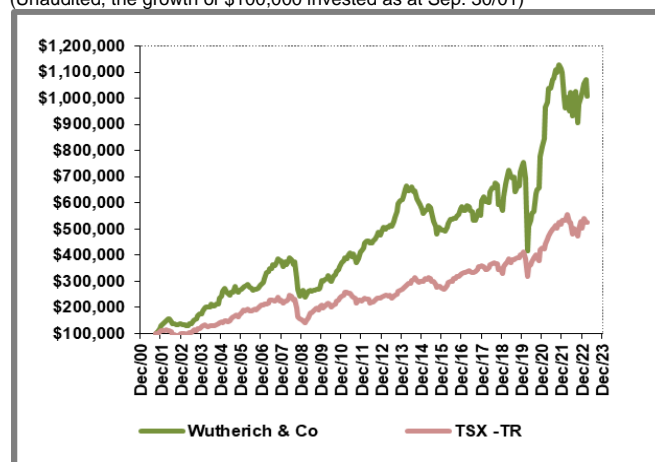
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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	84.82%
• ENERGY	16.42%
• FINANCIALS	16.86%
• INFORMATION TECHNOLOGY	6.41%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	4.76%
• INDUSTRIALS	29.78%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	10.61%
U.S. STOCKS	10.05%
• CONSUMER	10.05%
CASH AND OTHER	5.13%

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.