

## Wutherich & Co. June 2023 Newsletter

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

### *Monthly Message*

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The Wutherich & Co. Composite was up 1.3% in June. This compares with the S&P/TSX being up 3.4%.

Some of the macro-economic fears that have been consuming investors for the last few quarters have abated allowing markets to have an uneven recovery. Focus is on a handful of names with everything else just toddling along.

We own a subset of “everything else”.

When we see an enormous amount of hype around one topic, in this case, Artificial Intelligence (AI), we think of all the “hype-cycles” of the past. The dot com boom of the late 90’s is a famous example, though there have been many others. We have always avoided hyped sectors and have done just fine over time. Are we off-side from time to time? Yes, but we can live with that.

As always, we are grounded in the fundamentals of good businesses that we think will be around for years to come. Goeasy (GSY), Evertz Technologies (ET) and Exchange Income (EIF) are examples in our portfolio and none of them trade for eye-watering multiples. GSY is one of Canada’s largest sub-prime and near prime consumer lenders. ET is a leading supplier of solutions to the broadcast industry. EIF is a diversified collection of aviation and manufacturing businesses. All of them are highly profitable with the prospect of years of growth ahead of them. These are the long-term names that we are happy to own.

Give us fundamentals over hype any time.

*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 &amp; CO.</u>	1.3%	7.9%	8.8%	7.0%	10.4%	11.2%
<u>S&amp;P/TSX</u>	3.4%	10.4%	7.6%	8.4%	8.4%	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

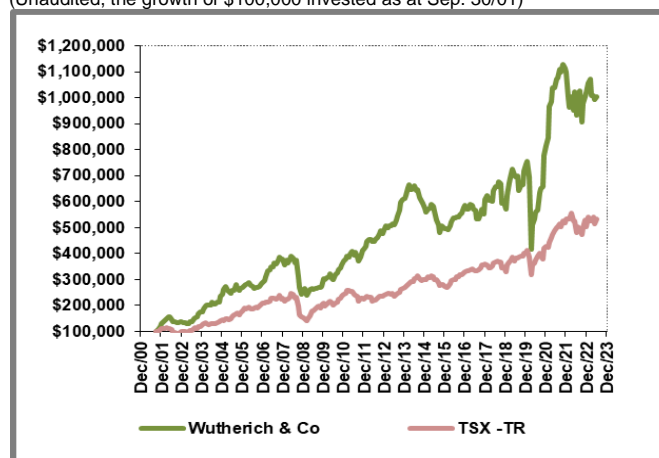
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in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

<b>CANADIAN STOCKS</b>	<b>86.83%</b>
• ENERGY	16.67%
• FINANCIALS	18.92%
• INFORMATION TECHNOLOGY	8.54%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	4.75%
• INDUSTRIALS	27.10%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	10.85%
<b>U.S. STOCKS</b>	<b>6.08%</b>
• CONSUMER	6.08%
<b>CASH AND OTHER</b>	<b>7.09%</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.