

Wutherich & Co. September 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 0.7% in September. This compares with the S&P/TSX being down 3.3%.

All things considered, the Wutherich & Company Composite fared well in September and very well over the last year. We put this down to the quality of the companies in our portfolio. Recent results for most of our names have been very strong with their outlooks equally so.

Now, there is plenty to be worried about in the world and this is reflected in the media. In a recent conversation with a client, they said there is no good news. Turn on the TV, radio, open a newspaper or click on whatever website you get your news from and it is uniformly bad. Whenever I notice this, I go for a walk and observe how people are living their lives. I look in cafes, restaurants and people on the street. I talk to friends and neighbors, and you know what? The vast majority of them are living their lives and doing just fine. I talk with the managements of our companies. They also talk about how negative the headlines are. When I ask them about their businesses, most of them say they are doing well or very well. While the world has serious problems, the bad news lives mostly just within the media.

When I look at the names in our portfolio, I think they are about as strong as they have ever been. Will they suffer in a downturn? Yes. But, they will continue to produce products and services that people need for years to come. This will drive good long-term returns, not the current news cycle.

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>	-0.7%	15.7%	9.3%	6.3%	10.0%	11.3%
<u>S&P/TSX</u>	-3.3%	9.5%	7.3%	7.5%	8.0%	7.8%

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

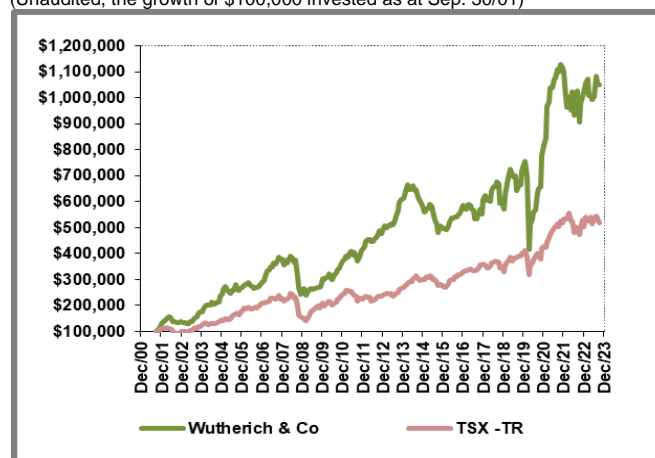
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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	89.46%
• ENERGY	16.73%
• FINANCIALS	16.96%
• INFORMATION TECHNOLOGY	12.69%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	4.94%
• INDUSTRIALS	25.62%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	12.51%
U.S. STOCKS	7.78%
• CONSUMER	7.78%
CASH AND OTHER	2.76%

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.