

Wutherich & Co. January 2024 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

The Wutherich & Co. Composite posted a 4.7% gain in January versus the S&P/TSX being up 0.6%.

The strength that we experienced in our portfolio during 2023 has continued into 2024 but we always talk people down from getting too excited about short-term returns. Our portfolio companies continue to be in excellent health, which should drive long-term returns. This is what we would rather have our clients focus on.

With 7% cash, we would love to add a name to the portfolio but, so far, nothing has quite made the cut. In the meantime, stick with the devils you know! So, we are adding to existing positions.

While macro-economic and geopolitical events will continue to worry all of us, we believe our names are well positioned to weather this complex environment.

JF and I would like to offer a heartfelt **Thank You** to those who attended our Annual Update, in person and online, on January 24 at the Mount Stephen Hotel. We would also like to remind you of the importance of making **contributions to your RRSP** this time of year. Please contact us via email at jf@wutherich.ca or call 514-924-4438 and let us know how we can help you.

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>	4.7%	18.0%	14.9%	7.2%	10.0%	12.0%
<u>S&P/TSX</u>	0.6%	4.6%	9.6%	7.6%	7.6%	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

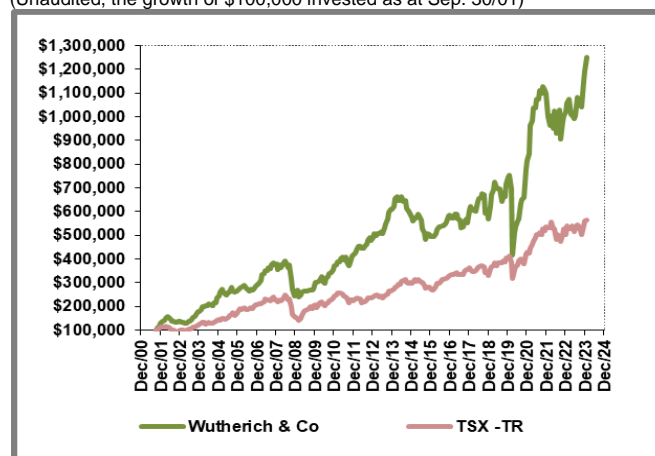
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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	83.86%
• ENERGY	9.26%
• FINANCIALS	19.18%
• INFORMATION TECHNOLOGY	13.54%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	0%
• INDUSTRIALS	29.67%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	12.20%
U.S. STOCKS	9.25%
• CONSUMER	9.25%
CASH AND OTHER	6.89%

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.