

August 9,
2021

RICHARDSON

Wealth

CONNECTED
WEALTH

Connected Wealth Canada

Characteristics

Asset class	Equity
Geographic	Canada
Focus	Total return
Objective	Actively managed to provide capital appreciation
Approx. # of holdings	25-30
Estimated annual trades	22-30
Benchmark	TSX Total Return

The Manager

Connected Wealth, a service of Richardson Wealth, manages ~\$1 billion in assets across several North American equity, bond and ETF strategies.

Craig Basinger
Portfolio Manager



Chris Kerlow
Portfolio Manager



Derek Benedet
Portfolio Manager



Brett Gustafson
Portfolio Analyst



Objective

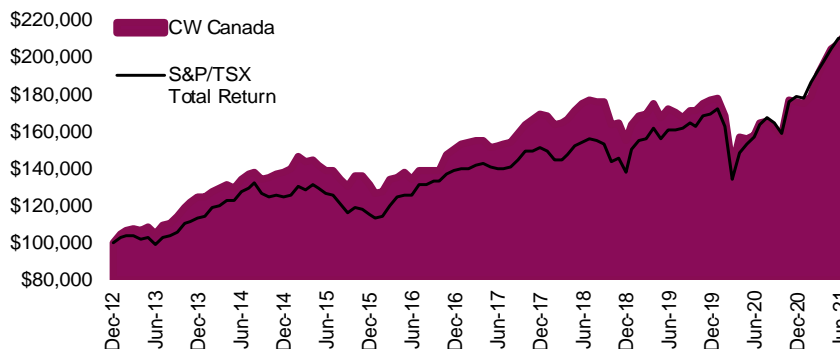
Capital appreciation is the primary objective of the Connected Wealth Canadian portfolio which invests in Canadian listed companies.

Investment philosophy

The Canadian market is not well diversified. There is a shrinking handful of global leading companies as many have been acquired by foreign companies. Banks and Telecom companies make up a disproportionately large part of our market, partially due to the restrictions blocking foreign investment or takeovers. The market has a very high weighting in global cyclicals that are more sensitive to global economic growth than anything that goes on domestically. With the market poorly diversified, this creates opportunities to add value in the portfolio management process by being active, trading opportunistically and being significantly different than the index. Our investment approach incorporates a continual analysis of the macro environment, both domestically and globally. We look for opportunities and themes that provide investment opportunities with a reasonable level of risk adjusted returns.

At the company level we are very price sensitive investors focusing on valuations, fundamentals plus examining the balance sheet and their ability to generate free cash flow for the foreseeable future. Once we have determined a name for inclusion in the portfolio, we decide on a near-term entry level coupling our fundamental research with technical analysis. Then we decide how to best incorporate the stock into the portfolio and how it fits from an overall sector mix and where we are going to draw the funds from for the investment. The process does not stop there; we constantly monitor the holding, following developments in the corporate strategy, listening to quarterly calls and when possible, meeting with management.

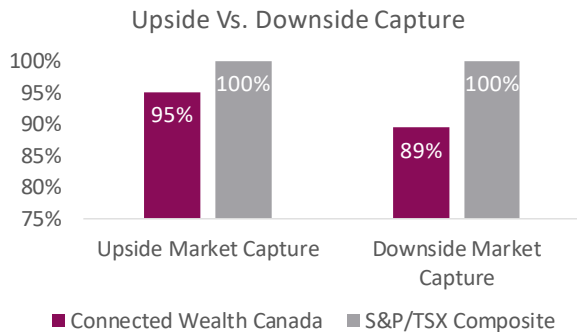
Performance



	1-month	3-months	6-months	1-year	YTD	3-year	5-year	Inception
CW Canada	2.9%	8.4%	22.1%	29.8%	20.9%	6.5%	9.0%	9.2%
S&P/ TSX Composite	0.8%	6.9%	18.6%	29.1%	18.2%	10.7%	10.1%	9.1%
+/-	2.1%	1.5%	3.5%	0.6%	2.7%	-4.2%	-1.1%	0.1%

	2020	2019	2018	2017	2016	2015	2014	2013
CW Canada	-0.5%	14.4%	-8.4%	12.4%	14.6%	-4.5%	10.0%	24.8%
S&P/ TSX Composite	5.6%	22.9%	-8.9%	9.1%	21.1%	-8.3%	10.6%	13.0%
+/-	-6.1%	-8.5%	0.5%	3.3%	-6.5%	3.8%	-0.5%	11.9%

Risk Management



	Connected Wealth Canada	S&P/TSX Composite
Sharpe	0.69	0.70
Max Drawdown	-22%	-21%
Standard Deviation	12%	12%
Downside Deviation	10%	11%
Beta	0.94	1.00

Composition

Sectors

	Connected Wealth Canada	S&P/TSX Composite	+/-
Energy	11%	12%	-1%
Materials	12%	11%	0%
Industrials	13%	12%	1%
Info Tech	5%	12%	-7%
Financials	25%	32%	-7%
Cons Disc	0%	4%	-4%
Cons Staples	3%	4%	0%
Telecom	7%	5%	2%
Utilities	3%	5%	-1%
Health Care	0%	1%	-1%
Real Estate	12%	3%	9%
Cash	9%	0%	9%

Equity Positions

Name	Sector	Weight
BARRICK GOLD CORP	Materials	1.8%
FRANCO-NEVADA CORP	Materials	4.7%
YAMANA GOLD INC	Materials	2.1%
WHEATON PRECIOUS METALS CORP	Materials	3.3%
TC ENERGY CORP	Energy	2.8%
ENBRIDGE INC	Energy	3.7%
PEMBINA PIPELINE CORP	Energy	2.1%
SUNCOR ENERGY INC	Energy	2.6%
TRANSCONTINENTAL INC-CL A	Industrials	3.1%
TFI INTERNATIONAL INC	Industrials	5.4%
CANADIAN NATL RAILWAY CO	Industrials	4.3%
OPEN TEXT CORP	Info Tech	4.6%
BANK OF NOVA SCOTIA	Financials	4.5%
ROYAL BANK OF CANADA	Financials	5.4%
BANK OF MONTREAL	Financials	5.0%
MANULIFE FINANCIAL CORP	Financials	3.6%
SUN LIFE FINANCIAL INC	Financials	2.6%
CI FINANCIAL CORP	Financials	3.8%
ALLIED PROPERTIES REAL ESTAT	Real Estate	3.5%
H&R REAL ESTATE INV-REIT UTS	Real Estate	3.6%
DREAM INDUSTRIAL REAL ESTATE	Real Estate	5.0%
ALGONQUIN POWER & UTILITIES	Utilities	3.5%
ROGERS COMMUNICATIONS INC-B	Telecom	2.7%
TELUS CORP	Telecom	4.1%
LOBLAW COMPANIES LTD	Cons Staples	3.4%

Cyclical Vs. Defensive

	Connected Wealth Canada	S&P/TSX Composite	+/-
Global Cyclical	23%	23%	0%
N.A. Cyclical	17%	23%	-6%
Interest Sensitive	41%	43%	-3%
Defensive + cash	19%	10%	9%

Portfolio Management Fee Breakdown Example – Estimated based on 25 Trades

Base Rate: 0.25% plus \$10/Trade

Dollars Invested	Management Fee (Including Trades)	Dollar Value
\$250,000	0.35%	\$875.00
\$500,000	0.30%	\$1,500.00
\$750,000	0.283%	\$2,122.50
\$1,000,000	0.275%	\$2,750.00

The research above is prepared by Richardson Wealth Limited and is current as at the date on page 1. Please note that past performance is not necessarily an indicator of future performance. The indicated rates of return are gross of fees and/or commissions. Individual results of client portfolios may differ from that of the representative portfolio as fees may differ, and performance of specific accounts is based on specific account investiture. The noted representative portfolio may not be appropriate for all investors.

This research has been prepared for the use of the clients of Richardson Wealth Limited and must not be copied, either in whole or in part, or distributed to any other person. If you are not the intended recipient, you must not use or disclose the information in this research in any way. Nothing in this research shall be construed as a solicitation to buy or sell any security or product, or to engage in or refrain from engaging in any transaction. This research is general advice and does not take account of your objectives, financial situation or needs. Before acting on this general advice you should therefore consider the appropriateness of the advice having regard to your situation. We recommend you obtain financial, legal and taxation advice before making any financial investment decision. Past performance is not a reliable indicator of future performance. There are risks involved in securities trading. The price of securities can and does fluctuate and an individual security may even become valueless. International investors are reminded of the additional risks inherent in international investments, such as currency fluctuations and international stock market or economic conditions, which may adversely affect the value of the investment. This research is based on information obtained from sources believed to be reliable, but we do not make any representation or warranty that it is accurate, complete or up to date. We accept no obligation to correct or update the information or opinions in it. Opinions expressed are subject to change without notice. No member of the Richardson Wealth Limited accepts any liability whatsoever for any direct, indirect, consequential or other loss arising from any use of this research and/or further communication in relation to this research.

Richardson Wealth Limited or its associates, officers or employees may have interests in the financial products referred to in this report by acting in various roles including as investment banker, underwriter or dealer, holder of principal positions, broker, lender, director or adviser. Further, they may act as market maker or buy or sell those securities as principal or agent and, as such, may affect transactions which are not consistent with the recommendations (if any) in this research.

Richardson Wealth Limited is a member of the Canadian Investor Protection Fund and IIROC.

Richardson Wealth is a trademark of James Richardson & Sons, Limited used under license.