

August 9,
2021

Connected Wealth Canadian Dividend

Characteristics

Asset class	Equity
Geographic	Canada
Focus	Dividend & Dividend Growth
Objective	Actively managed to provide income with some capital appreciation
Approx. # of holdings	20-28
Estimated annual trades	16-24
Benchmark	TSX Total Return
Benchmark 2	DJ Select Canadian

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



RICHARDSON

Wealth

CONNECTED
WEALTH

Objective

Sustainable dividends balanced with moderate capital appreciation are the dual objectives of the Connected Canadian Dividend portfolio. This portfolio has a dividend focus and invests exclusively in Canadian listed companies.

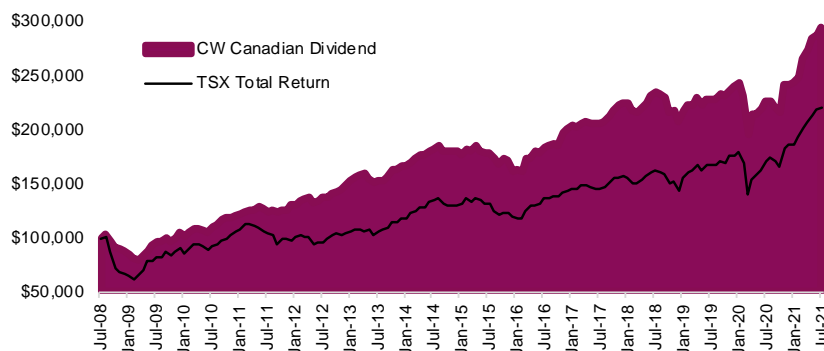
Investment philosophy

Dividend focused investing has become a core strategy for many Canadian investor's portfolios driven by the need for income, lower volatility and growth of capital. We believe there are secular trends that will keep this strategy delivering for investors, but it must be done right.

Dividend Health - Not all dividends are the same. Some companies, given their business operations are better positioned to pay dividends than others. Canadian Dividend places a strong emphasis on the quality and sustainability of dividends in the stock selection process.

Dividend Growth – Connected Wealth Canadian Dividend focuses on dividend sustainability and a company's ability to increase dividends over time. Avoiding chasing the highest yielding companies.

Performance

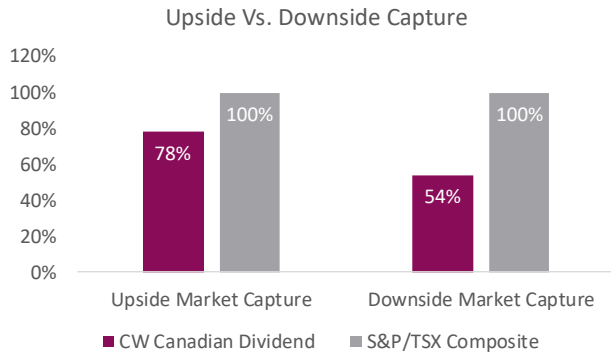


	1-month	3-months	6-months	1-year	YTD	3yr	5yr	10yr	Inception*
CW Canadian Dividend	2.9%	8.0%	21.0%	30.5%	21.8%	8.0%	10.0%	9.0%	8.7%
S&P/TSX Total Return	0.8%	6.9%	18.6%	29.1%	18.2%	10.0%	10.1%	7.8%	6.3%
+/-	2.1%	1.1%	2.3%	1.4%	3.6%	-1.9%	-0.1%	1.2%	2.4%

	2012	2013	2014	2015	2016	2017	2018	2019	2020
CW Canadian Dividend	14.0%	11.5%	8.0%	-10.1%	24.5%	11.3%	-7.8%	15.9%	1.2%
S&P/TSX Total Return	7.2%	13.0%	10.6%	-8.3%	21.1%	9.1%	-8.9%	22.9%	5.6%
+/-	6.8%	-1.5%	-2.5%	-1.7%	3.4%	2.2%	1.1%	-7.0%	-4.4%

Risk Management

As dividend paying companies tend to be concentrated in select industries, maintaining a broad diversification is a crucial component of our risk management. At the company level, we continuously monitor both fundamentals and technicals using our deterioration monitor using our deterioration monitor.



	CW Canadian Dividend	S&P/TSX Composite
Sharpe	0.73	0.39
Max Drawdown	-23.3%	-39.9%
SD	10.7%	13.9%
Downside Deviation	8.8%	12.8%
Beta	0.64	1.00

Composition

Sector	
	CW Canadian Dividend
Energy	11.05%
Materials	11.79%
Industrials	12.80%
Cons Disc	0.00%
Cons Staples	3.43%
Financials	25.23%
Health Care	0.00%
Info Tech	4.61%
Telecom	6.80%
Utilities	3.47%
Real Estate	12.13%
Cash	8.69%

Equity Positions			
Name	Industry	Weight	Yield
TC ENERGY CORP	Energy	2.7%	5.7%
PEMBINA PIPELINE CORP	Energy	2.1%	6.3%
ENBRIDGE INC	Energy	3.7%	6.8%
SUNCOR ENERGY INC	Energy	2.5%	3.5%
FRANCO-NEVADA CORP	Materials	4.7%	0.7%
WHEATON PRECIOUS METALS CORP	Materials	3.3%	1.2%
YAMANA GOLD INC	Materials	2.0%	2.8%
BARRICK GOLD CORP	Materials	1.8%	1.8%
TFI INTERNATIONAL INC	Industrials	5.4%	0.8%
CANADIAN NATL RAILWAY CO	Industrials	4.3%	1.8%
TRANSCONTINENTAL INC-CL A	Industrials	3.1%	3.6%
OPEN TEXT CORP	Info Tech	4.6%	1.7%
ROYAL BANK OF CANADA	Financials	5.6%	3.3%
BANK OF NOVA SCOTIA	Financials	4.6%	4.5%
BANK OF MONTREAL	Financials	5.0%	3.4%
MANULIFE FINANCIAL CORP	Financials	3.7%	4.4%
SUN LIFE FINANCIAL INC	Financials	2.7%	3.4%
CI FINANCIAL CORP	Financials	3.7%	3.1%
ALLIED PROPERTIES REAL ESTAT	Real Estate	3.5%	3.8%
H&R REAL ESTATE INV-REIT UTS	Real Estate	3.6%	4.1%
DREAM INDUSTRIAL REAL ESTATE	Real Estate	5.0%	4.3%
ROGERS COMMUNICATIONS INC-B	Telecom	2.7%	3.1%
TELUS CORP	Telecom	4.1%	4.5%
ALGONQUIN POWER & UTILITIES	Utilities	3.5%	4.2%
LOBLAW COMPANIES LTD	Cons Staples	3.4%	1.7%

Cyclical Vs. Defensive	
	CW Canadian Dividend
Global Cyclical	22.84%
N.A. Cyclical	17.42%
Interest Sensitive	37.36%
Defensive	22.39%

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
\$500,000	0.30%	\$1,500
\$750,000	0.283%	\$2,122
\$1,000,000	0.275%	\$2,750

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