

## Strategy Objective

We are focused on owning great companies that can grow our clients' capital at an above average rate of return for the long term. We exercise patience in waiting for the right opportunities to invest in businesses. Capital preservation is at the forefront in making our investment decisions and we pride ourselves on having consistently low volatility over the long term.

### Philosophy

We believe that superior investment returns are achieved by taking a long-term, bottom-up, value-oriented approach to investing based on detailed fundamental research and analysis. Our proven philosophy revolves around two long-standing core concepts:

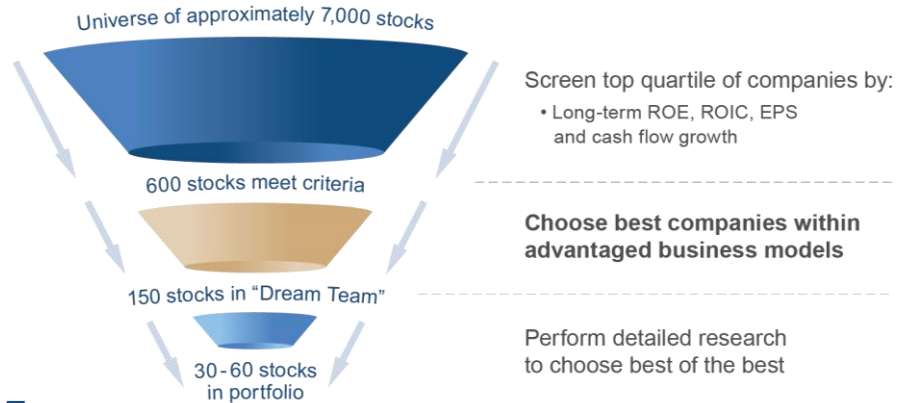
#### Understanding Quality

- Focus on **key business drivers** (competitive advantage, pricing, cost structure, growth etc.) and the **predictability** of those drivers
- Determine realistic **growth potential** of the business longer term
- Assess **business performance** in last downturn and subsequent changes to have realistic expectations
- Analyze **true free cash flow** conversion
- Assess **capital allocation** history and **balance sheet** strength
- Review track record on **governance** and shareholder alignment

#### Disciplined on Valuation

- Search for business that can **grow faster** than the market and are trading at a **lower valuation** than the market
  - All companies are assessed on a 10-year discounted cash flow basis using an 8% discount rate and a zero terminal growth to determine the intrinsic value
  - Our intrinsic value assessments are then checked against each company's historical valuation as well as the broader market as an additional check

## Narrowing the Investment Universe



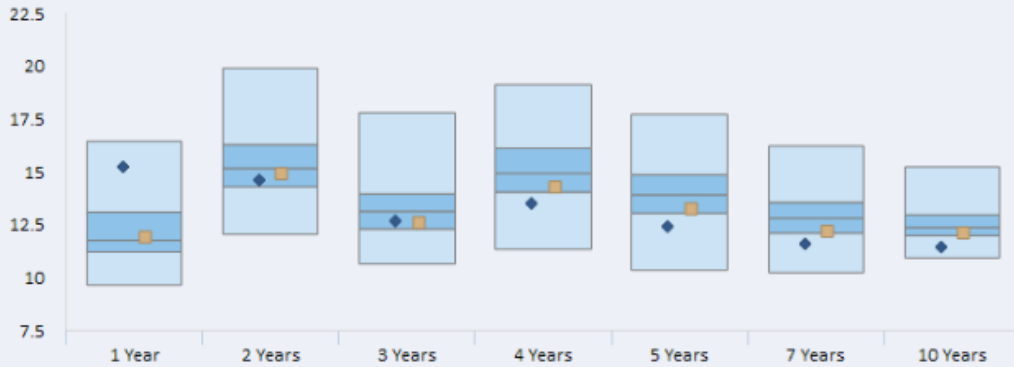
## Portfolio Management Team

Team Member	Roles and Responsibilities	Year Joined FGP	Year Joined Industry
Andrew Aucoin, CFA	Analyst and Lead Portfolio Manager, International Equities	2005	2005
Stephen Mitchell, CFA	Analyst and Portfolio Manager, Global Equities Co-Portfolio Manager, U.S. Equities	2016	1988
Mohammed Ahmad, CFA, MBA	Analyst and Co-Portfolio Manager, U.S. Equities	1999	1999
Ray Szutu, CFA	Analyst and Portfolio Manager, Global Smaller Companies	2018	2006
Nerojan Varnakumar, CFA	Trader	2021	2014
Maryam Badakhshi, CFA, MBA	Senior Research Analyst	2023	2012

Graph 1 shows that returns were achieved with consistently low volatility (standard deviation) - first quartile in all periods. Graph 2 shows the annualized performance returns for the past 10 years relative to the benchmark and the strategy peer group. The downside market capture measured on five-year rolling periods in Graph 3 shows that downside protection has remained consistently under 90%, highlighting the defensive nature of the strategy. The portfolio is concentrated, and the active share is typically around 90%.

Graph 1

Consistently Low Volatility

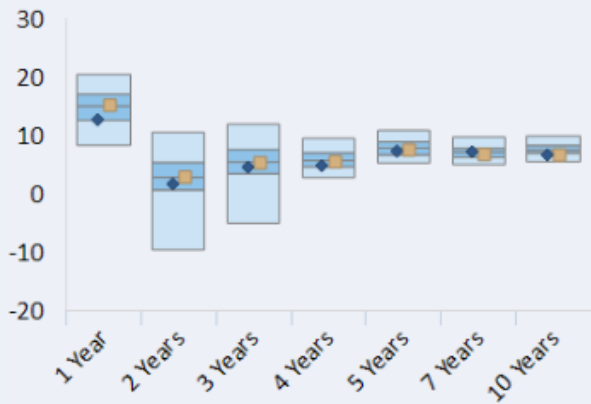


Standard deviation in CAD as of December 31, 2023

◆ FGP International Equity Fund    ◆ MSCI EAFE-ND

Graph 2

Performance



Returns in CAD as of December 31, 2023

◆ FGP International Equity Fund    ◆ MSCI EAFE-ND

Graph 3

Low Downside Capture



5-Year rolling downside market capture in CAD  
Risk index used: MSCI EAFE-ND

— FGP International Equity Fund    — 25th Percentile  
— Median    — 75th Percentile

Universe: eVestment EAFE All Cap Equity  
Source: eVestment

eVestment Alliance, LLC and its affiliated entities (collectively, "eVestment") collect information directly from investment management firms and other sources believed to be reliable, however, eVestment does not guarantee or warrant the accuracy, timeliness, or completeness of the information provided and is not responsible for any errors or omissions. Performance results may be provided with additional disclosures available on eVestment's systems and other important considerations such as fees that may be applicable. Not for general distribution and limited distribution may only be made pursuant to client's agreement terms. Copyright 2012-2023 eVestment Alliance, LLC. All Rights Reserved.

<b>Inception Date</b>	<b>Benchmark</b>	<b>Currency</b>	<b>Active Share</b>
January 31, 1994	MSCI EAFE Index (Net)	CAD	91%

**PERFORMANCE (%)**

**As at December 31, 2023**

<b>Annualized Returns</b>	<b>3M</b>	<b>1 year</b>	<b>3 years</b>	<b>5 years</b>	<b>7 years</b>	<b>10 years</b>	<b>Inception</b>
FGP International Equity Fund	7.3	12.6	4.5	7.2	7.1	6.6	7.2
MSCI EAFE Index (Net, C\$)	7.7	15.1	5.2	7.4	6.6	6.6	4.9
<b>Value Added</b>	<b>-0.4</b>	<b>-2.5</b>	<b>-0.7</b>	<b>-0.2</b>	<b>0.5</b>	<b>0.0</b>	<b>2.3</b>

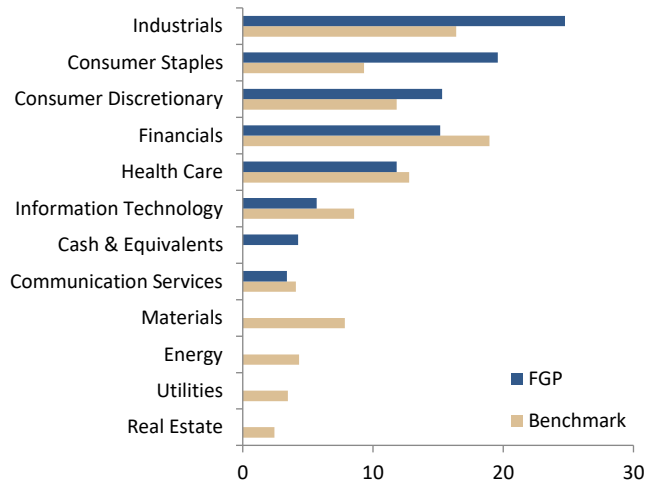
<b>Calendar Year Returns</b>	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
FGP International Equity Fund	12.6	-8.3	10.5	5.5	17.8	-4.7	19.8	-1.6	14.2	3.9
MSCI EAFE Index (Net, C\$)	15.1	-8.2	10.3	5.9	15.8	-6.0	16.8	-2.5	19.0	3.7
<b>Value Added</b>	<b>-2.5</b>	<b>-0.1</b>	<b>0.2</b>	<b>-0.4</b>	<b>2.0</b>	<b>1.3</b>	<b>3.0</b>	<b>0.9</b>	<b>-4.8</b>	<b>0.2</b>

**Top 10 Holdings**

**Weight (%)**

1 Euronext NV	5.1
2 Brenntag SE	4.7
3 Heineken Holding NV	4.4
4 BAE Systems PLC	4.3
5 Capgemini SE	4.1
6 Siemens AG-REG	4.0
7 Merck KGaA	3.5
8 Danone S.A.	3.3
9 Rinnai Corp.	3.2
10 Koninklijke Ahold Delhaize N.V.	3.2
<b>TOTAL</b>	<b>39.9</b>

**Sector Allocation (%)**



<b>Valuation Characteristics</b>	<b>FGP</b>	<b>Benchmark</b>	<b>Risk Characteristics</b>	<b>3 years</b>	<b>5 years</b>
Trailing Price/Earnings	15.7	15.0	Portfolio Standard Deviation	12.6	12.4
Forward Price/Earnings	13.9	13.4	Benchmark Standard Deviation	12.6	13.2
Price/Book	1.9	1.7	Tracking Error	4.8	4.7
Price/Cash Flow	9.6	8.7	Information Ratio	-0.15	-0.04
Price/Sales	1.3	1.3	Beta	0.93	0.88
Dividend Yield (%)	2.7	3.2	Portfolio Sharpe Ratio	0.18	0.44
ROE (5 year average)	17.9	15.2	Benchmark Sharpe Ratio	0.24	0.42
Debt/Equity	0.6	0.7	Portfolio Sortino Ratio	0.30	0.69
Wt Avg Market Cap (\$B)	67.1	114.2	Benchmark Sortino Ratio	0.39	0.66