

# Bristol Gate U.S. Equity Strategy

## Dividend Growth Investing for the Digital Age

As at June 30, 2024

Full introduction to the firm - including GIPS® Report

Copyright © Bristol Gate Capital Partners Inc.

Philosophy Focused on High Dividend Growth

Integrated Fundamental & Machine Learning Approach

Evidence-Based Investment Culture

Independent, Entrepreneurial Boutique

|                                   |               |             |                 |                 |
|-----------------------------------|---------------|-------------|-----------------|-----------------|
| Institutional AUM & AUA (US\$)    | \$1.9B        | 82%         | Location        | Toronto, Canada |
| Retail AUM & AUA (US\$)           | \$0.4B        | 18%         | Total Employees | 21***           |
| <b>Total AUM &amp; AUA (US\$)</b> | <b>\$2.3B</b> | <b>100%</b> | Firm Inception  | 2006            |

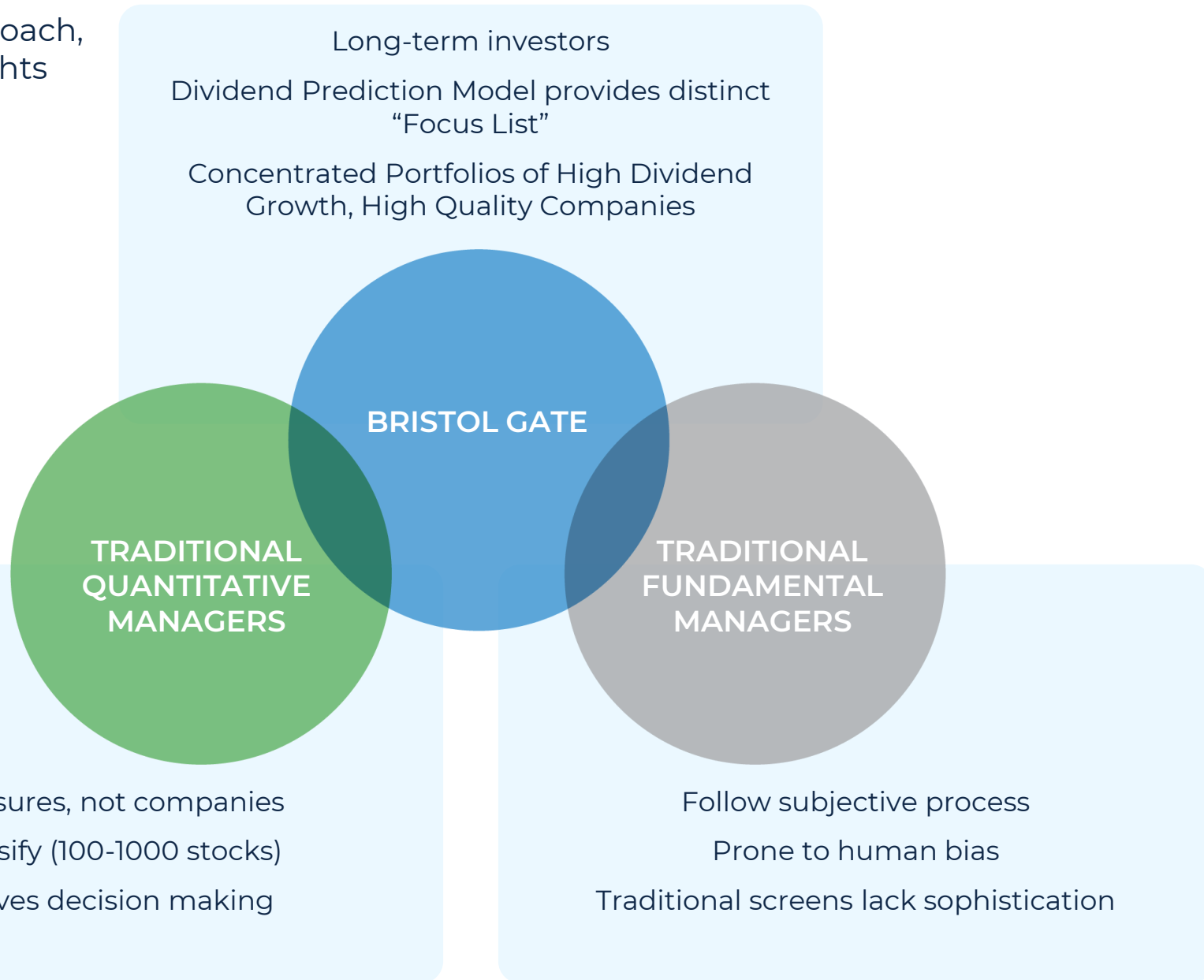
Employee-owned, our success is aligned with that of our clients & partners  
Our employees invest in our strategies and pay the same fees

| 2009  | 2013                              | 2014  | 2015             | 2017                               | 2018            | 2020             | 2021  |
|---|-----------------------------------|---|------------------|------------------------------------|-----------------|------------------|---|
| Model 1 for Dividend Prediction Implemented | Canadian Strategy GIPS® Inception | Model 2 for Dividend Prediction Implemented | SEC Registration | Machine Learning Model Implemented | Launch of ETF's | UN PRI Signatory | Rebalancing Thresholds Implemented                |
| US Strategy GIPS® Inception                 |                                   |   |                  |                                    |                 |                  | ESG Formally Incorporated into Investment Process |

\*US Equity Strategy inception date: May 15, 2009 \*\* All figures as at June 30, 2024 in USD. \*\*\* Includes 2 contract employees. Please refer to appendix for **Important Disclosures**

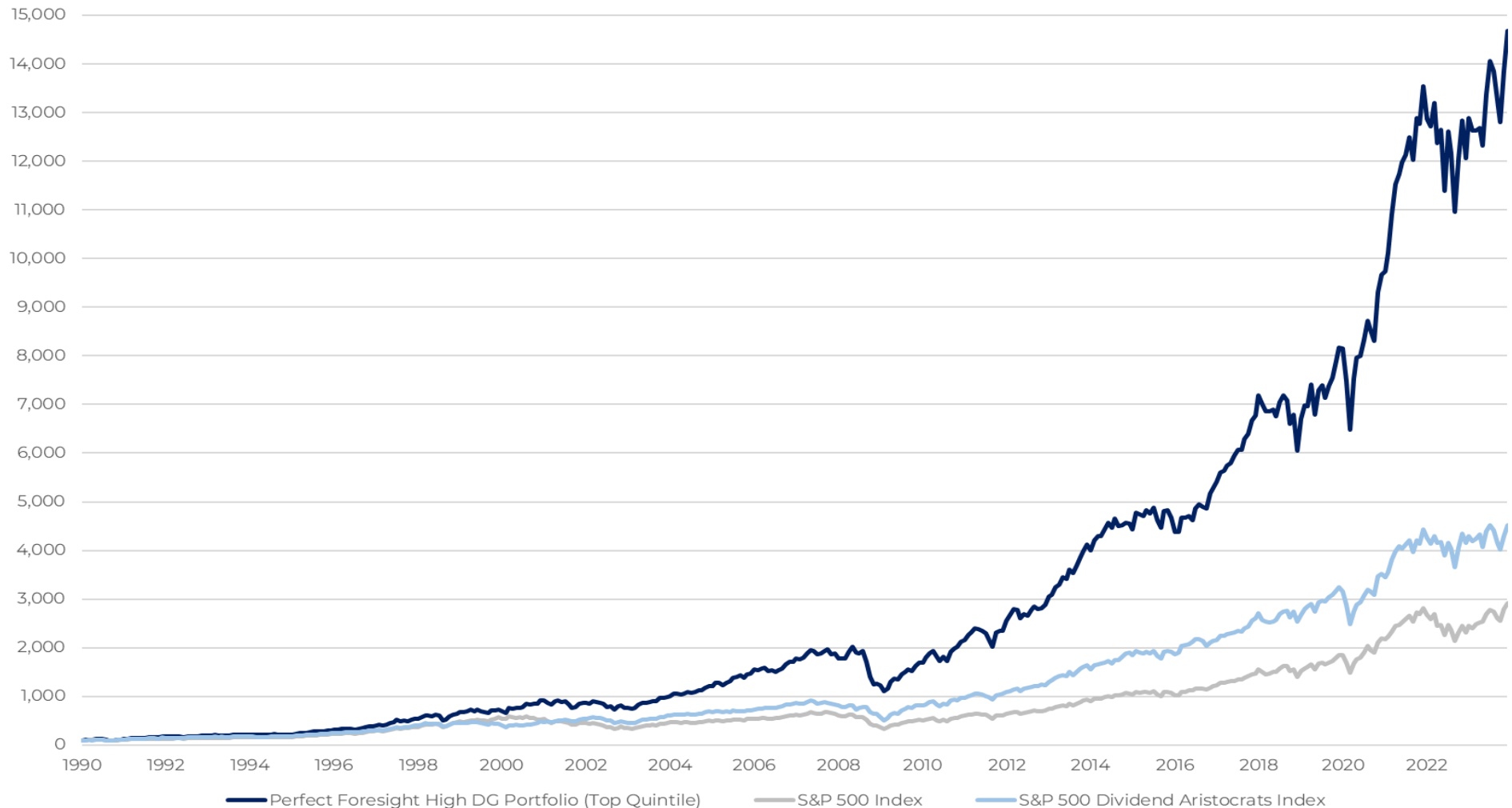
# Our Competitive Advantage

Differentiated Approach,  
Differentiated Insights



For illustration purposes only. Please refer to appendix for **Important Disclosures**

# Why Predict High Dividend Growth?

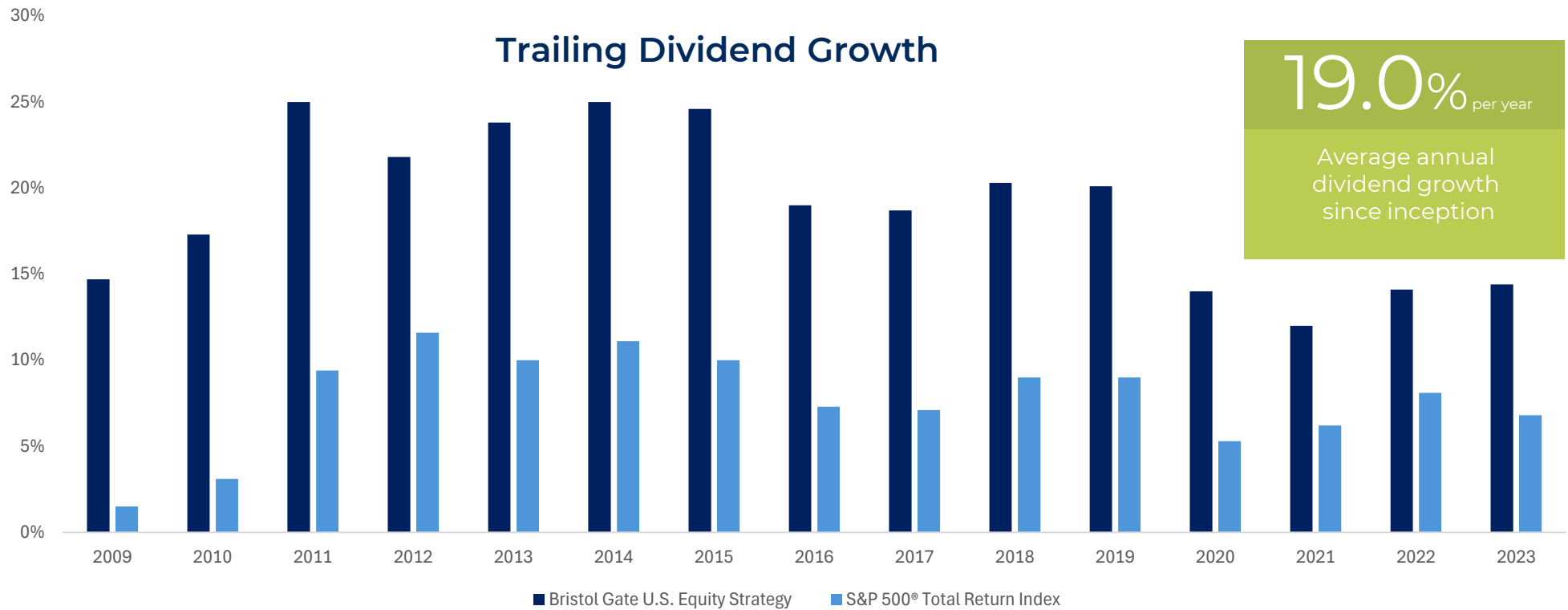


Although markets have been volatile over this period, investing in the best dividend growth companies would have resulted in attractive returns.

The chart above illustrates if you would have had the foresight to invest in the best dividend growth stocks (“Top Quintile”) in the S&P 500 over the period. The period referenced is from Jan 1, 1990, to Dec 31, 2023, where each theoretical portfolio presented for the stated category was constructed from an equal weight basket of stocks selected from the S&P 500 universe and reconstituted annually. For illustration purposes only, past performance is not indicative of future results. Please refer to appendix for **Important Disclosures**

Source: Bristol Gate, Bloomberg, Jan 1, 1990 - Dec 31, 2023, in USD

Bristol Gate portfolio companies have consistently delivered compelling dividend growth

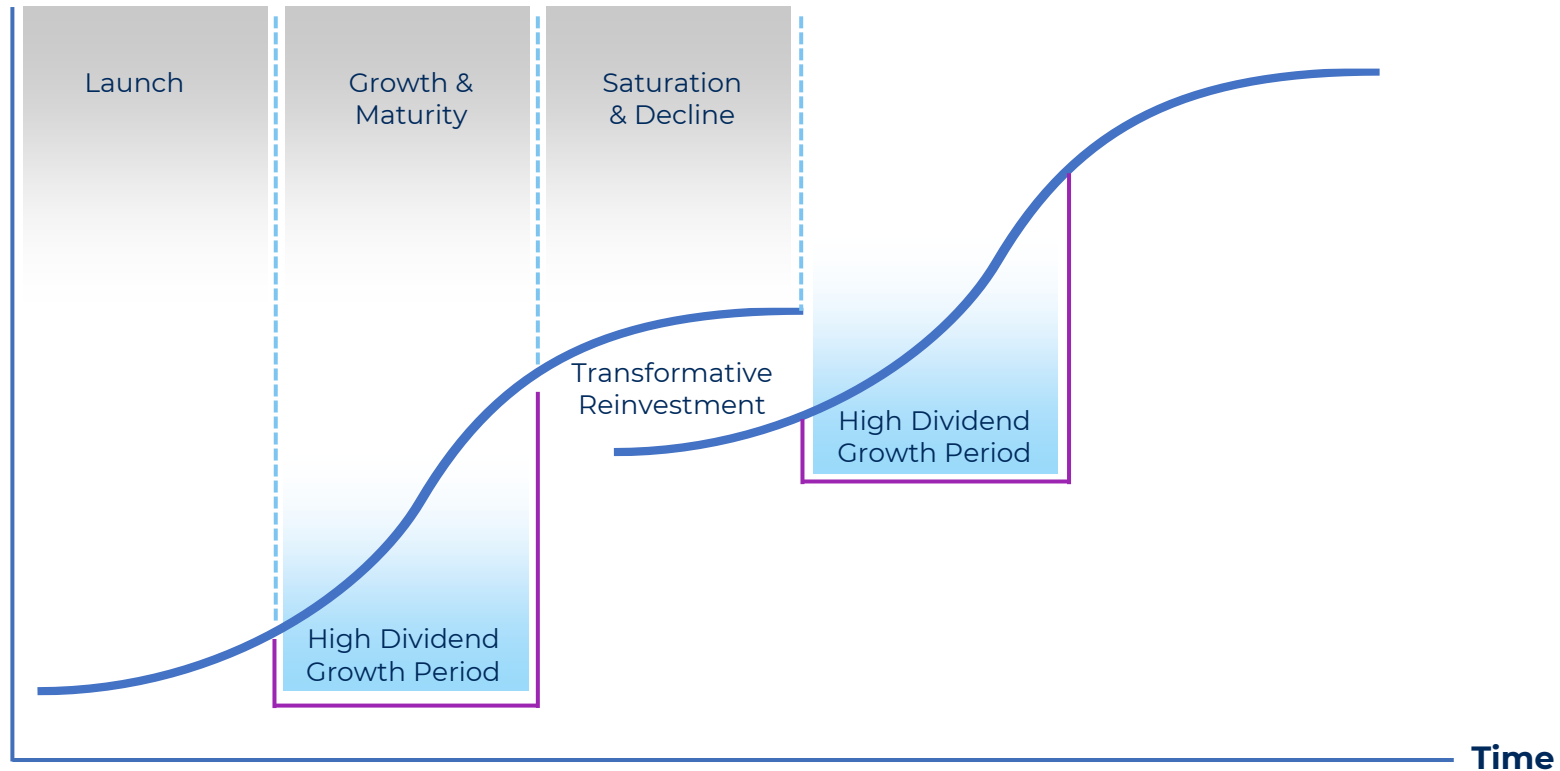


| Annual Dividend Growth Rates      | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|-----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bristol Gate U.S. Equity Strategy | 14.7% | 17.3% | 25.0% | 21.8% | 23.8% | 25.0% | 24.6% | 19.0% | 18.7% | 20.3% | 20.1% | 14.0% | 12.0% | 14.1% | 14.4% |
| S&P 500® Total Return Index       | 1.5%  | 3.1%  | 9.4%  | 11.6% | 10.0% | 11.1% | 10.0% | 7.3%  | 7.1%  | 9.0%  | 9.0%  | 5.3%  | 6.2%  | 8.1%  | 6.8%  |

As at December 31, 2023. Source: Bloomberg. Median of the annual trailing 12-month dividend growth (as reported on Bloomberg) of the individual stocks held at the end of each calendar year.

There is a risk of loss inherent in any investment; past performance is not indicative of future results. Please refer to appendix for **Important Disclosures**

## Performance



### Growth & Maturity phase

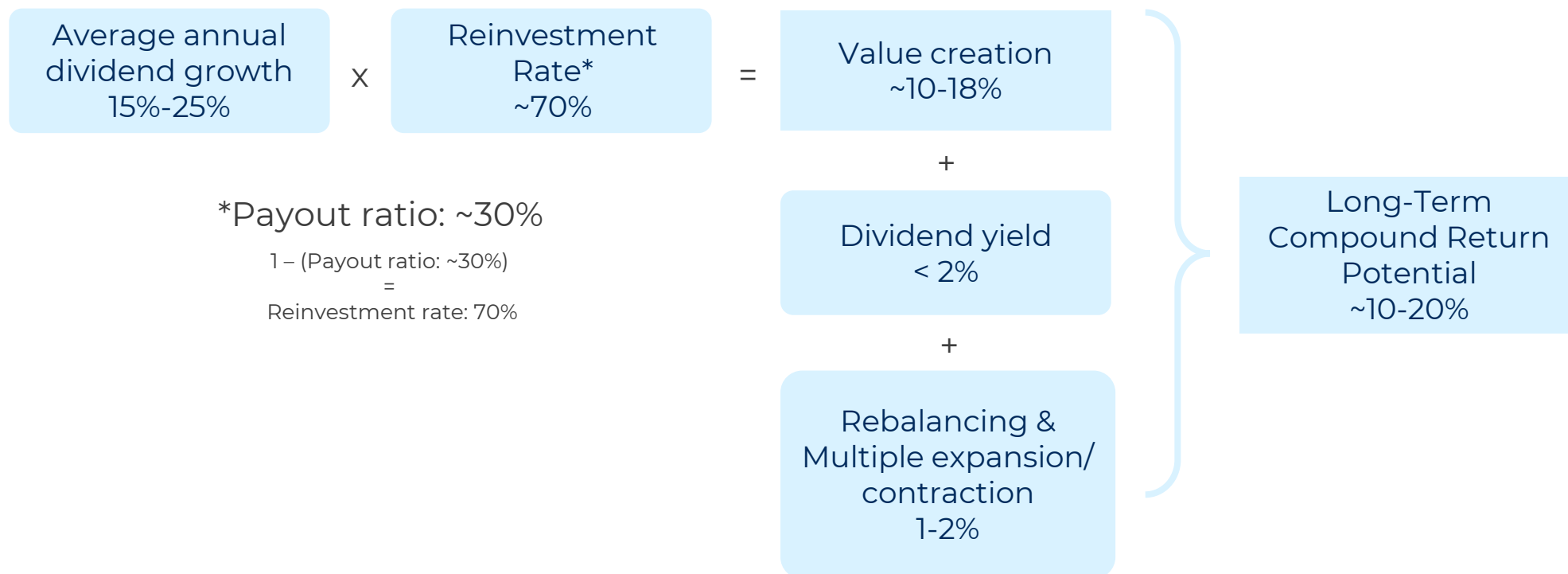
- Significant free cash generation
- Ample reinvestment opportunities with high rates of return fuels earnings torque
- Supports dividend initiation and high dividend growth

### Saturation & Decline Phase

- Reinvestment opportunities slow and returns decline
- Dividend growth slows to mundane levels.

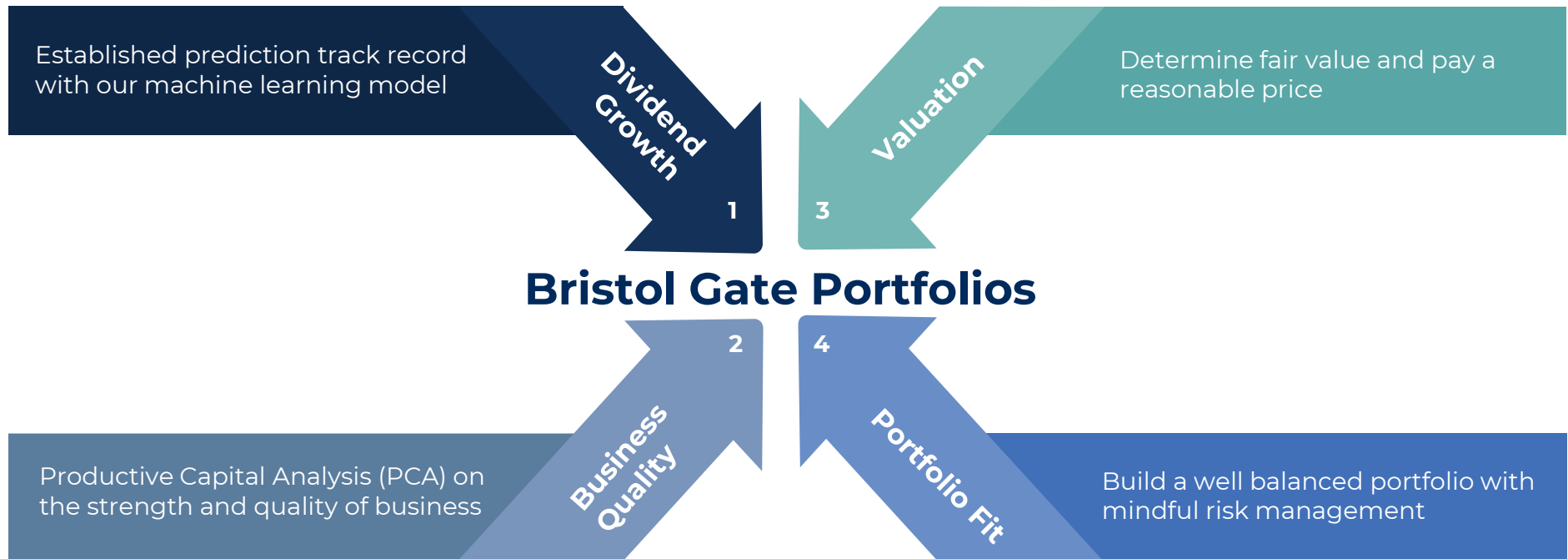
Great companies can jump S-curves and become high dividend growers again

For illustration purposes only. Please refer to appendix for **Important Disclosures**



High dividend growth phase companies tend to grow their earnings at the same rate as their dividends

For illustration purposes only. The above is not a targeted return nor a projected return; it is an application of the Gordon Growth model and how we believe we have generated historical returns for the Bristol Gate US Equity Strategy. There is a risk of loss inherent in any investment; past performance is not indicative of future results. Please refer to Appendix for Bristol Gate strategy performance history and **Important Disclosures**.



## High Threshold for Purchase

- A stock is evaluated both on each of the 4-Pillars independently & for fit with existing portfolio holdings

## Result

- Highly differentiated portfolios
- Investment Committee (IC) ensures repeatability & consistency of investment process

## Sell Discipline

- Companies considered for sale are evaluated using the same 4-Pillar process.





## Machine-Learning, Dividend Prediction Model

- Data science team continuously strives to improve dividend prediction ability

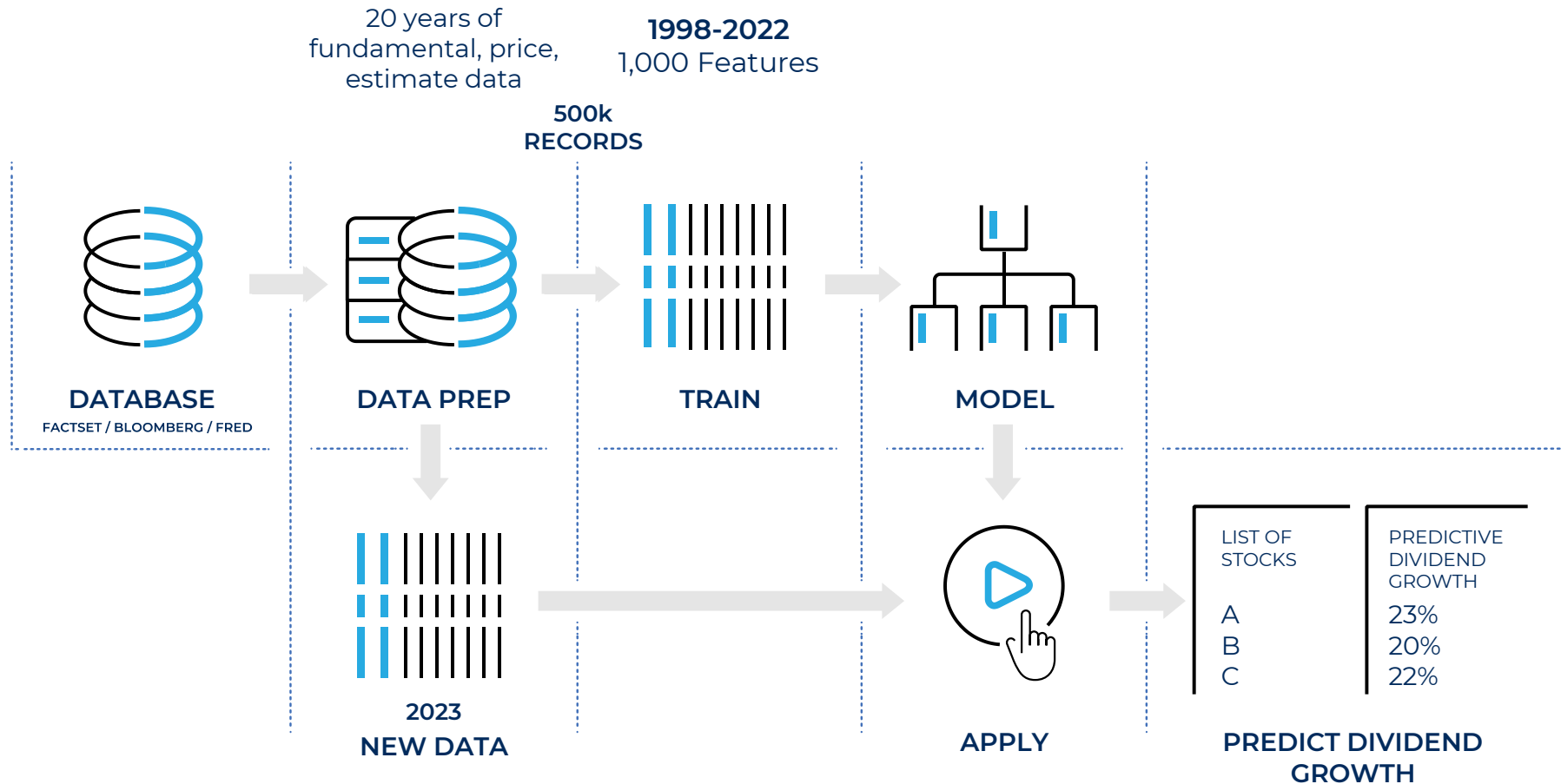
## Result

- Portfolio Managers prioritize research efforts on narrow “Focus List”
- Differentiated universe of stocks vs traditional screens

## Potential Sale Criteria

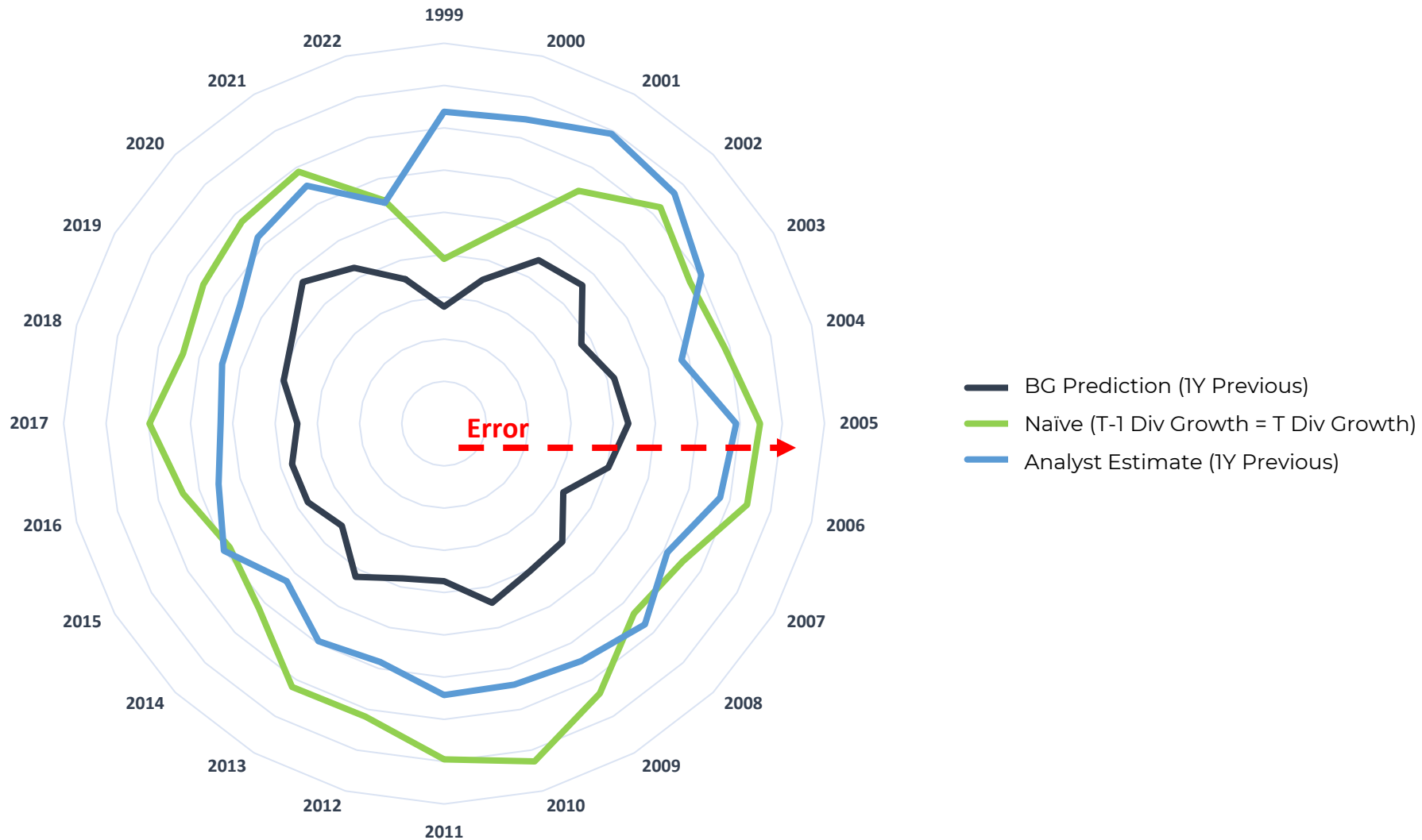
- Dividend cut/suspension

# How BG Uses Machine Learning



For illustration purposes only. Please refer to appendix for **Important Disclosures**

# Predicting Dividend Growth



**BG Model has consistently outperformed S&P 500 analyst estimates**

Source: Bristol Gate, FactSet. There is a risk of loss inherent in any investment; past performance is not indicative of future results. Please refer to appendix for **Important Disclosures**



## **Productive Capital Analysis: A Long-Term, Differentiated View**

- Identify enduring competitive advantages, strong balance sheets & aligned management
- Validate & extend dividend prediction
- ESG considerations

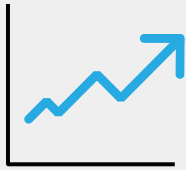
## **Result**

- Shortlist growing businesses with dominant positions & skilled management teams that allocate & reinvest capital prudently

## **Potential Sale Criteria**

- Material deterioration of business quality or investment thesis

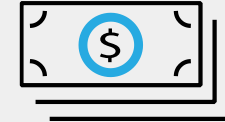
# Bristol Gate Companies: Our Most Valued Traits



Structural Growth



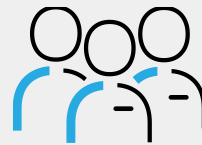
Dominant Franchises



FCF Generation



Value Creating  
Reinvestment



Effective Management



Stakeholder Focused



Low Payout Ratios



Strong Balance Sheets

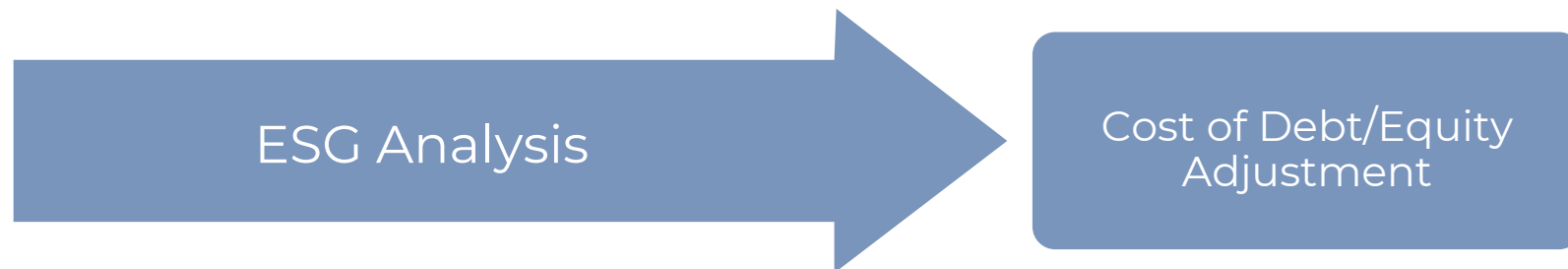


Consistency

## Philosophy:

ESG considerations **cannot** be separated from the overall qualitative analysis of a company

- Scientific Beta study found that **75% of ESG alpha was due to exposure to quality factor\***
- ESG should be viewed in same risk/reward framework as other business risks
- *Are we being compensated for the level of risk?*



- Comprehensive risk assessment
- SASB Materiality Maps identify key issues for analysis
- Supported by external research

\*Source: Bruno, G., M. Esakia and F. Goltz. "Honey, I Shrunk the ESG Alpha": Risk-Adjusting ESG Portfolio Returns, April 2021



## Look Further

- Multi-faceted valuation approach
  - DCF, Reverse DCF, Multiples, etc.
- Yield on Cost: Inherent link between income an asset produces & value over time

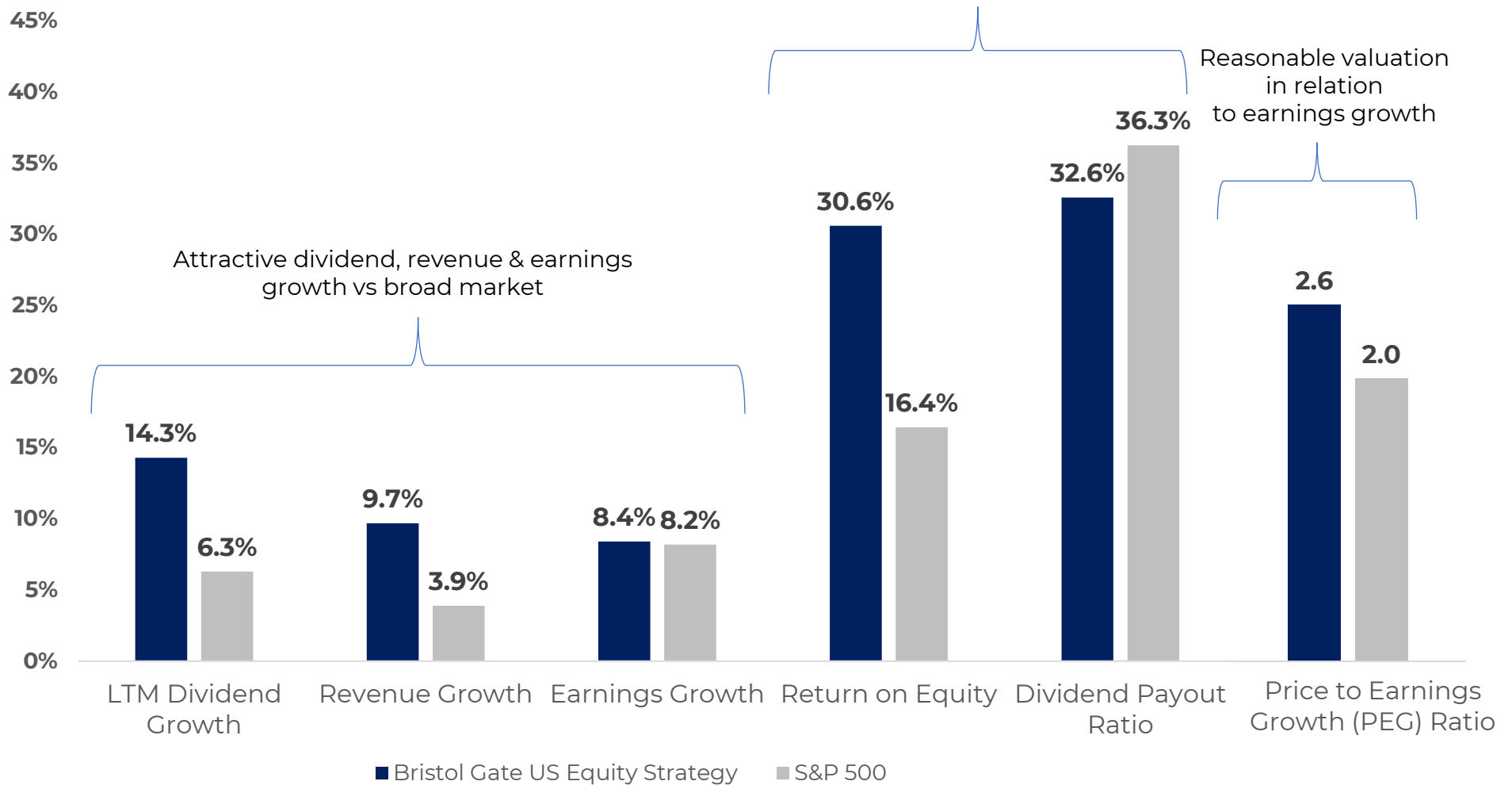
## Result

- Identify candidates with reasonable valuations in relation to growth prospects
- Pay a fair price, avoid overvalued companies

## Potential Sale Criteria

- Valuation is deemed excessive relative to other holdings or potential opportunities

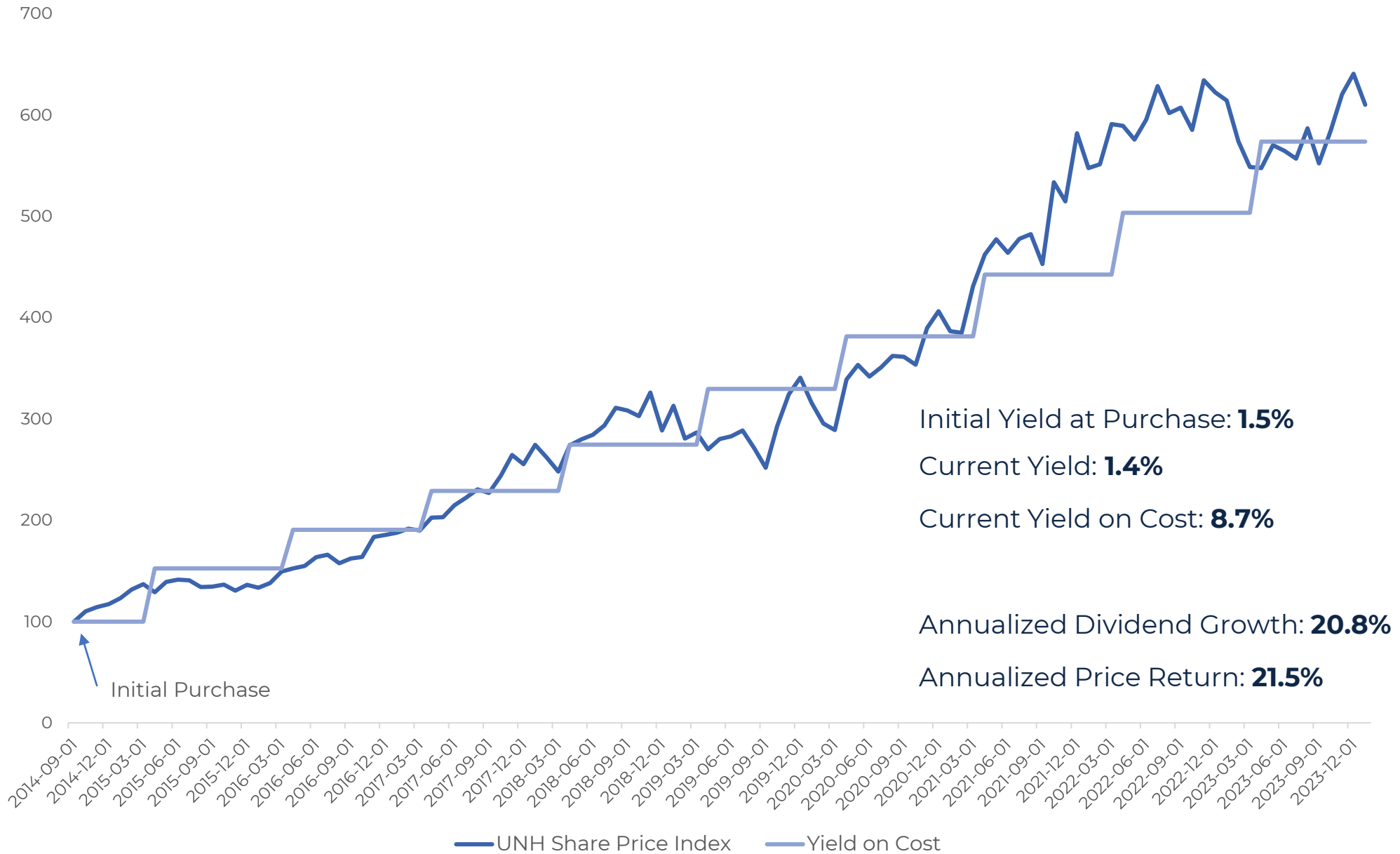
Stronger return on equity and lower payout ratio



Source: LSEG I/B/E/S, Bristol Gate Capital Partners, Bloomberg. As at June 30, 2024. PEG based on Bloomberg consensus forward 12-month earnings estimates. There is a risk of loss inherent in any investment; past performance is not indicative of future results - please see **Important Disclosures** in Appendix.



# Dividend Growth, not Yield: UnitedHealth Group (UNH)



As at Dec 31, 2023. Chart illustrates price return of UNH shares. For illustration purposes only. There is a risk of loss inherent in any investment; past performance is not indicative of future results. Please refer to **Important Disclosures** section in appendix.



## Portfolio Construction & Risk Management

- Equal weight (with thresholds)
- Disciplined rebalancing mitigates behavioural biases (fear & greed)
- Stock correlations more informative vs traditional GICS sector weight analysis

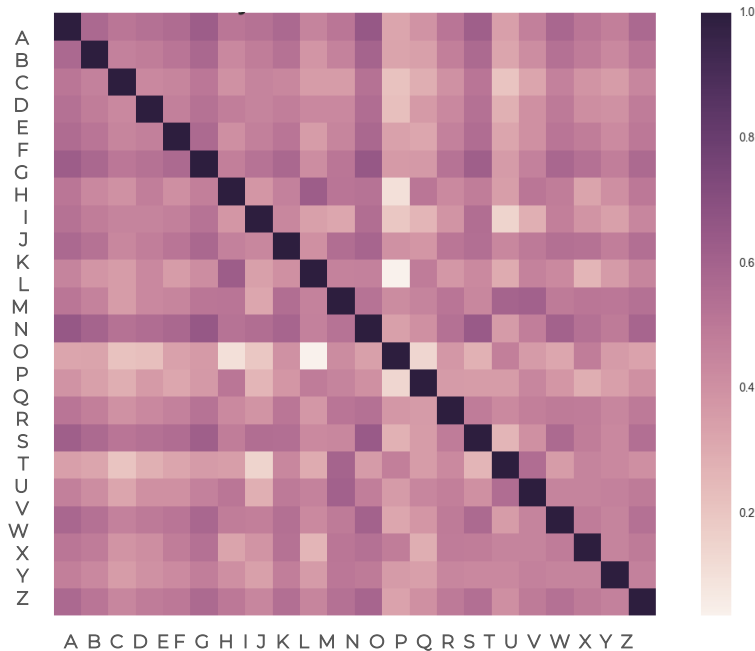
## Result

- Consistently keeps total portfolio return potential attractive
- Strive for true diversification & examine for unintended risk exposures

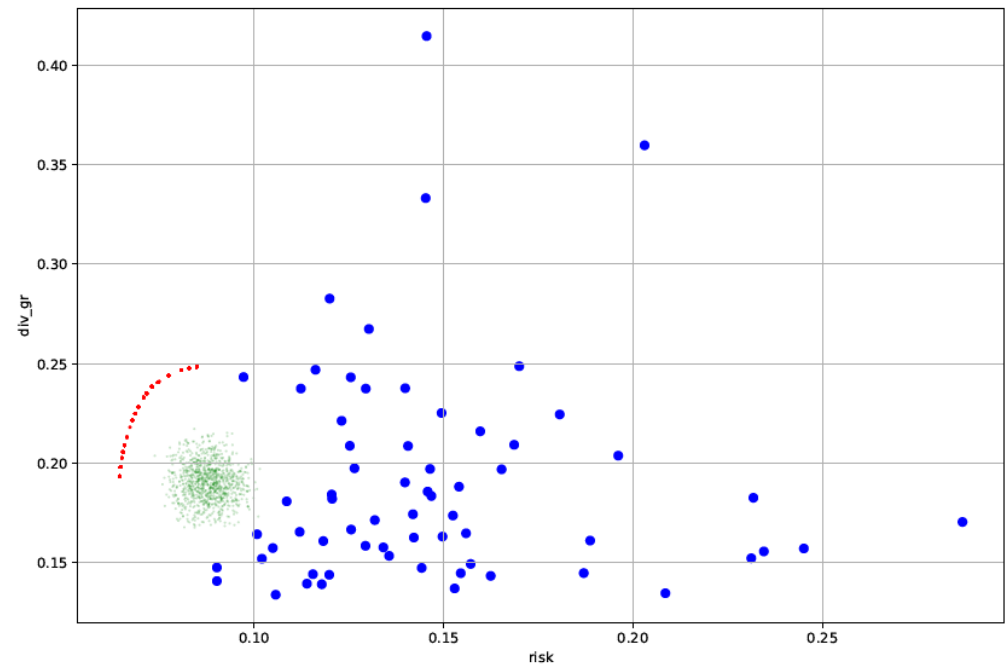
## Potential Sale Criteria

- Material change in risk characteristics, or
- Better opportunity and fit with new company

## 1. Stock Price Correlation Matrix



## 2. Efficient Frontier Analysis



### Sectors do not tell you much about risk

1. Examine correlation of price movements between all holdings to evaluate true diversification
2. Plot holdings on efficient frontier to determine their impact on total portfolio risk & return

Source: Factset, Bristol Gate. For illustrative purposes only. Not representative of current Bristol Gate Portfolios.

# Dividend growth: Yet to go out of style

Our strategy has historically been equally correlated to value and growth

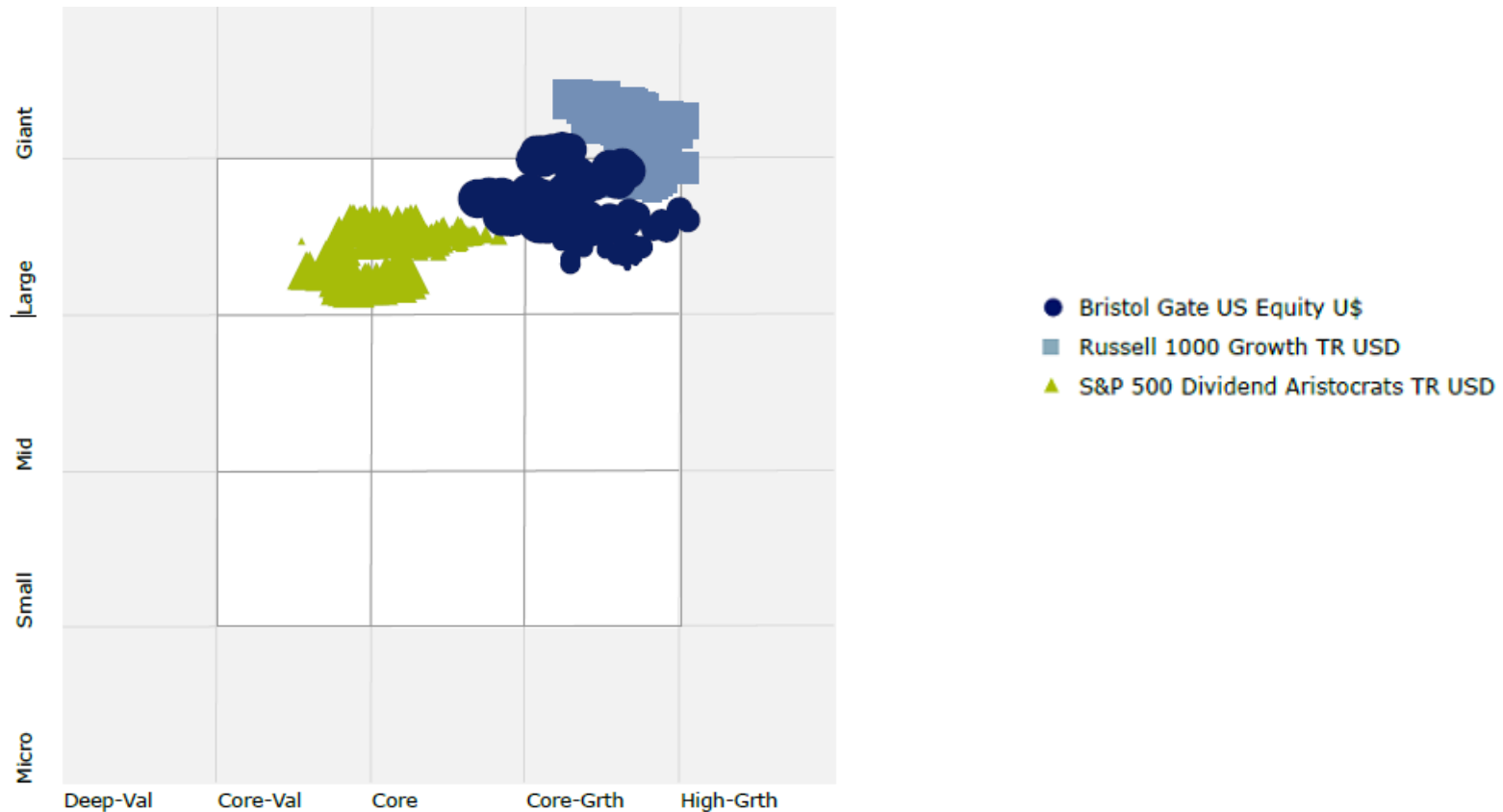
| 1 Year | CORRELATION MATRIX                    |                                     |
|--------|---------------------------------------|-------------------------------------|
|        | TIME PERIOD: 01/01/2023 to 31/12/2023 |                                     |
|        |                                       | Bristol Gate US Equity Strategy U\$ |
|        | RUSSELL 1000 GROWTH TR USD            | 0.91                                |
|        | RUSSELL 1000 VALUE TR USD             | 0.93                                |

| 3 Year | CORRELATION MATRIX                    |                                     |
|--------|---------------------------------------|-------------------------------------|
|        | TIME PERIOD: 01/01/2021 to 31/12/2023 |                                     |
|        |                                       | Bristol Gate US Equity Strategy U\$ |
|        | RUSSELL 1000 GROWTH TR USD            | 0.89                                |
|        | RUSSELL 1000 VALUE TR USD             | 0.89                                |

| 5 Year | CORRELATION MATRIX                    |                                     |
|--------|---------------------------------------|-------------------------------------|
|        | TIME PERIOD: 01/01/2019 to 31/12/2023 |                                     |
|        |                                       | Bristol Gate US Equity Strategy U\$ |
|        | RUSSELL 1000 GROWTH TR USD            | 0.91                                |
|        | RUSSELL 1000 VALUE TR USD             | 0.92                                |

| 10 Year | CORRELATION MATRIX                    |                                     |
|---------|---------------------------------------|-------------------------------------|
|         | TIME PERIOD: 01/01/2014 to 31/12/2023 |                                     |
|         |                                       | Bristol Gate US Equity Strategy U\$ |
|         | RUSSELL 1000 GROWTH TR USD            | 0.91                                |
|         | RUSSELL 1000 VALUE TR USD             | 0.91                                |

As at Dec 31, 2023. Source: Bristol Gate Capital Partners, Morningstar Direct. There is a risk of loss inherent in any investment; past performance is not indicative of future results - please see **Important Disclosures** in Appendix.



## Complementary, Defensive Growth

- Growth strategies focus on the rapidly growing non-dividend payers.
- Typically, dividend strategies focus on current yield first and dividend growth second.

Source: Morningstar, May 2009-December 31, 2022

# Portfolio Holdings – U.S. Equity Strategy

## Demographics

## Digital Transformation

## Regulated Industries

## Wellness



Our companies are well-positioned to benefit from **key secular themes**

As June 30, 2024. Please refer to Important Disclosures section in appendix.

# US Equity Strategy - Portfolio Holdings

| Information Technology  | Financials  | Industrials  | Health Care   | Materials   | Consumer Discretionary  |
|---|---|--|---|---|---|
| 23%   | 23%   | 23%  | 19%   | 9%  | 4%  |
|     |    |     |    |  |  |
|    |    |     |    |  |   |
|    |    |     |    |   |   |
|  |  |  |  |   |   |
|   |  |   |   |   |   |

As June 30, 2024. Please refer to Important Disclosures section in appendix.

# Appendix

---





**Richard Hamm, Chief Executive Officer**

*Experience:* 40 years. Formerly held senior roles with ScotiaMcLeod and Trimark (now Invesco); co-founded Plaza REIT. Also served on the boards of many charities including the Art Gallery of Ontario, North York General Hospital and most recently was Chair of the Corporation of Massey Hall and Roy Thomson Hall.

*Education:* BComm from Queen's University.



**Izet Elmazi, CPA, CA, CFA, Chief Investment Officer**

*Experience:* 20+ years. Formerly Vice President and Portfolio Manager at Goldman & Company, Investment Counsel and Scotiabank.

*Education:* Bachelor of Commerce, University of Toronto. Izet also holds the Chartered Financial Analyst (CFA) and Chartered Professional Accountant (CPA) designation.



**Mike Capombassis, CFA, President**

*Experience:* 20+ years including 15 in New York with RBC Capital Markets, Bank of America Merrill Lynch, where he led global equity sales for the Canadian division.

*Education:* BA from McGill University and MBA from the Stern School of Business at New York University. Mike also holds the Chartered Financial Analyst (CFA) designation.



**Achilleas Taxildaris, CFA, Portfolio Manager**

*Experience:* 10+ years. Four years at Morningstar, Inc. as Manager Research Analyst. Prior to that he was Assistant Portfolio Manager with Lingohr & Partner Asset Management in Germany.

*Education:* BSc in Economics from Democritus University in Greece and MBA from the Ivey Business School. Achilleas holds the Chartered Financial Analyst (CFA) designation.



**Poorya Ferdowsi, PhD, Chief Data Scientist**

*Experience:* 15+ years. Poorya was as a mathematical modeler and system analyst with Hatch Consulting for five years. He then was as a researcher at University of Toronto's Computational Fluid Dynamic lab and other academic research labs.

*Education:* MSc and PhD in Mechanical and Industrial Engineering, both from University of Toronto with a focus on numerical simulations and mathematical modeling. Poorya also earned the Professional Engineers Ontario (PEng) designation and a Master of Management of Analytics (MMA) from Smith School of Business of Queen's University.



**Patrick Hamm, CAIA, Chief Operating Officer**

*Experience:* 10+ years. Patrick joined Bristol Gate after working in Business Development in Scotiabank's Global Banking and Markets division. Patrick also has experience as a corporate lawyer in England and France.

*Education:* BA from Trinity College Dublin. Patrick holds the Chartered Alternative Investment Analyst (CAIA) designation and is qualified as a solicitor in Ontario as well as England and Wales



**Mo Vakil, CFA, PhD, Data Scientist**

*Experience:* 15+ years. Mo was an advanced modeling specialist and senior engineer with Westinghouse Electric Corporation, Nabors Industries, and CNH industries. He has numerically modeled and analyzed systems in different industries including nuclear, oil and gas and agriculture.

*Education:* M.Sc. in Analytics from Georgia Institute of Technology, and PhD in Mechanical Engineering from University of Saskatchewan. Mo holds the Chartered Financial Analyst (CFA) designation and has also earned the Professional Engineers Ontario (P.Eng) designation.



**Shehryar Khan, CFA, Investment Specialist**

*Experience* 10+ years. Three years at Beutel, Goodman & Company, Ltd. in product research and development. Prior to that spent five years in various roles at Morningstar, Inc. where responsibilities included manager research, fund manager selection and asset allocation. Spent the first three years of his career in investment consulting at Segal Rogerscasey (now known as Segal Marco Advisors).

*Education:* BComm in Finance and Economics from Concordia University in Montreal. Shehryar holds the Chartered Financial Analyst (CFA) designation.



**Izet Elmazi, CPA, CA, CFA, Chief Investment Officer**

*Experience:* 20+ years. Formerly Vice President and Portfolio Manager at Goldman & Company, Investment Counsel and Scotiabank.

*Education:* Bachelor of Commerce, University of Toronto. Izet also holds the Chartered Financial Analyst (CFA) and Chartered Professional Accountant (CPA) designation.



**Achilles Taxildaris, CFA, Portfolio Manager**

*Experience:* 10+ years. Four years at Morningstar, Inc. as Manager Research Analyst. Prior to that he was Assistant Portfolio Manager with Lingohr & Partner Asset Management in Germany.

*Education:* BSc in Economics from Democritus University in Greece and MBA from the Ivey Business School. Achilles holds the Chartered Financial Analyst (CFA) designation.



**Shehryar Khan, CFA, Investment Specialist**

*Experience:* 10+ years. Three years at Beutel, Goldman & Company, Ltd. in product research and development. Prior to that spent five years in various roles at Morningstar, Inc. where responsibilities included manager research, fund manager selection and asset allocation. Spent the first three years of his career in investment consulting at Segal Rogerscasey (now known as Segal Marco Advisors).

*Education:* BComm in Finance and Economics from Concordia University in Montreal. Shehryar holds the Chartered Financial Analyst (CFA) designation.



**Poorya Ferdowsi, PhD, Chief Data Scientist**

*Experience* 15+ years. Poorya was as a mathematical modeler and system analyst with Hatch Consulting for five years. He then was as a researcher at University of Toronto’s Computational Fluid Dynamic lab and other academic research labs.

*Education:* MSc and PhD in Mechanical and Industrial Engineering, both from University of Toronto with a focus on numerical simulations and mathematical modeling. Poorya also earned the Professional Engineers Ontario (PEng) designation and a Master of Management of Analytics (MMA) from Smith School of Business of Queen’s University.



**Mo Vakil, PhD, Data Scientist**

*Experience:* 15+ years. Mo was an advanced modeling specialist and senior engineer with Westinghouse Electric Corporation, Nabors Industries, and CNH industries. He has numerically modeled and analyzed systems in different industries including nuclear, oil and gas and agriculture.

*Education:* M.Sc. in Analytics from Georgia Institute of Technology, and PhD in Mechanical Engineering from University of Saskatchewan. Mo holds the Chartered Financial Analyst (CFA) designation and has also earned the Professional Engineers Ontario (P.Eng) designation.



**Todd Liu, Data Analyst**

*Experience:* 2 years of coop experience. Todd joined Bristol Gate after working in data science roles at CIBC

*Education:* B. Math with Actuarial Science & Statistics from the University of Waterloo. He is pursuing his CFA and FSA designation.



**Patrick Hamm, CAIA, Chief Operating Officer**

*Experience:* 10+ years. Patrick joined Bristol Gate after working in Business Development in Scotiabank's Global Banking and Markets division. Patrick also has experience as a corporate lawyer in England and France.

*Education:* BA from Trinity College Dublin. Patrick holds the Chartered Alternative Investment Analyst (CAIA) designation and is qualified as a solicitor in Ontario as well as England and Wales



**Jamie Houston, CIM, Senior Relationship Manager – Lead, Advisor Sales**

*Experience:* 10+ years. Jamie joined Bristol Gate after working in Business Development and Sales Strategy roles at BMO and TD Bank.

*Education:* BComm from McGill University. Jamie holds the Chartered Investment Manager (CIM) designation.



**Cole Heideman, Senior Relationship Manager**

*Experience:* 5+ years. Cole joined Bristol Gate after working in business development roles at two large Canadian Investment Management firms

*Education:* Bachelor of Commerce, Smith School of Business, Queen's University



**Owen Burry, Relationship Manager**

*Experience:* 3+ years. Owen joined Bristol Gate after working as an Associate at an independent wealth manager

*Education:* B.A. From Colby College in Maine, USA. Owen has passed the Level 1 exam of the CFA program.



**Laura Hall, Relationship Manager**

*Experience:* 3 years, Prior to joining Bristol Gate, Laura worked in financial analyst roles in the technology industry at Konrad Group and at a boutique commercial real estate firm.

*Education:* Bachelor of Science with Honors in Environmental Science and Business Administration, Trent University



**Aman Dhaliwal, Sales Technology Analyst**

*Experience:* 1+ years. Aman joined Bristol Gate after completing a summer internship.

*Education:* Bachelor of Commerce, Bachelor of Computing, Queen's University



**Marcus Spain, CA (CPA), Chief Financial Officer**

*Experience:* 20+ years. Prior to joining Bristol Gate he was Partner, Chief Financial Officer and Chief Compliance Officer at Maple Rock Capital Partners Inc.. He has previously held CFO or COO roles at Marret Asset Management, EFG Wealth Management (Canada) Ltd (a subsidiary of Swiss Private Bank EFG International) and UniCredit Bank Cayman Islands Limited..

*Education:* Bachelor of Commerce (First Class), Queen's University. Marcus also holds a Chartered Professional Accountant (CPA) designation.



**Áine McGrath, Director of Operations**

*Experience:* 10+ years. Previously served as a business analyst for Commonwealth Fund Services and Koger Limited.

*Education:* BA in Actuarial and Financial Studies from Ireland's University College Dublin.



**Katie Taylor, CA (CPA), Chief Compliance Officer**

*Experience:* 15+ years. Katie has over a decade of CCO experience as she was in the same role at Burgundy Asset Management Ltd. following a steady progression through finance and compliance roles. Prior to that she was a Staff Accountant at Ernst & Young LLP.

*Education:* Bachelor of Commerce (First Class) from Queen's University. Katie also holds a Chartered Professional Accountant (CPA) designation.



**Gautami Nair, Senior Portfolio Trading Analyst**

*Experience:* 5+ years. Prior to joining Bristol Gate, Gautami served as a reconciliation analyst at Scotiabank.

*Education:* BComm (Hons) from McMaster University and has passed Level I of the Chartered Financial Analyst (CFA) designation.



**Ian O'Shea, Senior Portfolio Operations Analyst**

*Experience:* 7 years. Prior to joining Bristol Gate, Ian worked in financial services roles at BNP Paribas, HSBC & State Street. In Canada and the UK

*Education:* Bachelor of Business Studies from Dublin City University

**Youssef Rofail, Portfolio Operations Analyst**

*Experience:* 2 years. Prior to joining Bristol Gate, Youssef completed internships in financial services roles at Aon & Tanmiya Capital Ventures as well as corporate finance roles at Metrolinx & MLSE in Canada and Egypt

*Education:* Bachelor of Commerce with a Specialist in Finance and Economics from the University of Toronto



## US Equity Strategy

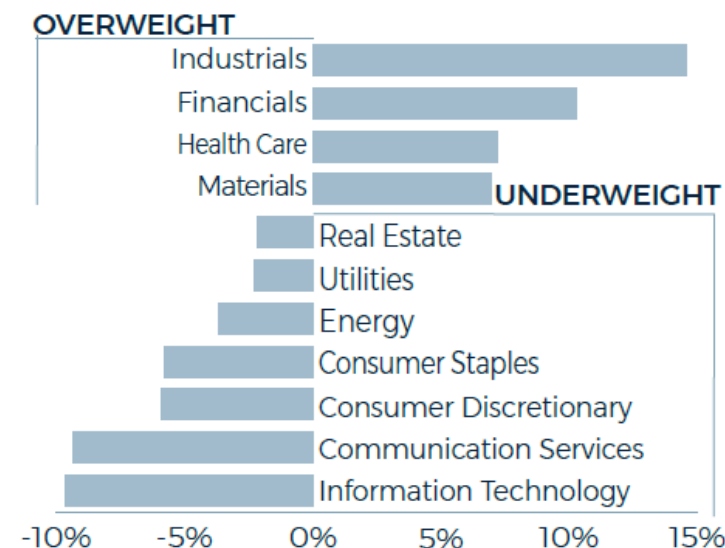
| As of June 30, 2024        | Bristol Gate Gross | S&P 500 TRI |
|----------------------------|--------------------|-------------|
| Dividend Yield             | 1.0%               | 1.4%        |
| TTM Median Dividend Growth | 14.3%              | 6.3%        |
| Forward P/E                | 24.81x             | 21.11x      |
| P/E Trailing               | 30.75x             | 27.45x      |
| Median Market Cap (US\$B)  | \$91.5             | \$34.7      |
| Min Market Cap (US\$B)     | \$37.1             | \$5.4       |
| Max Market Cap (US\$B)     | \$3,321.9          | \$3,321.9   |
| ROA                        | 10.9%              | 5.8%        |
| ROE                        | 30.6%              | 16.4%       |
| Active Share               | 87.2%              | -           |

| As of June 30, 2024                       | Bristol Gate Gross | Bristol Gate Net | S&P 500 TRI |
|---|--------------------|------------------|-------------|
| <b>Current returns [since inception]</b>  |                    |                  |             |
| Total return                              | 815.7%             | 688.1%           | 720.7%      |
| Compound annualized return                | 15.7%              | 14.6%            | 14.9%       |
| Average monthly return                    | 1.2%               | 1.1%             | 1.2%        |
| <b>Market risk [since inception]</b>      |                    |                  |             |
| Correlation to S&P 500 Total Return Index | 0.95               | 0.95             | 1.00        |
| Standard deviation                        | 15.0%              | 15.0%            | 14.6%       |
| Sharpe ratio                              | 0.97               | 0.89             | 0.94        |
| Sortino ratio                             | 1.65               | 1.50             | 1.56        |
| Calmar ratio                              | 0.61               | 0.55             | 0.62        |
| <b>Portfolio risk [since inception]</b>   |                    |                  |             |
| Upside capture                            | 98.5%              | 96.0%            | 100%        |
| Downside capture                          | 90.9%              | 93.1%            | 100%        |
| Tracking error                            | 4.85               | 4.85             | -           |
| Information ratio                         | 0.16               | -0.04            | -           |
| Portfolio alpha (annualized)              | 1.17               | 0.17             | -           |
| Portfolio beta                            | 0.98               | 0.98             | -           |

Inception: May 15, 2009. All figures in USD, Gross and Net Returns. There is a risk of loss inherent in any investment; past performance is not indicative of future results - please see **Important Disclosures** in Appendix.

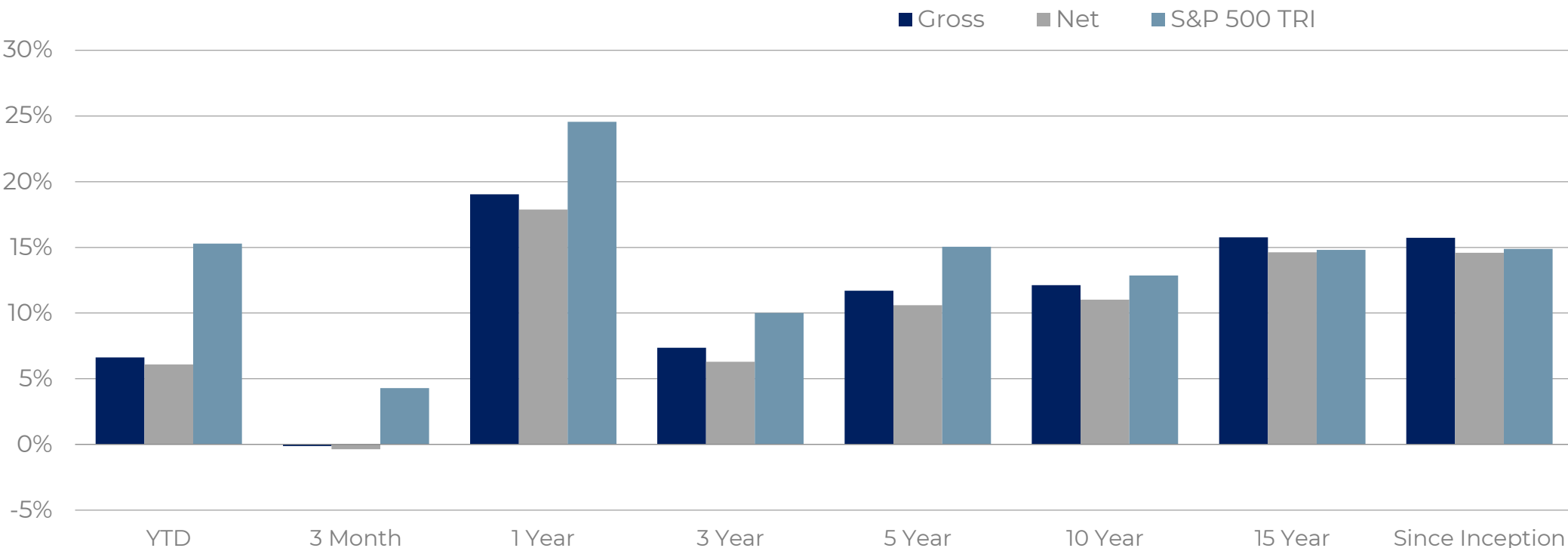
## Sector Exposure

vs S&P 500 at June 30, 2024



# Annualized Performance

Annualized total gross and net returns since inception in USD

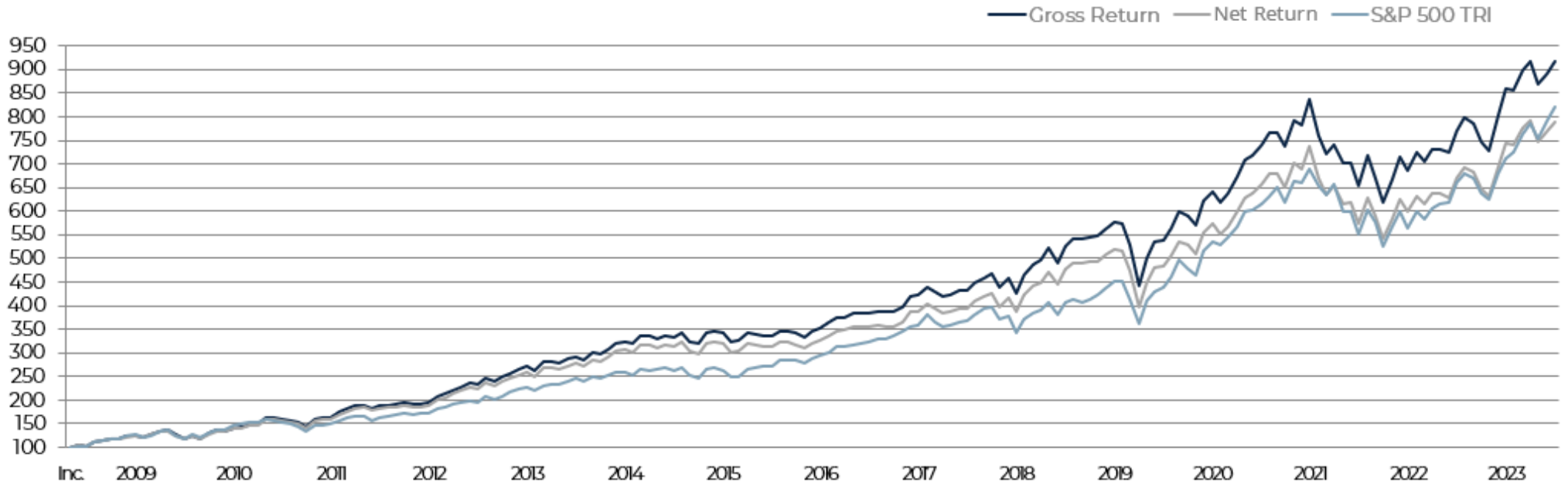


Performance from May 15, 2009 to June 30, 2024 – in USD

|                                   |       | YTD   | 3 Month | 1 Year | 3 Year | 5 Year | 10 Year | 15 Year | Since Inception |
|-----------------------------------|-------|-------|---------|--------|--------|--------|---------|---------|-----------------|
| Bristol Gate U.S. Equity Strategy | Gross | 6.6%  | -0.1%   | 19.0%  | 7.4%   | 11.7%  | 12.1%   | 15.8%   | 15.7%           |
|                                   | Net   | 6.1%  | -0.4%   | 17.9%  | 6.3%   | 10.6%  | 11.0%   | 14.6%   | 14.6%           |
| S&P 500® Total Return Index       |       | 15.3% | 4.3%    | 24.6%  | 10.0%  | 15.0%  | 12.9%   | 14.8%   | 14.9%           |

Gross and Net Returns USD. Returns are annualized other than time periods less than 12 months. There is a risk of loss inherent in any investment; past performance is not indicative of future results - please see **Important Disclosures** in Appendix.

Cumulative total gross and net returns since inception in USD



Performance from May 15, 2009 to June 30, 2024 – in USD

|                                   |                             | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015 | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022   | 2023  | YTD   |
|-----------------------------------|-----------------------------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| Bristol Gate U.S. Equity Strategy | <b>Gross</b>                | 24.6% | 13.5% | 15.8% | 19.0% | 39.8% | 18.7% | 5.3% | 2.9%  | 20.3% | 0.8%  | 35.6% | 11.4% | 30.2% | -18.0% | 25.1% | 6.6%  |
|                                   | <b>Net</b>                  | 23.8% | 12.4% | 14.7% | 17.9% | 38.5% | 17.6% | 4.3% | 1.9%  | 19.2% | -0.2% | 34.3% | 10.3% | 29.0% | -18.8% | 23.9% | 6.1%  |
|                                   | S&P 500® Total Return Index | 26.6% | 15.1% | 2.1%  | 16.0% | 32.4% | 13.7% | 1.4% | 12.0% | 21.8% | -4.4% | 31.5% | 18.4% | 28.7% | -18.1% | 26.3% | 15.3% |

Gross and Net Returns USD. There is a risk of loss inherent in any investment; past performance is not indicative of future results - please see Important Disclosures in Appendix.

## Bristol Gate US Equity Strategy

Attribution and/or contribution to return are presented on both a gross and a net basis. The net figure is calculated by applying the maximum fee charged by Bristol Gate for the strategy (1%) on a pro-rata basis to securities in the portfolio based on their average weight in the portfolio over the period. Note that the analysis is calculated in Bloomberg (i.e. using PORT attribution report) based on Bristol Gate US Equity Strategy's daily positions' weights and using SPDR S&P500 ETF Trust (SPY US) as a proxy for the S&P500 Benchmark. Therefore, percentage returns based on this attribution do not match exactly the returns of the portfolio or benchmark but provide reasonable approximations for the purpose of this analysis.

There is a risk of loss inherent in any investment; past performance is not indicative of future results. Prospective and existing investors in Bristol Gate's pooled funds or ETF funds should refer to the fund's offering documents which outline the risk factors associated with a decision to invest. Separately managed account clients should refer to disclosure documents provided which outline risks of investing. Pursuant to SEC regulations, a description of risks associated with Bristol Gate's strategies is also contained in Bristol Gate's Form ADV Part 2A located at [www.bristolgate.com/regulatory-documents](http://www.bristolgate.com/regulatory-documents).

Strategy returns in this report refer to the Bristol Gate US Equity Strategy Composite (the "Composite"), which consists of equities of publicly traded, dividend paying US companies. The Composite is valued in US Dollars and for comparison purposes is measured against the S&P 500 Total Return Index. The US Dollar is the currency used to measure performance, which is presented on a gross and net basis and includes the reinvestment of investment income. The composite's gross return is gross of withholding tax prior to January 1, 2017 and is net of withholding tax thereafter. Net returns are calculated by reducing the gross returns by the maximum management fee charged by Bristol Gate of 1%, applied monthly. Actual investment advisory fees incurred by clients may vary. An investor's actual returns may be reduced by management fees, performance fees, and other operating expenses that may be incurred because of the management of the composite. A performance fee may be charged on some accounts and funds managed by the firm.

The S&P 500® Total Return Index measures the performance of the broad US equity market, including dividend re-investment, in US dollars. This index is provided for information only and comparisons to the index has limitations. The benchmark is an appropriate standard against which the performance of the strategy can be measured over longer time periods as it represents the primary investment universe from which Bristol Gate selects securities. However, Bristol Gate's portfolio construction process differs materially from that of the benchmark and the securities selected for inclusion in the strategy are not influenced by the composition of the benchmark. For example, the strategy is a concentrated portfolio of approximately equally weighted dividend-paying equity securities, rebalanced quarterly whereas the benchmark is a broad stock index (including both dividend and non-dividend paying equities) that is market capitalization weighted. As such, strategy performance deviations relative to the benchmark may be significant, particularly over shorter time periods. The strategy has concentrated investments in a limited number of companies; as a result, a change in one security's value may have a more significant effect on the strategy's value.

In addition to strategy's benchmark described above, the following additional Index data may be presented for information purposes only and comparisons to these Indices has limitations: The Russell 1000 Growth Total Return Index measures the performance of the large-cap growth segment of the US Equity universe. The Russell 1000 Value Total Return Index measures the performance of the large-cap value segment of the US Equity universe. These Indices may be used to contextualize the performance of the Bristol Gate US Equity strategy as they are broadly utilized style indices. However, both indices are limited in relevance as they do not solely focus on dividend paying securities, whereas Bristol Gate's US Equity strategy's securities solely are focused on dividend paying securities. (continued on next page)

Contact us at: Bristol Gate Capital Partners Inc. 45 St. Clair Ave. W., Suite 601 Toronto ON M4V 1K9 416 921 7076 [info@bristolgate.com](mailto:info@bristolgate.com)

## Bristol Gate US Equity Strategy

The S&P 500® Equal Weight Index (EWI) is the equal-weight version of the widely-used S&P 500. The index includes the same constituents as the capitalization weighted S&P 500, but each company in the S&P 500 EWI is allocated a fixed weight - or 0.2% of the index total at each quarterly rebalance. The index is used to highlight the impact of concentration in the market cap weighted index but is of limited in relevance as it not solely focus on dividend paying securities, whereas Bristol Gate's US Equity strategy's securities solely are focused on dividend paying securities.

S&P 500® Total Return Dividend Aristocrats Index measures the performance of a subset of S&P 500® Index companies that have increased their dividends every year for the last 25 consecutive years. This Index has limited relevancy to our approach as it focuses on historical dividend growth, whereas Bristol Gate's US Equity strategy's securities are selected based on future dividend growth.

SPDR® S&P 500® ETF Trust (SPY US) sourced from Bloomberg has been used as a proxy for the S&P 500® for the purpose of providing non-return-based portfolio statistics and sector weightings in this presentation. SPY US is an ETF that seeks to provide investment results that, before expenses, correspond generally to the price and yield performance of the S&P 500® Index.

This Report is for information purposes and should not be construed under any circumstances as a public offering of securities in any jurisdiction in which an offer or solicitation is not authorized. Prospective investors in Bristol Gate's managed funds should rely solely on the fund's offering documents, which outline the risk factors associated with a decision to invest. No representations or warranties of any kind are intended or should be inferred with respect to the economic return or the tax implications of any investment in a Bristol Gate fund.

This piece is presented for illustrative and discussion purposes only. It should not be considered as personal investment advice or an offer or solicitation to buy and/or sell securities and it does not consider unique objectives, constraints, or financial needs of the individual. Under no circumstances does this piece suggest that you should time the market in any way or make investment decisions based on the content. Investors are advised that their investments are not guaranteed, their values change frequently, and past performance may not be repeated. References to specific securities are presented to illustrate the application of our investment philosophy only, do not represent all of the securities purchased, sold or recommended for the portfolio, and it should not be assumed that investments in the securities identified were or will be profitable and should not be considered recommendations by Bristol Gate Capital Partners Inc. A full list of security holdings is available upon request. For more information contact Bristol Gate Capital Partners Inc. directly. The information contained in this piece is the opinion of Bristol Gate Capital Partners Inc. and/or its employees as of the date of the piece and is subject to change without notice. Every effort has been made to ensure accuracy in this piece at the time of publication; however, accuracy cannot be guaranteed. Market conditions may change, and Bristol Gate Capital Partners Inc. accepts no responsibility for individual investment decisions arising from the use of or reliance on the information contained herein. We strongly recommend you consult with a financial advisor prior to making any investment decisions. Please refer to the Legal section of Bristol Gate's website for additional information at [bristolgate.com](http://bristolgate.com).

The sectors referenced herein are based on the Global Industry Classification Standard. The Global Industry Classification Standard ("GICS") was developed by and is the exclusive property and a service mark of MSCI Inc. ("MSCI") and S&P Global Market Intelligence ("S&P") and is licensed for use by Bristol Gate Capital Partners Inc. Neither MSCI, S&P, nor any other party involved in making or compiling the GICS or any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability and fitness for a particular purpose with respect to any of such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling the GICS or any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

Contact us at: Bristol Gate Capital Partners Inc. 45 St. Clair Ave. W., Suite 601 Toronto ON M4V 1K9 416 921 7076 [info@bristolgate.com](mailto:info@bristolgate.com)

## GIPS REPORT: Bristol Gate US Equity Strategy Composite Yearly Disclosure Presentation in USD

| Year           | Firm Assets (USD \$M) | Composite Assets (USD \$M) | Number of Accounts in Composite | Composite Gross Return (USD) | Composite Net Return (USD) | S&P 500 Return (USD) | Gross Dispersion | Composite 3 Year Gross Standard Deviation | S&P 500 3 Year Standard Deviation |
|----------------|-----------------------|----------------------------|---------------------------------|------------------------------|----------------------------|----------------------|------------------|---|-----------------------------------|
| 05/09 to 12/09 | 9.68                  | 3.41                       | Fewer than 5                    | 24.6%                        | 23.8%                      | 26.6%*               |                  |   |                                   |
| 2010           | 11.95                 | 4.65                       | Fewer than 5                    | 13.5%                        | 12.4%                      | 15.1%                |                  |   |                                   |
| 2011           | 15.05                 | 6.46                       | Fewer than 5                    | 15.8%                        | 14.7%                      | 2.1%                 |                  |   |                                   |
| 2012           | 27.03                 | 16.62                      | Fewer than 5                    | 19.0%                        | 17.9%                      | 16.0%                |                  | 14.49                                     | 15.09                             |
| 2013           | 53.06                 | 33.77                      | Fewer than 5                    | 39.8%                        | 38.5%                      | 32.4%                |                  | 11.81                                     | 11.94                             |
| 2014           | 201.02                | 172.99                     | Fewer than 5                    | 18.7%                        | 17.6%                      | 13.7%                |                  | 9.98                                      | 8.98                              |
| 2015           | 515.69                | 493.90                     | 7                               | 5.3%                         | 4.3%                       | 1.4%                 |                  | 11.17                                     | 10.47                             |
| 2016           | 590.48                | 578.29                     | 11                              | 2.9%                         | 1.9%                       | 12.0%                | 0.14             | 10.85                                     | 10.59                             |
| 2017           | 718.18                | 681.14                     | 8                               | 20.3%                        | 19.2%                      | 21.8%                | 0.09             | 9.51                                      | 9.92                              |
| 2018           | 670.34                | 630.27                     | 13                              | 0.8%                         | -0.2%                      | -4.4%                | 0.11             | 10.22                                     | 10.80                             |
| 2019           | 1,008.44              | 862.51                     | 13                              | 35.6%                        | 34.3%                      | 31.5%                | 0.17             | 11.67                                     | 11.93                             |
| 2020           | 1,529.68              | 1,154.38                   | 17                              | 11.4%                        | 10.3%                      | 18.4%                | 0.56             | 18.88                                     | 18.53                             |
| 2021           | 2,233.71              | 1,561.16                   | 20                              | 30.2%                        | 29.0%                      | 28.7%                | 0.26             | 18.65                                     | 17.17                             |
| 2022           | 1,785.75              | 1,232.41                   | 20                              | -18.0%                       | -18.8%                     | -18.1%               | 0.23             | 22.08                                     | 20.87                             |

\*The S&P 500 Return (the benchmark return) for the period of 05/15/09 to 12/31/09 was restated on January 20, 2023. It had been previously reported as 22.8% and has been corrected to be 26.6%.

Note: Internal dispersion of the composite is not presented when there are five or less accounts. Composite dispersion is calculated using the beginning market value weighted standard deviation of returns for accounts that were included in the composite the entire year. The three-year annualized ex-post standard deviation of the composite and/or benchmark is included once 36 monthly returns are available.

The Bristol Gate US Equity Strategy Composite consists of equities of publicly traded, dividend paying US companies. The Composite is valued in US Dollars and for comparison purposes is measured against the S&P 500 Total Return Index. The composite's Investment Advisor, Bristol Gate Capital Partners Inc., defines itself as a portfolio manager, exempt market dealer and investment fund manager (as per its registration in Ontario, its principal regulator in Canada) and is also a Registered Investment Adviser with the U.S. Securities and Exchange Commission.

The results of the composite are based on an investment discipline managed by the Chief Investment Officer and Portfolio Team of the Investment Advisor. The invested money, past and present, is discretionary to the extent that it invests in companies that regularly pay dividends and are publicly traded on exchanges in the United States. The performance of the composite is comprehensive in that it reflects all returns, including those accounts no longer with the firm. Past performance is not indicative of future returns.

The Investment Advisor's objective is to select companies with positive dividend growth and which collectively will generate over the long term a growing income and capital appreciation for investors.

To determine the selection of stocks the Investment Advisor firstly analyzes each company's past and potential future dividend payments with its proprietary statistical methodology. Secondly, it examines the companies' sources and uses of cash to determine sustainable profit and dividend growth. Valuation and risk management metrics are applied which generate a focused portfolio with above average dividend growth, without above market valuations. The Investment Advisor does not attempt to match securities selection to any index. Turnover and trading are strictly limited.

Bristol Gate Capital Partners Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Bristol Gate Capital Partners Inc. has been independently verified for the periods May 2009 until December 2015 by Ashland Partners International PLLC and from January 1, 2016 – December 31, 2022 by ACA Group, Performance Services Division. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Bristol Gate US Equity Strategy Composite has had a performance examination for the periods May 15 2009 until December 31 2022. The verification and performance examination reports are available upon request. The Advisor maintains a complete list and description of composites and they are available upon request. The firm's list of pooled fund descriptions for limited distribution pooled funds is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

The US Dollar is the currency used to measure performance, which is presented on a gross and net basis and includes the reinvestment of investment income. The composite's gross return is gross of withholding tax prior to January 1, 2017 and is net of withholding tax thereafter. Net returns are calculated by reducing the gross returns by the maximum management fee charged by Bristol Gate of 1%, applied monthly. Actual investment advisory fees incurred by clients may vary. There is the opportunity for the use of leverage up to 30% of the net asset value of the underlying investments using a margin account at the prime broker. Thus far no material leverage has been utilized. An investor's actual returns may be reduced by management fees, performance fees, and other operating expenses that may be incurred because of the management of the composite. The annual management fee is charged on accounts managed by Bristol Gate up to a maximum of 1% of assets depending on account size and other factors and is charged either daily or monthly in arrears. A performance fee may also be charged on some accounts and funds managed by the firm.

The Bristol Gate US Equity Strategy Composite was created and incepted on May 15, 2009.

**GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.**