



# Bristol Gate U.S. Equity Strategy

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As at June 30, 2017

Full introduction to the firm - including GIPS®-verified performance information

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# Bristol Gate Capital Partners

## Firm

Based in Toronto, Ontario, Canada

Founded in 2006

Management owned – 17 employees – \$1 billion AUM (CAD) – mix of institutional, SMA and retail assets

Partners' capital invested alongside clients

Registrations:

- In US: Registered Investment Adviser with the SEC
- In Canada: Principal regulator is the Ontario Securities Commission (as PM, IFM and EMD)

## Strategy

- U.S. Large Cap Core Equity
- Focused on dividend growth
- Goal is to outperform the S&P 500® Total Return Index with lower downside risk

## Main thesis

**A company growing its dividend is demonstrating management's confidence in the business**

- A good first step in stock selection

**But sustainable, high-quality dividend growth is rare**

- So a deep dive is needed to assess the fundamentals

As at June 30, 2017

Highlights

Focus

Framework

Process

People

Performance

# A singular focus on evidence

## Way beyond yield

- The investment process offers exposure to stocks with remarkable dividend growth

## Bristol Gate's proprietary approach examines capital allocation

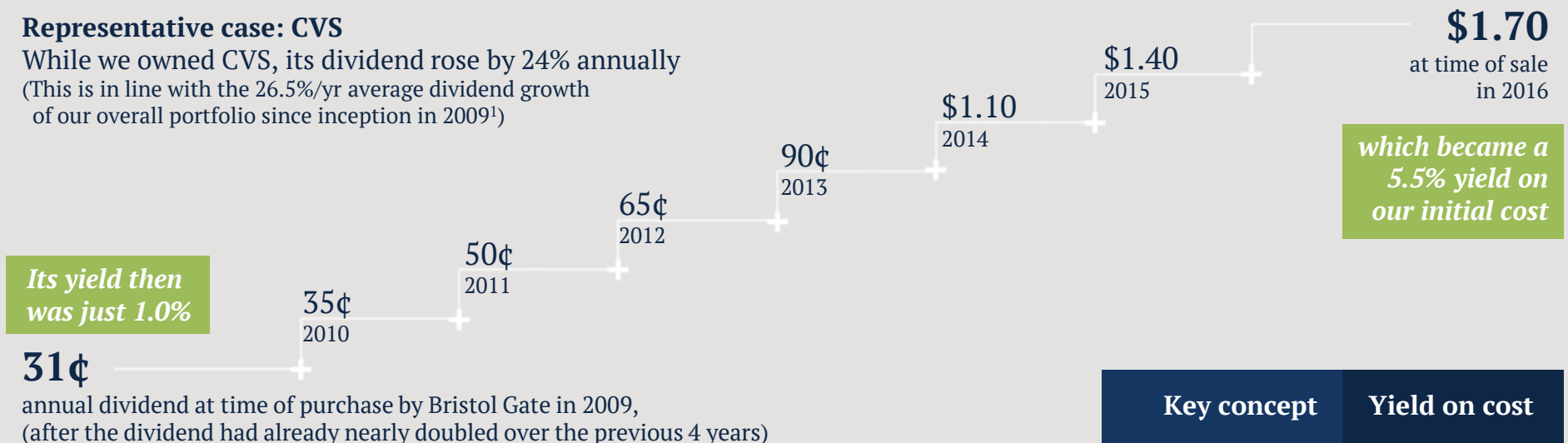
- We find companies that are growing operating cash flow; not just this year – but ongoing
- We focus on companies with strong balance sheets – indicating resilience and capital discipline

## Disciplined processes regarding selling, rebalancing and cash

- Companies are sold when we lose confidence in the company's ability to maintain its dividend at or above our annually-determined hurdle rate
- Holdings are equally-weighted and rebalanced quarterly
- Sector exposure is constructed independently of index weightings
- Cash will be held if suitable candidates are not available

## Representative case: CVS

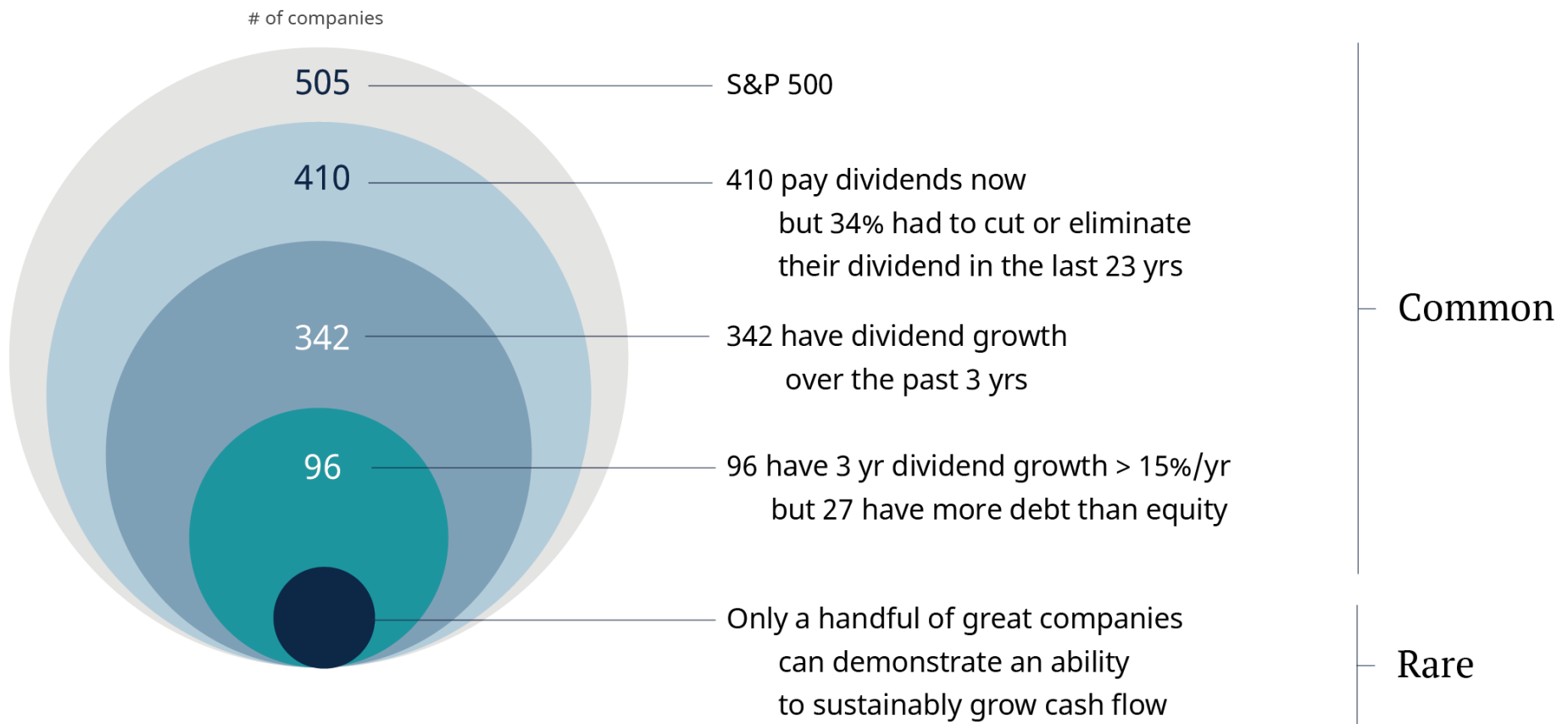
While we owned CVS, its dividend rose by 24% annually  
 (This is in line with the 26.5%/yr average dividend growth  
 of our overall portfolio since inception in 2009<sup>1</sup>)



<sup>1</sup>Average of the annual trailing 12 month dividend growth (as reported on Bloomberg) of the individual stocks held in the Bristol Gate US Equity Strategy at the end of each calendar year

# Concentration is a result of extreme selectivity

The framework reflects a market reality: Quality companies with high dividend growth are rare – that's why we own just 4% of the companies in the S&P 500



As at June 30, 2017 Sources: Bloomberg, S&P, Factset

# Investment process: A search for quality



# Process details

Start with the S&P 500

Eliminate companies:

- Long term debt not investment grade
- Non-dividend paying
- Less than 3 yrs dividend history

Opportunity set of ~300 companies remains:

- Our proprietary statistical model-
  - Forecasts and ranks by expected dividend growth over next 12 mos
  - Considers historical cash flow growth & volatility as well as EPS & dividend growth
  - Finds focus list of top dividend growers

## Productive Capital Analysis:

Evidence-based capital forensics

- Tests financial flexibility; CF quality, margins, debt
- Examines dividend policy, trends, consistency, growth
- Verifies forecast
- Confirms or denies the ranking
- Qualitative

Capital allocation analysis

- Evaluates historical operating performance
- Considers competitive issues
- Confirms credit rating

22

Portfolio construction:

Quality is key

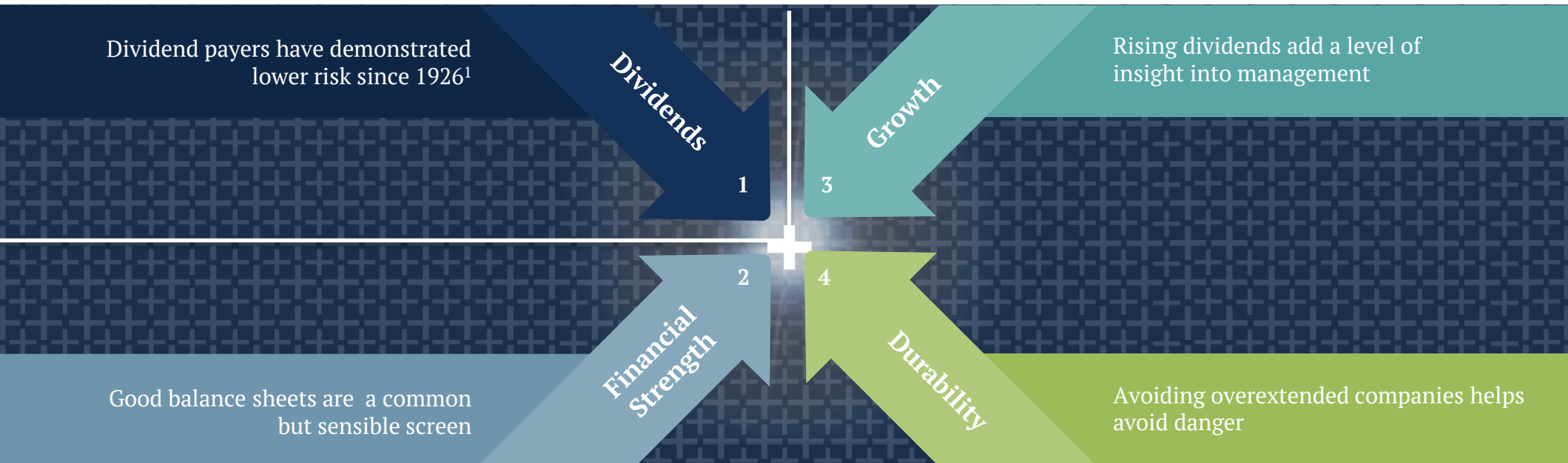
- Flexible sector weighting
  - 5-7 GICS sectors
- Free cash flow generators
- Paired correlation analysis to reduce interdependencies
- Cash position:
  - Typically fully invested (<5% cash)
  - Higher cash during extreme market stress

Bristol Gate US Equity Strategy

- 22 companies
- Equally weighted
- Reliable dividend growers
- Efficient capital allocators

# Process begins on defense

Eliminating risks results in high conviction

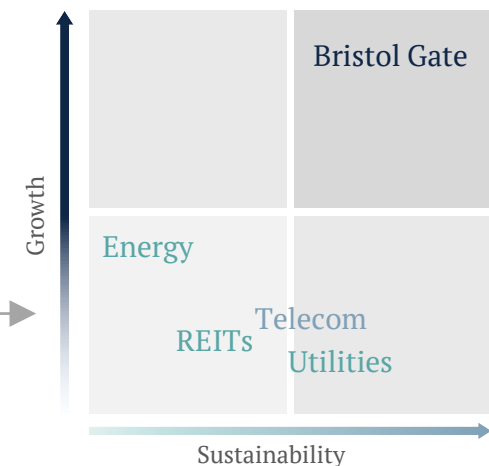


## Strategy construction

- 22 equally-weighted stocks
- Better diversification through paired correlation analysis to reduce interdependencies

## Sector agnostic, but the investment criteria are firm

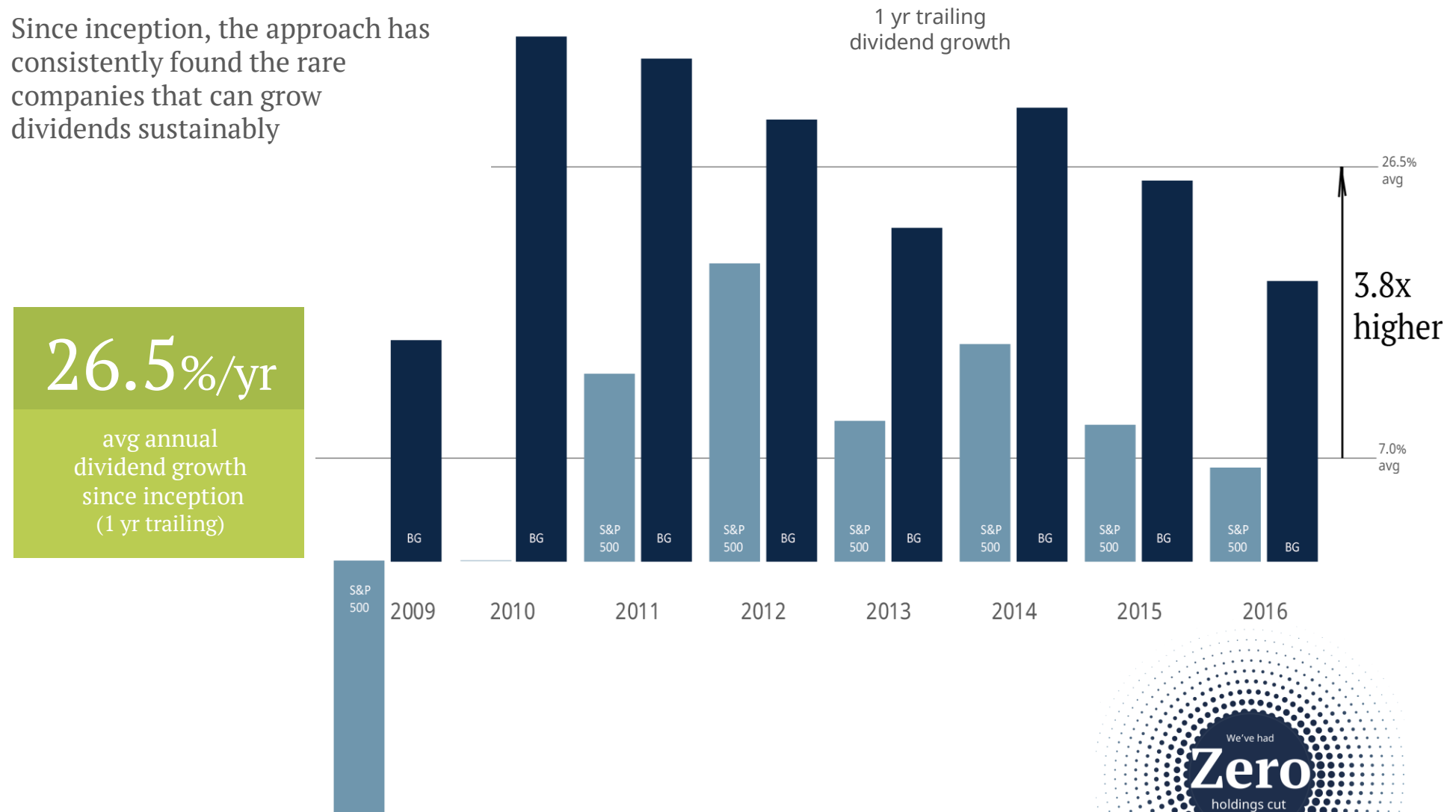
- We don't invest in sectors with erratic or unsustainable growth in operating CF
  - So four sectors typically don't make the cut
  - These sectors account for ~20% of the S&P 500®



<sup>1</sup> Source: Ibbotson and Sinquefeld, SBBI

# 3.8x higher dividend growth

Since inception, the approach has consistently found the rare companies that can grow dividends sustainably



Average of the annual trailing 12 month dividend growth (as reported on Bloomberg) of the individual stocks held in the Bristol Gate US Equity Strategy at the end of each calendar year  
As at Dec 31, 2016 Sources: Bloomberg, S&P



# Faster underlying growth fuels rising dividends

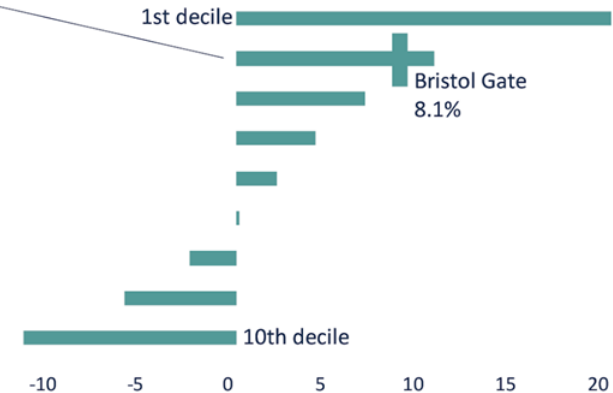
1. Our process requires top-line growth  
(Otherwise, dividend increases may be unsustainable)

+ 2. Operational performance confirms our holdings' ability to execute

= 3. Fast-rising dividends are a natural result

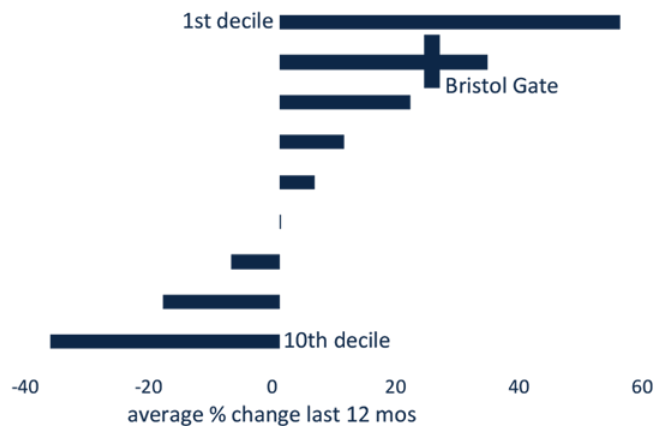
## Sales Growth

% change in Revenues  
S&P 500 last 12 mos



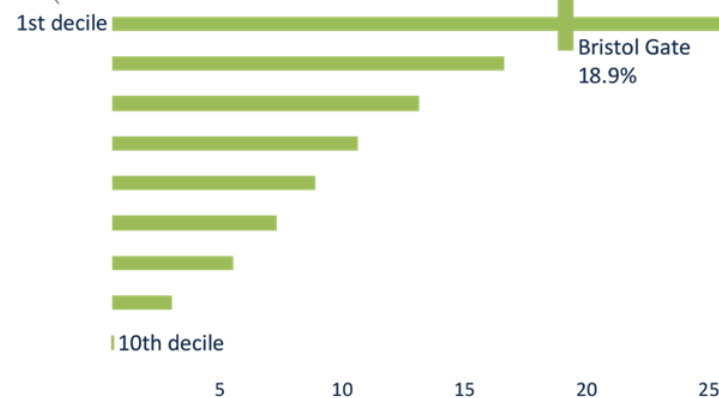
## Growth in Cash Flow

% change in Operating Cash Flow  
S&P 500 last 12 mos



## Dividend Growth

% change in Dividends  
S&P 500 last 12 mos

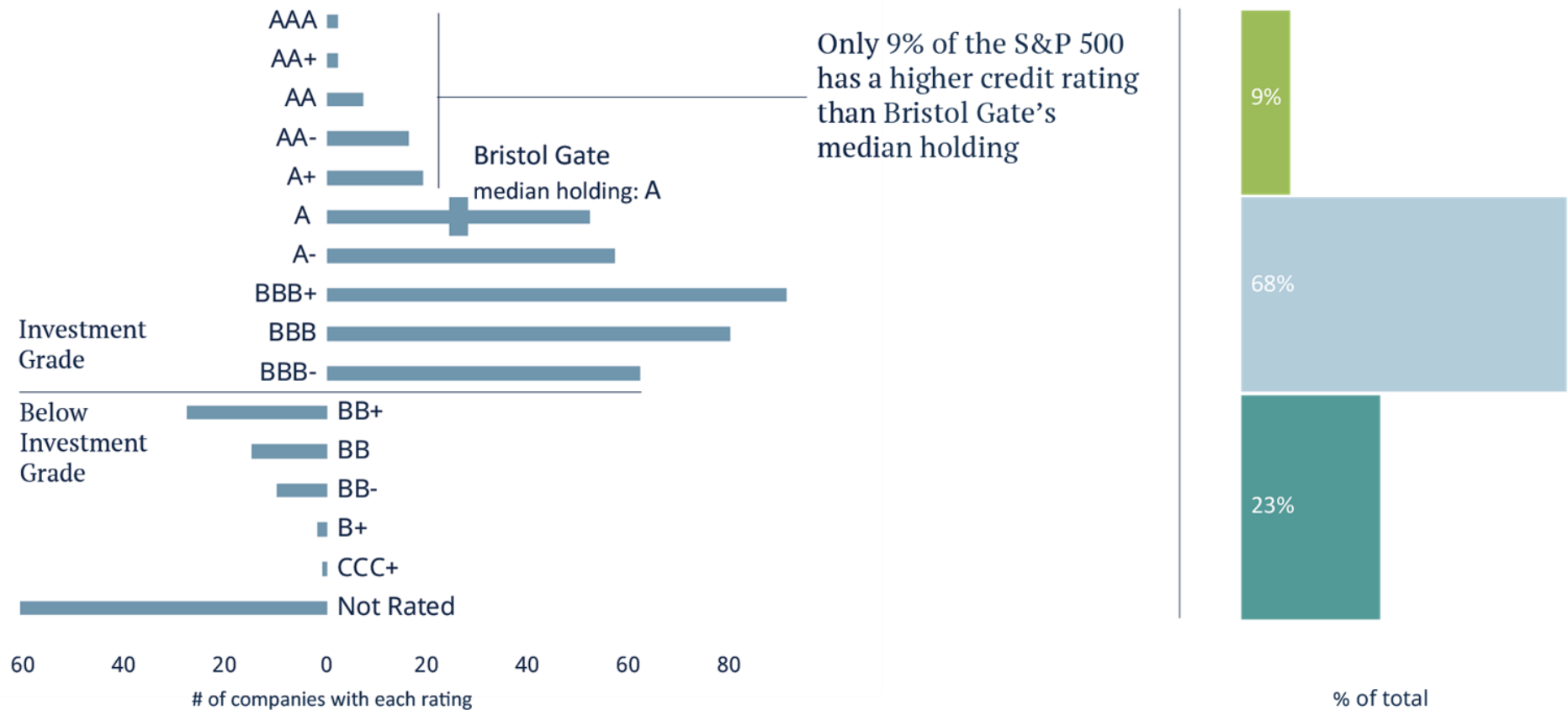


As at Dec 31, 2016 - Sources: Bloomberg, S&P

# Stronger capital management

The process finds companies with excellent financial discipline

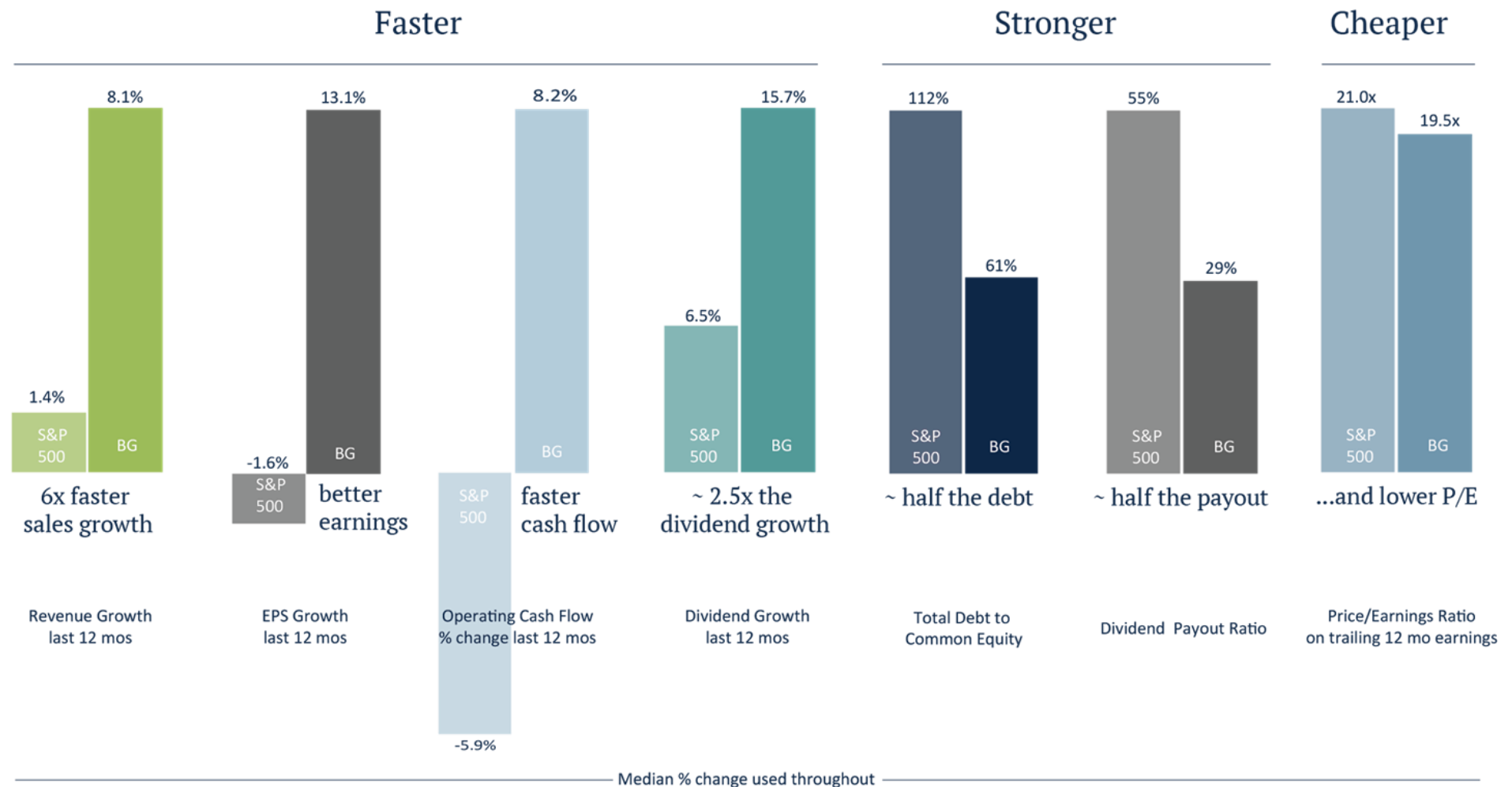
## S&P 500 arranged by S&P Credit Rating



As at Dec 31, 2016 Sources: Bloomberg, S&P, Factset

# Faster, stronger and cheaper

Our investment process finds better businesses – consistently. Lower P/E is just a bonus.



As at Dec 31, 2016 - Bristol Gate holdings' median values shown Sources: Bloomberg, S&P, Factset

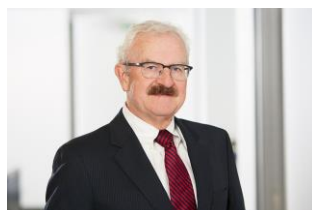
# Investment Committee



**Richard Hamm, Chief Executive Officer** – since 2006

*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.



**Peter Simmie, Chief Investment Officer** – since 2006

*Experience:* 45 years. Formerly Portfolio Manager, Nigel Stephens Counsel Inc.

*Education:* BA from University of Manitoba and MBA from Kellogg School of Management at Northwestern University, where he also did doctoral-level quantitative training in the small Managerial Economics and Decision Sciences department that produced two Nobel Prize winners in economics.



**Mike Capombassis, CFA, President & Chief Risk Officer** – joined 2014

*Experience:* 20 years including 15 in New York with RBC Dominion Securities and 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.



**Stephen Gross, CFA, Managing Director & Portfolio Manager** – joined 2013

*Experience:* 35 years. Formerly held research and institutional equity roles with Morgan Stanley and Merrill Lynch.

*Education:* BComm from Queen's University. He earned the Chartered Accountant (CA) designation and holds the Chartered Financial Analyst (CFA) designation.

# Research team



**Leyla Imanirad, Director of Portfolio Analytics** – joined 2011

*Experience:* 10 years. Leyla joined Bristol Gate after four years as a quantitative analyst in equity trading and derivatives with TD Bank.

*Education:* BSc in computer engineering and MSc in computer and biomedical engineering, both from the University of Toronto



**Achilleas Taxildaris, Investment Analyst** – joined 2017

*Experience:* 8 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 has passed Chartered Financial Analyst (CFA) Level II.



**Jamie Ross, ASA, Data Scientist** – joined 2016

*Experience:* 2 years. Jamie previously worked at a boutique analytics consulting firm.

*Education:* Two undergraduate degrees from the University of Western Ontario; won a Gold Medal in his BSc with an Honours Specialization in Financial Modelling, Distinction. Also earned an HBA from the Ivey Business School, Distinction. Jamie is an Associate of the Society of Actuaries.



**Xiao (Shell) Liang, Senior Portfolio Analyst** – joined 2015

*Experience:* 6 years. Prior to joining Bristol Gate, he worked in portfolio operations and investment accounting at Fiera Capital and at a large fund administrator.

*Education:* BA in Financial Mathematics from Wilfrid Laurier University and is currently a Level I candidate for the Chartered Financial Analyst (CFA) designation.



**Poorya Ferdowsi, PhD, Data Scientist** – joined 2017

*Experience:* 12 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.

# Operations team



**Michael McNeil, CPA, CGA, CAIA, Chief Operating & Compliance Officer** – joined 2015

*Experience:* 22 years. Previously served as CFO and CCO for an alternative investment manager, CAO for an IIROC dealer and he spent 10 years with RBC Capital Markets in various roles.

*Education:* BComm and MBA, both from Dalhousie University. In addition, he is also a Chartered Professional Accountant (CPA, CGA) and holds a Chartered Alternative Investment Analyst (CAIA) designation.



**Sonia Wang, Accountant** – joined 2014

*Experience:* 9 years. Sonia is responsible for reviewing net asset value reports on a daily basis, monitoring cash flow for the funds and assisting the Senior Portfolio Analyst with performance reporting.

*Education:* Advanced Diploma in Business Administration from George Brown College. Sonia is a candidate for the Chartered Professional Accountant (CPA) designation and is also a Level 1 candidate for the Chartered Financial Analyst (CFA) designation.



**Áine McGrath, Senior Portfolio Analyst** – joined 2016

*Experience:* 8 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.



**Gautami Nair- Operations Analyst**

*Experience:* 2 years. Prior to joining Bristol Gate, Gautami served as a reconciliation analyst at Scotiabank.

*Education:* BComm (Hons) from McMaster University is currently a Level I candidate for the Chartered Financial Analyst (CFA) designation.

# Marketing and Sales team



**Jamie Colliver, Institutional Sales Strategist** – joined 2016

*Experience:* 42 years. Previously Jamie held senior executive roles in Toronto, New York and London with Scotia Capital Markets and Integra Capital. He earned industry recognition in both sales and portfolio management by building high-performing teams. He joined in 2016 and is head of Bristol Gate's institutional business development.

*Education:* BA from the University of Western Ontario.



**Elizabeth Simmie, Director- Business Development** – joined 2011

*Experience:* 12 years. Liz joined Bristol Gate in 2011 after 6 years of managing quali-quant strategy research with Ipsos globally. Initially on the trading and portfolio analytics team, she moved into to a sales role at RBC Wealth Management. She recently returned to Bristol Gate in a Business Development role

*Education:* BA from McGill University



**Jamie Houston, CIM, Manager- Sales Development** – joined 2017

*Experience:* 7 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.



**Jacob Baker, Operations Analyst** – joined 2015

*Experience:* 2 years. Jacob provides operational, administrative and marketing support throughout the organization. In addition, he is responsible for the management of new client administration and ancillary data reporting.

*Education:* BBA from St. Francis Xavier University and he is a Level II candidate for the Chartered Financial Analyst (CFA) designation.

# Performance supplement: Important disclosures

## Bristol Gate US Equity Strategy

Gross returns in this report refer to the Bristol Gate US Equity Strategy Composite. No allowance has been made for custodial costs, taxes, operating costs or management and performance fees, which will reduce performance. Past performance is not indicative of future results. Allowance for withholding tax is partially reflected in the composite returns for periods commencing January 2017 and after.

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 each index has limitations. SPDR S&P 500 ETF Trust (SPY US) 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.

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.

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## Bristol Gate US Equity Strategy

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.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Bristol Gate Composite has been examined for the periods commencing May 2009 until December 2015. 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. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

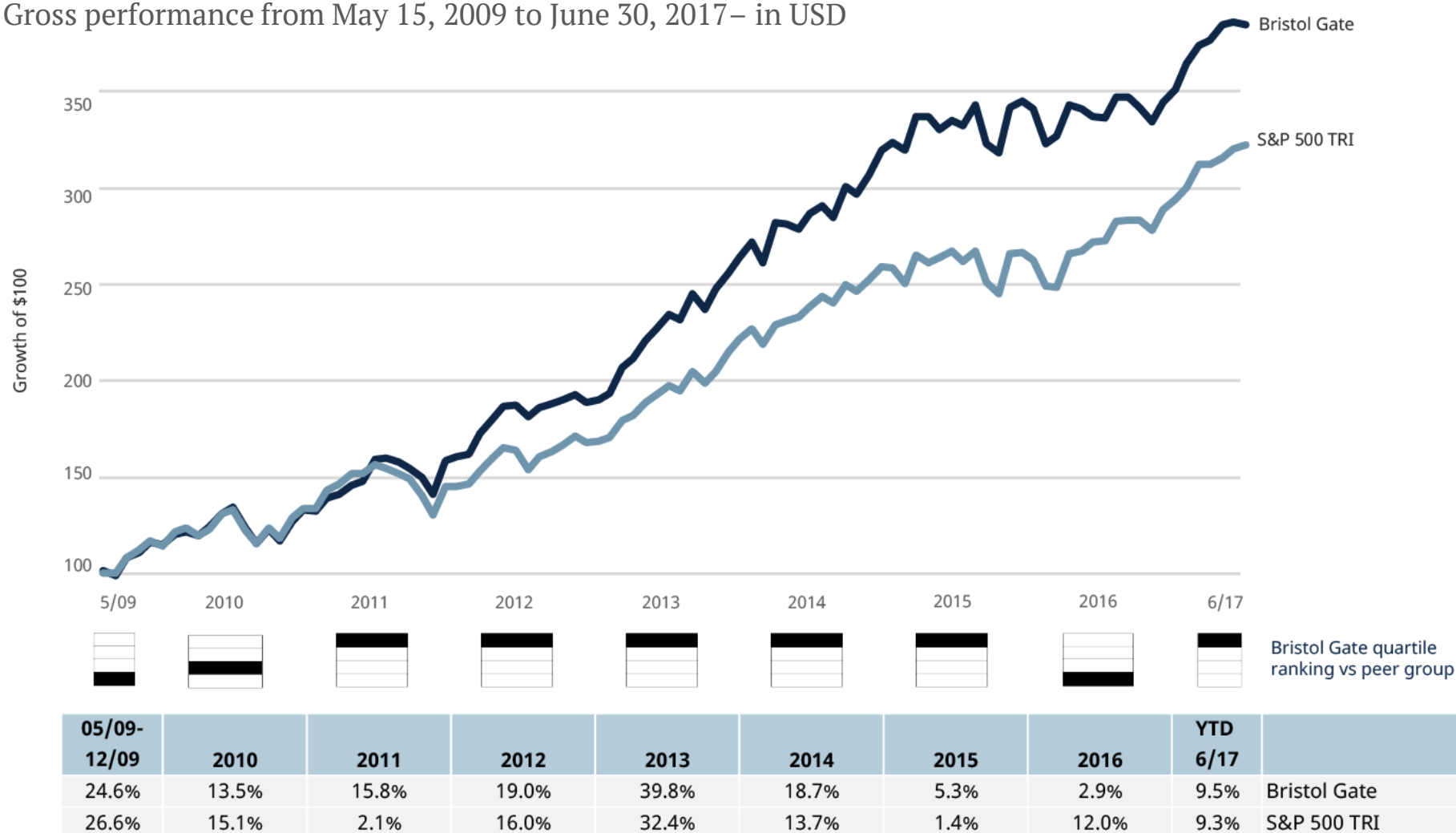
The US Dollar is the currency used to measure performance, which is presented on a gross basis and includes the reinvestment of investment income. There is the opportunity for the use of leverage up to 30% of the net asset value of the underlying investments using a margin account at the prime broker. Thus far no material leverage has been utilized. The composite's return is gross of withholding tax. An investor's actual returns may be reduced by management fees, performance fees, and other operating expenses that may be incurred as a result 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 firm measures internal dispersion of its various accounts using standard deviation on an asset-weighted basis.

The Bristol Gate US Equity Strategy Composite was created on May 15, 2009, previously named Bristol Gate US Dividend Growth Composite until April 1, 2015.



# Long term performance

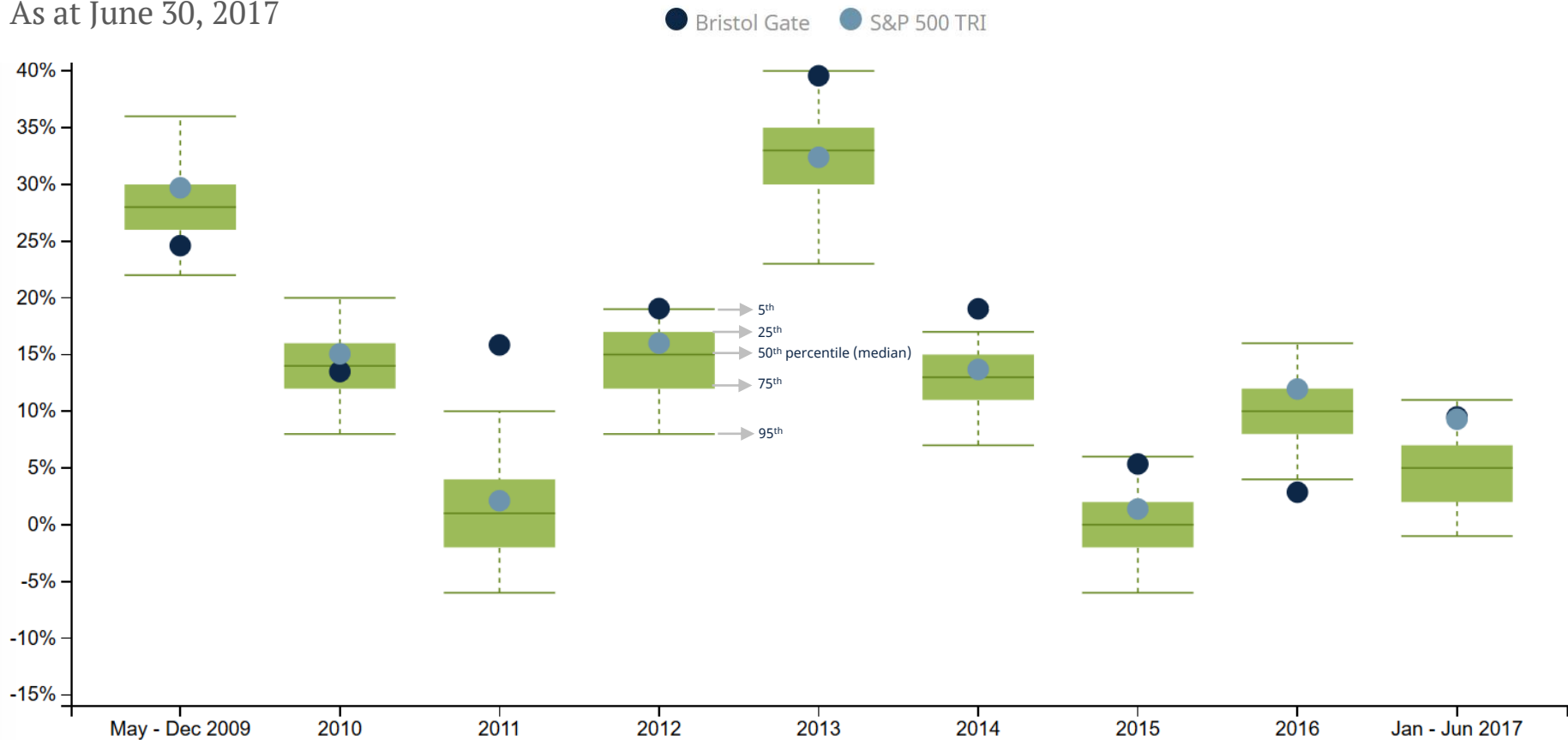
Gross performance from May 15, 2009 to June 30, 2017 – in USD



Returns are shown gross of management fees and other expenses and are in USD. Bristol Gate Capital Partners Inc. claims compliance with 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 to December 2015 by Ashland Partners International PLLC. The verification report(s) is/are available upon request. Bristol Gate quartile ranking among the universe of 515 US Large Cap Core Equity strategies as at June 30, 2017.

# Relative performance by year

As at June 30, 2017



Performance from May 15, 2009 to June 30, 2017 – in USD

05/09-12/09	2010	2011	2012	2013	2014	2015	2016	YTD 6/17	
24.6%	13.5%	15.8%	19.0%	39.8%	18.7%	5.3%	2.9%	9.5%	Bristol Gate
26.6%	15.1%	2.1%	16.0%	32.4%	13.7%	1.4%	12.0%	9.3%	S&P 500 TRI

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# Performance: Annualized periods

Compound returns – in USD as at June 30, 2017

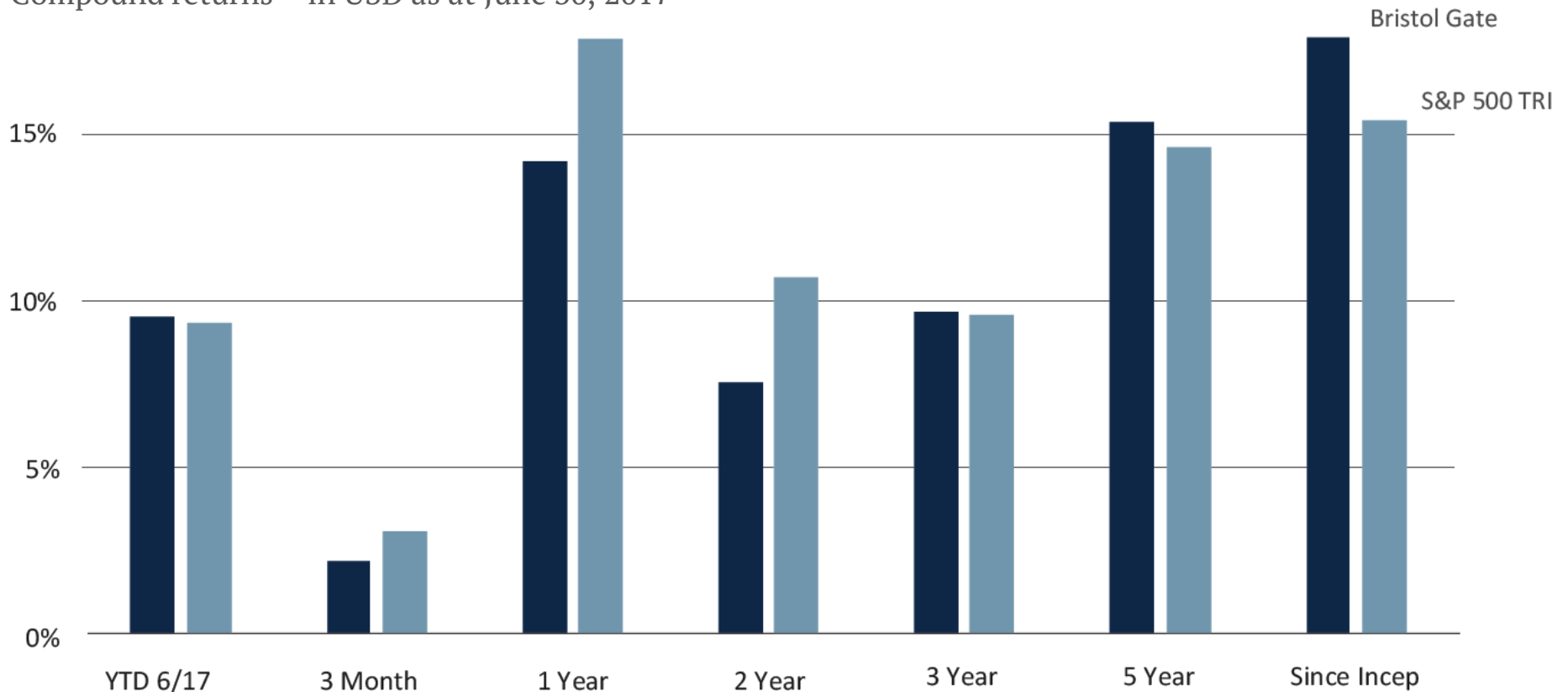


Table below show gross performance from May 15, 2009 to June 30, 2017 – in USD

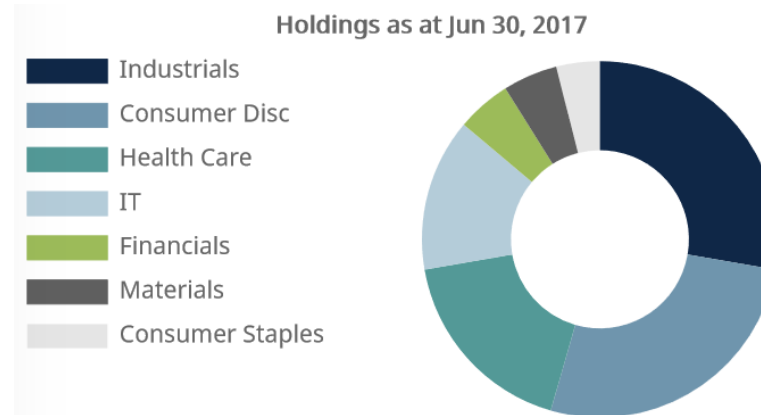
	YTD 6/17	3 Month	1 Year	2 Year	3 Year	5 Year	Since Incep
Bristol Gate	9.5%	2.2%	14.2%	7.6%	9.7%	15.4%	17.9%
S&P 500 TRI	9.3%	3.1%	17.9%	10.7%	9.6%	14.6%	15.4%

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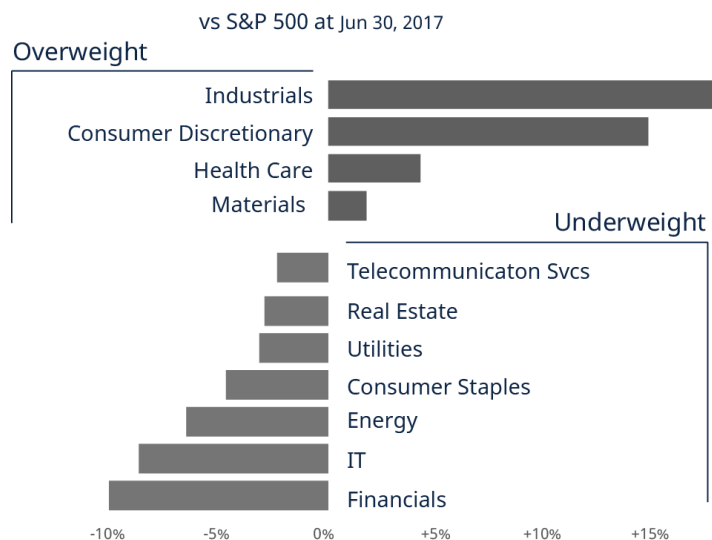
# Exposure and characteristics

## Portfolio characteristics

As at Jun 30, 2017	Bristol Gate	S&P 500
Dividend Yield	1.4	2.0
Fwd PE	18.1	17.5
PE Trailing	22.3	21.4
Average Market Cap	74,632	43,231
Min Market Cap	9,156	2,825
Max Market Cap	216,225	750,897
ROA	7.8%	2.9%
ROE	19.5%	13.3%
Active Share	92.6%	



### Sector exposure



We don't own the megacaps that are driving the market this year: Just 5 huge companies are up 23% as a group, having a disproportionate impact on the market's 9.3% rise YTD.

### Cap range



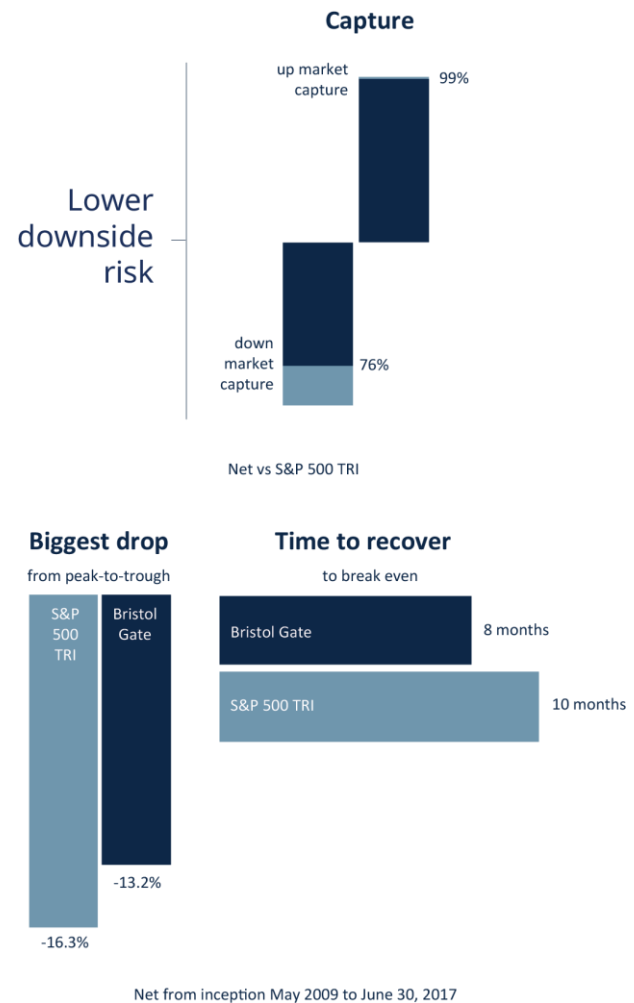
As at June 30, 2017 – See disclaimers attached hereto. Sources: Bloomberg, Factset. S&P 500 is a registered trademark of Standard & Poor's

# High active share, low downside risk

## Performance metrics

Gross of fees - in USD

As of June 30, 2017	Bristol Gate	S&P 500 TRI
<b>Current returns [since inception]</b>		
Total return	284.3%	222.3%
Compound annualized return	17.9%	15.4%
Average monthly gross return	1.4	1.2
<b>Market risk [since inception]</b>		
Correlation to S&P 500 Total Return Index	0.93	1.00
Standard deviation	12.25	12.18
Sharpe ratio	1.45	1.25
Sornito ratio	2.91	2.27
Calmar ratio	1.36	0.95
<b>Portfolio risk [since inception]</b>		
Best month's return	11.98	10.93
Worst Month's return	-7.65	-7.99
Upside capture	98.79%	100%
Downside capture	75.62%	100%
Tracking error (monthly geometric returns, ex post, annu	4.51	
Information ratio	0.48	
Portfolio alpha (annualized)	3.13	
Portfolio beta	0.94	
Active Share	92.6%	



See disclaimers attached hereto.

# Composite characteristics

## Bristol Gate US Equity Strategy

Year	Firm Assets (USD)	Composite Assets			Performance Results			Composite Three Year Ex Post Std. Deviation	Benchmark Three Year Ex Post Std. Deviation
		Assets (USD)	% of Total Assets	Number of Accounts	Composite Gross Return In USD %	Benchmark Gross Return In USD %	Dispersion		
05/09 to 12/09				2	24.6	26.6			
2010	11,948,751	4,650,607	38.9%	2	13.5	15.1			
2011	15,049,771	6,462,807	42.9%	2	15.8	2.1			
2012	27,034,114	16,622,308	61.5%	2	19.0	16.0		14.49	15.09
2013	53,056,006	33,770,800	63.7%	3	39.8	32.4		11.81	11.94
2014	199,067,303	172,989,036	86.9%	4	18.7	13.7		9.98	8.98
2015	514,013,693	493,897,041	96.1%	7	5.3	1.4		11.17	10.47
2016	609,521,266	578,293,568	94.9%	10	2.8	12.0	0.19	10.85	10.59
5/09 to 6/17	656,369,250	623,091,588	94.9%	10	284.3	222.3			

As at June 30, 2017 – Gross performance shown in USD. See disclaimers attached hereto.  
 Sources: Bloomberg, Factset.