

# Beutel Goodman North American Focused Equity Fund

**Fund Category**  
Canadian Focused Equity

**Morningstar Rating™** as of March 31, 2018  
★★★★★

**Morningstar Rating™ 3 Yr**  
★★★★★

**Morningstar Rating™ 5 Yr**  
★★★★★

**Morningstar Rating™ 10 Yr**  
★★★★★

## Investment Objective & Strategy

The Fund seeks long-term capital growth through investments primarily in common shares and other equity securities of issuers in Canada and the United States. The strategy of this Fund is to hold a concentrated portfolio of quality companies for the long-term. Thus, the investment portfolio of the Fund will consist of a small number of large positions with very low turnover. It is not expected that the Fund will invest in more than 20 issuers at one time. Companies are purchased that can grow their intrinsic value at above normal rates over a long period of time. Companies generating substantial free cash flow are favoured. Securities of these companies are purchased when they are trading at a substantial discount to their business value.

## Volatility Analysis\*



## Best 1 Year Return

46.1%  
3-31-2000 to 3-31-2001

## Worst 1 Year Return

-27.9%  
3-31-2002 to 3-31-2003

## Fund Details

Inception Date Class D	March 1999
Inception Date Class B	October 2010
Inception Date Class F	October 2010
Min. Investment \$	5,000
Total Assets \$Mil	43.3
Class D MER %	1.51
Class B MER %	2.19
Class F MER %	1.13

Load Structure	Fund Code	Class
Front End	BTG870	D
Front End	BTG302	B
No Load	BTG102	F

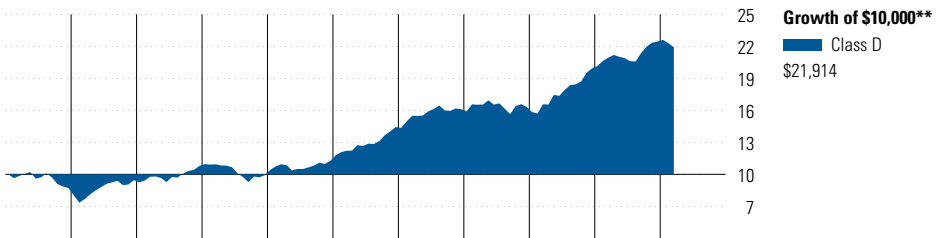
Management Company	Beutel, Goodman & Company Ltd.
Web Site	www.beutelgoodman.com

## Risk and Return Statistics

	3 Yr
Alpha	6.26
Beta	0.79
R-Squared	51.90
Standard Deviation	8.10
Upside Capture	119.60
Downside Capture	60.46
Information Ratio	0.99

Definitions for risk and return terms are available at <http://www.morningstar.ca/globalhome/industry/glossary.asp>

## Performance Analysis as of March 31, 2018

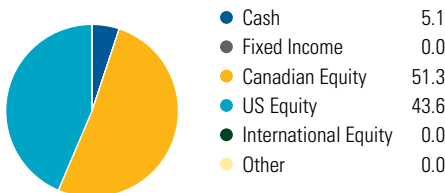


2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	YTD	Calendar Year
-12.9	8.5	14.1	-8.1	13.5	28.3	11.6	1.4	22.1	12.6	-2.4	Class D
—	—	—	-8.7	12.6	27.3	10.8	0.7	21.2	11.8	-2.5	Class B
—	—	—	-7.9	13.8	28.6	11.9	1.7	22.5	13.0	-2.3	Class F

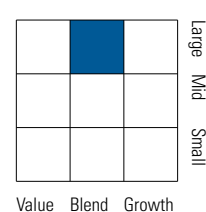
1 Mth	3 Mth	6 Mth	1 Yr	3 Yr	5 Yr	10 Yr	Since Incep.	Trailing Return %
-1.7	-2.4	2.5	4.6	9.9	12.4	8.3	7.5	Class D
-1.8	-2.5	2.2	3.9	9.1	11.6	—	10.2	Class B
-1.7	-2.3	2.7	5.0	10.2	12.8	—	11.4	Class F
4	2	1	2	1	1	1	—	Quartile
741	735	726	693	534	419	207	—	No. of Funds in Category

## Portfolio Analysis as of March 31, 2018

### Asset Mix



### Equity Style



### Market Cap

Market Cap	%
Giant	35.4
Large	47.1
Medium	17.6
Small	0.0
Micro	0.0

### Top 10 Holdings

Top 10 Holdings	% Assets
The Toronto-Dominion Bank	5.7
Royal Bank of Canada	5.4
Magna International Inc Class A	5.2
SNC-Lavalin Group Inc	5.0
Verizon Communications Inc	5.0
Great-West Lifeco Inc	5.0
Oracle Corp	4.6
Omnicom Group Inc	4.4
Rogers Communications Inc Class B	4.4
Metro Inc	4.3
Total % of Top 10 Holdings	49.1
Total Number of Stock Holdings	23
Total Number of Bond Holdings	0
Total Number of Other Holdings	5
<b>Total Number of Holdings</b>	<b>28</b>

### Global Equity Sectors

Global Equity Sectors	% Equity
Financials	25.0
Consumer Discretionary	17.3
Industrials	16.7
Consumer Staples	13.4
Telecommunication Services	9.9
Health Care	8.8
Information Technology	4.9
Energy	4.0
Materials	0.0
Utilities	0.0
Real Estate	0.0
Unclassified	0.0

### Geographic Allocations

Geographic Allocations	% Stocks
Canada	54.0
United States	46.0

## Disclaimer

Morningstar Ratings are determined by Morningstar Inc., and independent research firm, based on fund returns for periods ending March 31, 2018 and are subject to change monthly.

Morningstar Star Ratings are assigned based on the ranked Morningstar Risk-Adjusted Return of each fund compared to other funds in the same category as maintained by the Canadian Investment Funds Standards Committee ("CIFSC"). Morningstar calculates ratings for the three-, five- and ten-year periods and then the Overall Morningstar Rating is based on a weighted average of Morningstar Ratings for available time periods. Morningstar calculates ratings for categories with at least five funds. If a fund scores in the top 10% of its category, it receives five stars; if it falls in the next 22.5%, it receives four stars; the next 35% earns a fund three stars; those in the next 22.5% receive two stars; and the lowest 10% receive one star.

Morningstar quartile rankings are comparisons of the performance of a fund to other funds in a particular category and are subject to change monthly. The quartiles divide the data into four equal segments expressed in terms of rank (1,2,3,4). The quartile measure shows how well a fund has performed compared to all other funds in its peer group. Peer groups are defined such that mutual funds are ranked only versus other mutual funds that are in the same category and segregated funds are ranked compared to other segregated funds in the same category. The top 25% of funds (or quarter) are in the first quartile, the next 25% of funds are in the second, and the next group is in the third quartile. The 25% of funds with the poorest performance are in the fourth quartile.

This is the Morningstar overall star and quartile ranking of Class D or F (as applicable) as of March 31, 2018. For greater detail, see [morningstar.ca](http://morningstar.ca).

\*Volatility Analysis: Morningstar classifies investment portfolios as having one of three volatility levels relative to all types of mutual funds: Low, Medium, and High. Investments with wider ranges of returns are labeled "high," as they are considered riskier than "low" volatility investments, which have had smaller ranges of returns. For a listing of other investing terms, please visit <http://www.morningstar.ca/globalhome/industry/glossary.asp>.

\*\*The graph shown is used only to illustrate the effects of the compound growth rate and is not intended to reflect future values of the fund or returns on investment in the fund.

Class D is available for sale through a discount broker or advisor. Class F is available for sale through an advisor.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. Except as otherwise noted, the indicated rates of return are the historical annual compounded total returns including changes in unit value and reinvestment of distributions only and does not take into account sales, redemptions, distributions or optional charges or income taxes payable by any security holder that would have reduced returns. Mutual fund securities are not covered by the Canada Deposit Insurance Corporation or by any other government deposit insurer. For the Beutel Goodman Money Market Fund, there can be no assurances will be able to maintain its net asset value per security at a constant amount or that the full amount of your investment in the fund will be returned to you. The indicated rates of return for the Beutel Goodman Money Market Fund is an annualized historical yield based on the seven-day period ended as indicated and annualized in the case of effective yield by compounding the seven day return and does not represent an actual one year return. Past performance may not be repeated.