

Beutel Goodman Small Cap Fund

Fund Category
Canadian Small/Mid Cap Equity

Morningstar Rating™ as of September 30, 2018
★★★★

Morningstar Rating™ 3 Yr
★★★★

Morningstar Rating™ 5 Yr
★★★★

Morningstar Rating™ 10 Yr
★★★★

Investment Objective & Strategy

This Fund seeks long-term capital appreciation primarily through investments in common shares and other equity securities of smaller capitalization Canadian issuers. The Fund's adviser uses a value based approach to seek superior long-term capital appreciation at reasonable risk. The adviser believes that the value of a business is defined by its future potential to generate free cash flow for the shareholder. The adviser buys companies at a discount to that business value. We will determine from time to time the criteria for issuers which qualify as smaller capitalization based on industry benchmarks. Currently, an issuer qualifies as a smaller capitalization Canadian issuer if its market float is in the bottom 15% of the S&P/TSX Composite Index.

Volatility Analysis*



Best 1 Year Return

73.6%
2-28-2009 to 2-28-2010

Worst 1 Year Return

-35.0%
10-31-2007 to 10-31-2008

Fund Details

Inception Date Class D	January 1995
Inception Date Class B	October 2010
Inception Date Class F	July 2006
Min. Investment \$	5,000
Total Assets \$Mil	623.1
Class D MER %	1.5
Class B MER %	2.29
Class F MER %	1.21

Load Structure	Fund Code	Class
Front End	BTG799	D
Front End	BTG304	B
No Load	BTG104	F

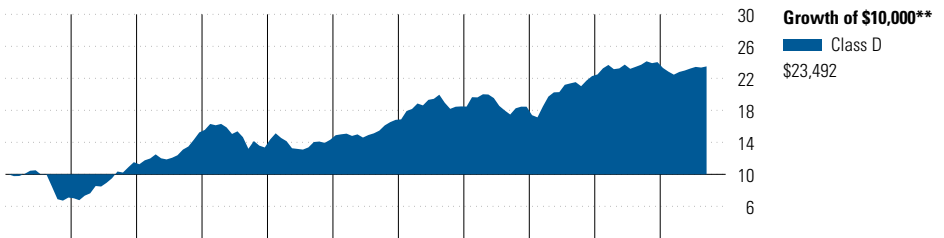
Management Company	Beutel, Goodman & Company Ltd.
Web Site	www.beutelgoodman.com

Risk and Return Statistics

	3 Yr
Alpha	0.59
Beta	1.10
R-Squared	63.17
Standard Deviation	9.22
Upside Capture	104.07
Downside Capture	87.53
Information Ratio	0.23

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

Performance Analysis as of September 30, 2018

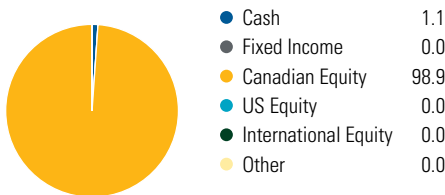


	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	YTD	Calendar Year
Class D	-29.0	62.3	32.3	-12.4	7.2	17.4	10.0	-0.2	20.7	7.8	-2.2	Class D
Class B	—	—	—	-13.1	6.3	16.5	9.2	-1.0	19.8	7.0	-2.8	Class B
Class F	-28.9	62.7	32.7	-12.1	7.5	17.7	10.3	0.1	21.1	8.2	-2.0	Class F

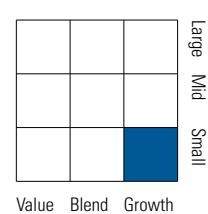
	1 Mth	3 Mth	6 Mth	1 Yr	3 Yr	5 Yr	10 Yr	Since Incep.	Trailing Return %
Class D	0.6	1.2	4.6	-0.9	10.4	8.7	10.8	12.4	Class D
Class B	0.6	1.0	4.2	-1.6	9.5	7.9	—	6.8	Class B
Class F	0.7	1.2	4.7	-0.6	10.7	9.0	11.1	8.6	Class F
Quartile	1	2	3	4	1	1	1	—	Quartile
No. of Funds in Category	228	228	227	223	192	167	96	—	No. of Funds in Category

Portfolio Analysis as of September 30, 2018

Asset Mix



Equity Style



Market Cap

Market Cap	%
Giant	0.0
Large	0.0
Medium	35.8
Small	48.8
Micro	15.3

Top 10 Holdings

Top 10 Holdings	% Assets
Colliers International Group Inc	6.5
Equitable Group Inc	6.3
Aritzia Inc	5.2
Linamar Corp	5.1
Quebecor Inc Class B	4.9
Westjet Airlines Ltd	4.8
Ind Alliance Insurance and Finl Serv	4.3
Uni-Select Inc	4.2
Superior Plus Corp	3.8
Badger Daylighting Ltd	3.8
Total % of Top 10 Holdings	49.0
Total Number of Stock Holdings	38
Total Number of Bond Holdings	0
Total Number of Other Holdings	4
Total Number of Holdings	42

Global Equity Sectors

Global Equity Sectors	% Equity
Industrials	18.6
Consumer Discretionary	17.3
Energy	14.6
Materials	14.4
Financials	13.0
Real Estate	8.8
Communication Services	5.0
Utilities	3.9
Consumer Staples	2.5
Health Care	1.4
Information Technology	0.6
Unclassified	0.0

Geographic Allocations

Geographic Allocations	% Stocks
Canada	100.0

Disclaimer

Morningstar Ratings are determined by Morningstar Inc., and independent research firm, based on fund returns for periods ending September 30, 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 September 30, 2018. For greater detail, see 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.