

Beutel Goodman World Focus Equity Fund

Fund Category
Global Equity

Morningstar Rating™ as of December 31, 2017
★★★★

Morningstar Rating™ 3 Yr
★★★★★

Morningstar Rating™ 5 Yr
★★★★

Morningstar Rating™ 10 Yr
★★★★

Investment Objective & Strategy

This Fund seeks long-term capital growth through investment in common stocks and other equity securities of global issuers. This Fund invests in 20–35 of mostly mid-to-large capitalization stocks chosen from anywhere in the world, based primarily on the highest risk-adjusted return to Beutel Goodman's research target price. The Fund's adviser seeks companies creating shareholder value through the sustainable generation of free cash flow. These factors combined should provide acceptable longer-term returns, while portfolio risk and return will be assessed on an absolute – not relative – basis. Each company will be among the best businesses in their respective industries. While there are no specific geographic or sector constraints, at all times the Fund will seek to be diversified and generally fully invested.

Volatility Analysis*



Best 1 Year Return

33.0%

4-30-2016 to 4-30-2017

Worst 1 Year Return

-27.9%

3-31-2008 to 3-31-2009

Fund Details

Inception Date Class D	August 2006
Inception Date Class B	October 2010
Inception Date Class F	October 2010
Min. Investment \$	5,000
Total Assets \$Mil	22.4
Class D MER %	1.51
Class B MER %	2.25
Class F MER %	1.13

Load Structure	Fund Code	Class
Front End	BTG776	D
Front End	BTG310	B
No Load	BTG108	F

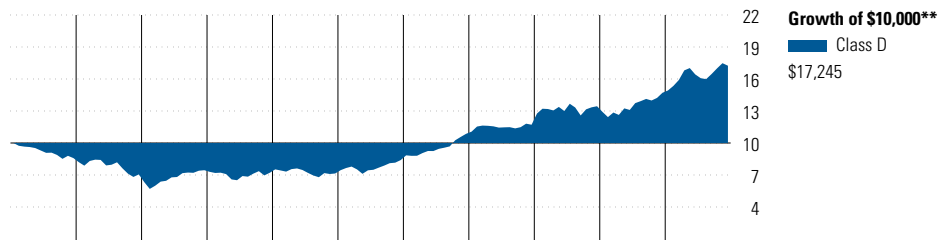
Management Company	Beutel, Goodman & Company Ltd.
Web Site	www.beutelgoodman.com

Risk and Return Statistics

	3 Yr
Alpha	1.50
Beta	0.95
R-Squared	87.74
Standard Deviation	11.22
Upside Capture	99.95
Downside Capture	91.86
Information Ratio	0.24

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

Performance Analysis as of December 31, 2017

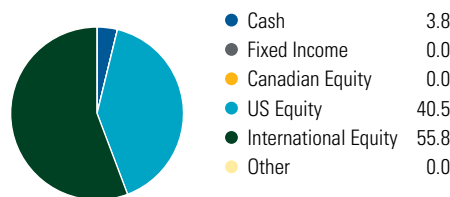


2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Calendar Year
-14.2	-17.8	5.6	-3.2	-0.9	17.6	29.4	7.8	14.8	9.4	17.2	Class D
—	—	—	—	-1.8	16.3	28.3	7.0	13.9	8.5	16.3	Class B
—	—	—	—	-0.7	17.7	29.6	8.1	15.2	9.7	17.7	Class F

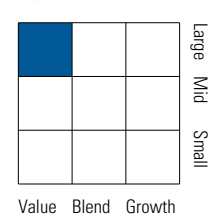
1 Mth	3 Mth	6 Mth	1 Yr	3 Yr	5 Yr	10 Yr	Since Incep.	Trailing Return %
-1.4	4.7	5.0	17.2	13.8	15.5	7.2	6.2	Class D
-1.4	4.5	4.5	16.3	12.9	14.6	—	12.1	Class B
-1.3	4.8	5.2	17.7	14.1	15.8	—	13.4	Class F
3	3	3	1	1	1	1	—	Quartile
1774	1678	1653	1525	1034	748	363	—	No. of Funds in Category

Portfolio Analysis as of December 31, 2017

Asset Mix



Equity Style



Market Cap

Market Cap	%
Giant	23.0
Large	32.6
Medium	42.3
Small	2.1
Micro	0.0

Top 10 Holdings

Top 10 Holdings	% Assets
Campbell Soup Co	4.6
Verizon Communications Inc	4.5
Omnicom Group Inc	4.4
LyondellBasell Industries NV	4.3
AutoZone Inc	4.2
Carlsberg A/S B	4.2
Merck KGaA	4.1
Kellogg Co	4.1
AmerisourceBergen Corp	4.0
Software AG	3.9
Total % of Top 10 Holdings	42.3
Total Number of Stock Holdings	30
Total Number of Bond Holdings	0
Total Number of Other Holdings	5
Total Number of Holdings	35

Global Equity Sectors

Global Equity Sectors	% Equity
Health Care	14.6
Consumer Discretionary	13.7
Consumer Staples	13.4
Materials	12.6
Information Technology	12.5
Industrials	12.4
Telecommunication Services	11.0
Financials	5.0
Energy	4.8
Unclassified	0.0
Utilities	0.0
Real Estate	0.0

Geographic Allocations

Geographic Allocations	% Stocks
United States	42.0
Germany	17.3
United Kingdom	12.9
Switzerland	5.2
France	5.0

Disclaimer

Morningstar Ratings are determined by Morningstar Inc., and independent research firm, based on fund returns for periods ending December 31, 2017 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 December 31, 2017. 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.