

Beutel, Goodman & Company Ltd.
FORM CRS – CUSTOMER RELATIONSHIP SUMMARY, June 30, 2020

Item 1. Introduction

Beutel, Goodman & Company Ltd. is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

Item 2. Relationships and Services

What investment services and advice can you provide me?

We offer investment management and advisory services to our clients on a discretionary basis. Our advice broadly covers each client's financial situation and our investment recommendations most often involve stocks and bonds. As part of our standard services we monitor and advise on our client's investment portfolios on an ongoing basis.

Monitoring

Beutel Goodman's portfolio management, trading, operations, and compliance teams are responsible for the regular review of the assets of client portfolios. Specifically, portfolio managers review the investments in their client's accounts, for portfolio strategy and asset allocation purposes. Regular reviews of client accounts are also conducted for adherence to internal investment guidelines, client-mandated or contractual guidelines, and regulatory requirements. We will also regularly compare individual client accounts against other accounts invested in a similar manner to assess the consistency of holdings and performance. Beutel Goodman personnel also perform regular reconciliations of its records against the records of the custodians who actually hold the securities and cash.

Investment Authority

We are a discretionary investment adviser which means that we can buy and sell investments on behalf of our clients without seeking permission on a trade by trade basis. We enter into an agreement with each client to obtain this authority.

Limited Investment Offering

Beutel Goodman offers investment strategies for American Equity, Canadian Equity and Fixed Income on a segregated basis for retail clients in the US. Beutel Goodman only offers its own strategies, which primarily involve stocks and bonds.

Account Minimums and Other Requirements

We accept individual clients with a minimum of \$1 million investable assets. Assets of family members may be aggregated for purposes of meeting this minimum and Beutel Goodman may waive the minimum in its sole discretion.

More Additional information about Beutel, Goodman & Company Ltd. services is available on Part 2 of our Form ADV, which is available at: https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=628181

*****Conversation Starters*****

Ask your financial professional:

- **Given my financial situation, should I choose an investment advisory service? Why or why not?**
- **How will you choose investments to recommend to me?**
- **What is your relevant experience, including your licenses, education and other qualifications?**
- **What do these qualifications mean?**

Item 3. Fees, Costs, Conflicts, and Standard of Conduct

A. What fees will I pay?

Beutel, Goodman & Company Ltd. receives fees from clients only for investment management services. These fees are set out in the client agreement and are based on a percentage of the client's assets under management. For individual clients, Beutel Goodman typically charges a portfolio management fee of 1% per annum on the first \$1 million of assets under management, 0.75% per annum on the next \$3 million and 0.50% per annum on the remainder, based on the market value of the investment portfolio on March 31, June 30, September 30 and December 31, and subject to a minimum fee.

Additional information about our firm's fees are included in Item 5 of Part 2 of Form ADV, available at https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=628181

In addition to Beutel, Goodman & Company Ltd.'s investment management fee, the client is responsible for all transaction costs, including brokerage and custodial fees.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

*****Conversation Starter*****

Ask your financial professional:

- **Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?**

Item 4. Disciplinary History

Do your financial professionals have legal or disciplinary history?

Yes

No

Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

*****Conversation Starter*****

Ask your financial professional:

- **As a financial professional, do you have any disciplinary history? For what type of conduct?**

Item 5. Additional Information

Additional information about our services can be found at <https://reports.adviserinfo.sec.gov/reports/ADV/135829/PDF/135829.pdf>. If you have any questions about the contents of this brochure or would like to request a copy of this relationship summary, please contact us at privateclientgroup@beutelgoodman.com or toll free at 1 (800) 461-4551.

*****Conversation Starter*****

Ask your financial professional:

- **Who is my primary contact person? Is he or she a representative of an investment-adviser or a broker-dealer?**
- **Who can I talk to if I have concerns about how this person is treating me?**