

## Wutherich & Co. June 2024 Newsletter

**Wil Wutherich**, President, B.Sc., MBA: Over thirty-two years as an equity analyst and portfolio manager with Standard Life, Van Berkomp & Associates and Wutherich & Co.

### *Monthly Message*

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The Wutherich & Co. Composite was up 0.2% in June versus the S&P/TSX being down 1.4%.

While the last twelve months have been very strong for the Wutherich & Co. Composite, if we zoom out a little, the market and our portfolio have seen relatively weak performance since November 2021. Outside of a handful of mega-cap US technology names, the average stock has had very modest performance indeed. Russian troops pulled up to the border of Ukraine in November of 2021. I am no macro-economist, but it seems like these events are linked.

Since I started as an investor 32 years ago, when everyone is focused in one direction, in this case, US mega-cap technology, I am hardwired to look elsewhere. All you need to do is widen your view and discover so many high-quality companies that are being ignored. Some buyers are recognizing this as M&A activity is starting to pick up. We have seen several names in our research universe be bought or put themselves up for sale in recent weeks. HIBB-Q, WIRE-Q and TGLS-Q are all examples.

With the removal of HIBB from the portfolio this month, we have plenty of cash. Combine this with the summer being a weak time for stocks, we think that we have an excellent opportunity to add a few ignored, inexpensive names to the portfolio. In our Portfolio Composition, I believe that for the first time since we launched almost 25 years ago, we have no US names. For now, the better opportunities for us are on the Canadian side of our research universe.

*The following table illustrates the performance of the Wutherich & Co. Composite to the present:*

(Unaudited, since Sep.30/01)\*

	<u>MONTH</u>	<u>1YR</u>	<u>5YR</u>	<u>10YR</u>	<u>20YR</u>	<u>INCEPTION</u>
<u>WUTHERICH &amp; CO.</u>	0.2%	29.1%	13.2%	6.9%	9.5%	11.9%
<u>S&amp;P/TSX</u>	-1.4%	12.1%	9.3%	6.9%	7.9%	8.1%

Please note that the Wutherich & Co. Composite is reported **AFTER FEES**.

# Wutherich & Co. Factsheet

## Company Objective

Our goal is to seek prosperity for our clients through participation in stable, growing companies in North America, led by strong management teams that we consider our partners for the next five or more years.

## Investment Philosophy

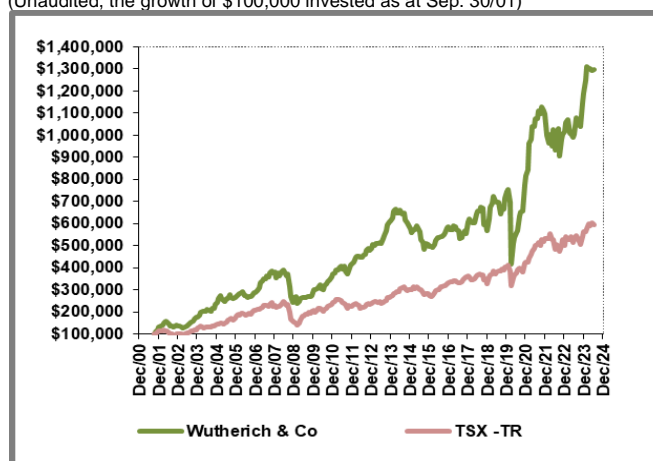
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in the portfolio is on the equity of small to medium capitalization companies, defined roughly as \$50 million to \$5 billion in market capitalization. The portfolio may include large capitalization companies if the right elements are there. Stocks are bought with a keen eye to valuation, so you're not likely to find many high multiple stocks here. The portfolio will likely maintain a significant percentage in foreign securities, providing exposure to investment returns outside of Canada.

## Portfolio Composition

<b>CANADIAN STOCKS</b>	<b>86.18%</b>
• ENERGY	9.16%
• FINANCIALS	27.34%
• INFORMATION TECHNOLOGY	12.22%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	0%
• INDUSTRIALS	29.29%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	8.18%
<b>U.S. STOCKS</b>	<b>0.0%</b>
• CONSUMER	0.0%
<b>CASH AND OTHER</b>	<b>13.82%</b>

## Performance

(Unaudited, the growth of \$100,000 invested as at Sep. 30/01)\*



## Your account with us

Wutherich & Company is an independent investment counsellor. We do not hold assets for our clients, but simply exercise trades over your account as per an agreed upon investment policy statement and portfolio management agreement. Your account is held at [National Bank Independent Network](#) in your name. Withdrawals from that account can only be sent to you at your designated bank account and/or address of record. Wutherich & Co. may also do withdrawals from your account to satisfy any fees that may apply to your account. All accounts are cash accounts. Unlike hedge funds, we do not use leverage or derivatives to manage your money. Also, we are not a fund company – if you are a private investor with us, your account will mirror the Model Portfolio but your investments are not pooled.

## Other Facts

- Annual fees are 1.5% of assets on a quarterly basis in arrears, plus applicable taxes
- Any commissions, custodial or brokerage fees are in addition to the annual fees
- Clients qualifying for an institutional account would be charged 1.5% for the first \$1 million, 1.0% from over \$1 to 10 million and 0.5% for the next \$40 million
- Fees on any accounts over \$50 million would be subject to negotiation
- Minimum account size is \$250,000
- Investments are 100% RSP eligible

\*The Wutherich & Co. performance shown here (using the Time Weighted Rate of Return method) is of a composite which combines the performance of all of the accounts managed by Wutherich & Co. that have been invested according to the Wutherich & Co. Portfolio throughout their history. These accounts vary greatly in the size of assets that they contain and whether or not fees have been deducted directly from the accounts during their history. TSX = S&P/TSX Total Return Index. Due to its large capitalization nature and substantially different sector weightings, this index may not be considered comparable to the Wutherich & Co. Portfolio.