

Wutherich & Co. November 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

Merry Christmas and Season's Greetings to one and all!

For November, the Wutherich & Co. Composite was up 5.0%.

With the US election now past, one level of uncertainty has been resolved, though, I think for many of us, a lot of questions remain. Trump 2.0 is on tap. Exactly what that means is anyone's guess. Most of our companies have reported their most recent quarterly results which were generally, though not universally, strong. As we talked to the managements of our various holdings, they cited that election uncertainty had been holding back some of their operations. Some of this is now moving forward for them. Exposure to tariffs is limited, though several names could see some impact.

We continue to pick away at some favourite names. We recently added to our existing position in North American Construction Ltd. (NOA-T), an Alberta-based operator of heavy equipment. Customers are in the mining and heavy civil construction sectors. NOA operates in Canada, the US and Australia. In the past, the company was mostly focused on the Canadian oil sands. Over the last few years, they have diversified their customer base, evening out their exposure to any one customer or industry. The company is solidly profitable, generates a high return on equity, pays a small dividend and looks to be able to increase revenue and earnings for years to come.

You are invited to attend Wutherich & Co's Annual Update, done virtually this year via Zoom, on January 22nd at 5pm EST. Please RSVP to Jean-Francois Archambault at 514-924-4438 or jf@wutherich.ca to get a link to the presentation.

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 & CO.</u>	5.0%	27.4%	15.2%	9.4%	9.5%	12.3%
<u>S&P/TSX</u>	6.4%	30.7%	11.9%	9.0%	8.4%	8.8%

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

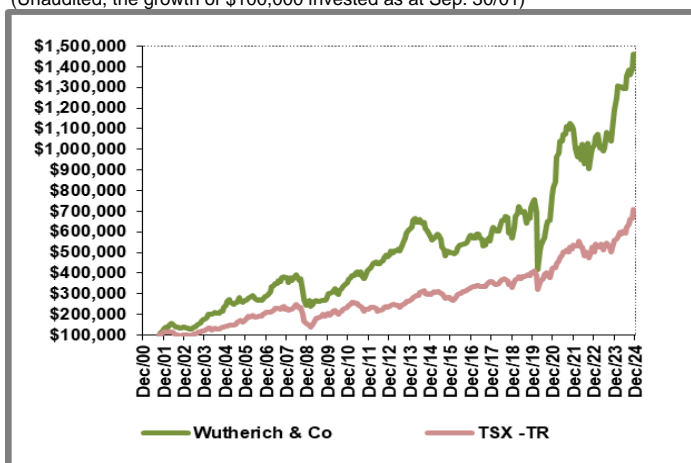
Our style can be described as concentrated, disciplined, long-term growth stock investing. The focus is on established companies that generally have a demonstrated track record in revenue, cash flow or earnings per share growth, with strong managements and solid balance sheets. The current emphasis in 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

CANADIAN STOCKS	94.19%
• ENERGY	9.79%
• FINANCIALS	29.35%
• INFORMATION TECHNOLOGY	12.02%
• COMMUNICATIONS	0%
• CONSUMER	0%
• HEALTHCARE	0%
• INDUSTRIALS	34.28%
• MATERIALS	0%
• TELECOM	0%
• UTILITIES	0%
• OTHER	8.77%
U.S. STOCKS	0.0%
• CONSUMER	0.0%
CASH AND OTHER	5.81%

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 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-TR = 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. As the Wutherich & Co. portfolio does not compare directly with any known indices, we show the S&P/TSX index only as a reference for the overall Canadian stock market and should not be considered as a direct comparison to what we do.