



OUR FIRM

Lincluden strives to be the investment manager of choice for corporations and individuals who are seeking long term peace of mind for the management of their investment portfolios from a team that ensures that client needs are met first.

Since 1982, **Lincluden Investment Management** has employed traditional, value-based investment principles to the management of balanced, equity and fixed income portfolios. Lincluden's clients have benefited from:

- ❁ A focus on preserving clients' capital.
- ❁ A culture of integrity.
- ❁ The firm's long-standing tradition of ensuring that client portfolios are entrusted to an investment management team with a demonstrated performance track record, experience in a range of market environments and a commitment to the firm's investment disciplines.

Today Lincluden manages over \$5 billion for our clients.

INVESTMENT PROCESS

Lincluden has consistently applied a value-based investment philosophy since its inception. Portfolio managers operate under the belief that financial markets are efficient in the long run but can be inefficient in the short and medium term providing an opportunity to identify mispriced securities. Equity portfolio managers are assigned sector responsibilities on a global basis. Each portfolio manager is charged with identifying investment opportunities within their area of responsibility. Portfolio construction is implemented with an objective of producing a portfolio with superior risk/reward characteristics, ensuring prudent diversification. The combination of thorough quantitative and qualitative analyses allows the team to identify companies trading at a substantial discount of fair value. A focus on cash flow in determining a company's valuation reflects the fact that free cash flow is the best currency to enable a company to grow. By relying on their own original, in-depth research – portfolio managers are able to act with confidence and conviction when investing in securities which may be overlooked by others. The approach culminates in portfolios of high-quality companies with excellent prospects for long-term appreciation.

STRATEGY DESCRIPTION

Investment Objective

The investment objective of the International Equity strategy is to achieve long-term capital appreciation by investing primarily in a diversified portfolio of international equity securities.

Investment Strategies

The investment objective of the International Equity strategy will be achieved by investing primarily in large capitalized international equity securities listed on major exchanges and securities linked to the performance of international public companies, including American Depositary Receipts ("ADRs"). Securities selected will normally also be located in developing countries that are included in the MSCI EAFE Index. A maximum of 15% of the International Equity Fund's portfolio may be invested in companies from developing or emerging markets. In general, investments will only be made in companies that have a minimum capitalization of US \$1 billion at the time of purchase.

Securities will be selected using a value based, bottom-up process, in order to identify attractive investment opportunities. The portfolio of securities will also be diversified to reflect a variety of companies and sectors. The International Equity Fund will not invest more than seven percent (7%) of its assets in any one issuer at the time of purchase. No single issuer may exceed 10% of the International Equity Fund's portfolio.

The International Equity strategy will usually hold between 25 and 40 issuers in its portfolio of securities.

Benchmark

The benchmark for the International Equity strategy will be the MSCI EAFE Index.