

INTERNATIONAL EQUITY STRATEGY

as at 30 September 2022

We have a highly selective, concentrated approach to investing in companies that can deliver sustainable wealth creation over the long term, because we believe that it is companies that create wealth, not equity markets.

INVESTMENT APPROACH

Company focus

Unconstrained, rigorous in-house company research is based on our consistently applied philosophy and process. We only select those businesses which meet our stringent investment criteria.

Team approach

We invest as a team. Our long-tenured, experienced investment team challenges and debates all proposals.

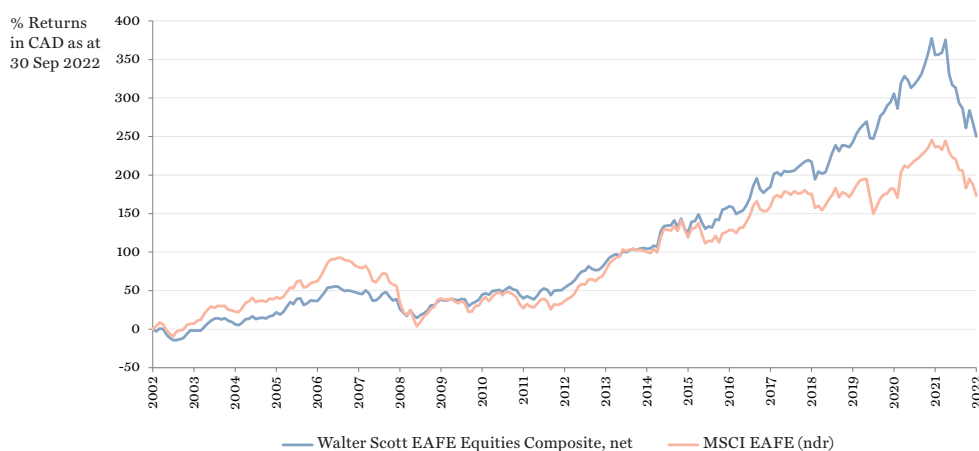
Long-term investment horizon

Our buy-and-hold approach is focused on sustainable growth. We invest for the long term in order to exploit the power of compound growth.

Sustainability

Analysis of environmental, social and governance factors is integrated into our investment process. We believe that good ESG practices and successful businesses typically go hand-in-hand.

20-YEAR CUMULATIVE PERFORMANCE



ANNUALISED PERFORMANCE

Returns in CAD % as at 30 September 2022	1 Year	3 Years	5 Years	10 Years	15 Years	20 Years	25 Years	30 Years
Walter Scott EAFE Equities Composite, net	-23.1	0.7	4.2	8.6	6.0	6.5	5.7	7.4
MSCI EAFE (ndr)	-18.8	-0.6	1.0	7.2	2.8	5.2	3.5	5.2

CALENDAR YEAR PERFORMANCE

Returns in CAD % as at 30 September 2022	YTD	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Walter Scott EAFE Equities Composite, gross	-25.9	11.8	18.3	21.8	1.5	19.7	2.0	21.2	5.7	21.2	19.0
Walter Scott EAFE Equities Composite, net	-26.3	11.0	17.4	20.9	0.8	18.8	1.2	20.3	4.9	20.3	18.2
MSCI EAFE (ndr)	-20.7	10.3	5.9	15.8	-6.0	16.8	-2.5	19.0	3.7	31.0	14.7
Excess Returns (net vs index)	-5.6	0.7	11.4	5.1	6.8	2.0	3.7	1.4	1.3	-10.7	3.4

Past performance is not a guide to future performance and returns may also increase or decrease as a result of currency fluctuations.

Source: Walter Scott (Strategy), MSCI (Index). Gross performance returns do not reflect the deduction of investment advisory fees which if applied would reduce returns but they do reflect the reinvestment of dividends and/or other earnings. Net performance returns reflect the deduction of a model management fee of 0.75% per annum and the reinvestment of dividends and/or other earnings. Please refer to the back page for further information. Walter Scott International Equities Composite is also known as the Walter Scott EAFE Equities Composite.

MSCI EAFE is used as a comparative index for this strategy for illustrative purposes. The strategy does not aim to replicate the composition or performance of the comparative index.

Walter Scott claims compliance with the Global Investment Performance Standards (GIPS®). GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

STRATEGY OVERVIEW

The International Equity strategy aims to provide investors with a favourable real rate of return over the long term by investing in a portfolio of leading companies located outside of the US. Stocks are selected through fundamental, in-house company analysis.

The portfolio will typically consist of 40-60 world-class companies we consider capable of generating superior real returns over the long-term. These will be companies which we believe demonstrate exceptional and sustainable growth, profitability and balance sheet characteristics.

Our unconstrained approach typically leads to portfolios that bear little or no resemblance to any stock market index.

C\$93.5bn firm wide AUM
C\$32.5bn international equity strategy AUM
Composite inception date: 30 June 1985

PORTFOLIO CHARACTERISTICS

	Portfolio
Number of Securities	50
Operating Margin	16.1%
ROE	15.6%
Net Debt to Equity	30%
P/E Ratio	20.4x
Dividend Yield	2.2%
Active Share	80%
Portfolio Turnover (12 months)	4%

Source: Walter Scott, FactSet & MSCI. Portfolio Characteristics are subject to change and are based on a Walter Scott EAFE Equity representative portfolio as at 30/09/22.

Net Debt to Equity figure excludes securities from the financial sector.

TOP TEN STOCKS

Stock	% of portfolio
Novo Nordisk	4.1
Keyence	3.2
Alimentation Couche-Tard	3.0
AIA	2.8
Roche	2.8
ASML	2.8
LVMH	2.7
Canadian National Railway	2.7
Taiwan Semiconductor	2.7
Diageo	2.6

SECTOR

Healthcare	23.6%	<div style="width: 23.6%;"></div>
Industrials	21.0%	<div style="width: 21.0%;"></div>
Information technology	15.4%	<div style="width: 15.4%;"></div>
Consumer staples	10.2%	<div style="width: 10.2%;"></div>
Consumer discretionary	9.1%	<div style="width: 9.1%;"></div>
Materials	7.8%	<div style="width: 7.8%;"></div>
Financials	4.3%	<div style="width: 4.3%;"></div>
Real estate	3.8%	<div style="width: 3.8%;"></div>
Energy	1.7%	<div style="width: 1.7%;"></div>
Utilities	1.5%	<div style="width: 1.5%;"></div>
Liquidity	1.6%	<div style="width: 1.6%;"></div>

REGION

Europe ex UK	47.0%	<div style="width: 47.0%;"></div>
Japan	20.8%	<div style="width: 20.8%;"></div>
Asia Pacific ex Japan	13.3%	<div style="width: 13.3%;"></div>
UK	9.0%	<div style="width: 9.0%;"></div>
Canada	5.7%	<div style="width: 5.7%;"></div>
Emerging Markets	2.7%	<div style="width: 2.7%;"></div>
Liquidity	1.6%	<div style="width: 1.6%;"></div>

Source: Walter Scott, EAFE Equity representative portfolio as at 30/09/22 used to demonstrate Top Ten Stocks, Sector and Region information. The representative portfolio adheres to the same investment approach as the Walter Scott EAFE Equity Strategy. All holdings are subject to change. Information is historical and may not reflect current or future portfolio's. Percentages may not equal 100% due to rounding.

This information should not be considered a recommendation to purchase or sell any security. The data shown should not be relied upon as a complete listing of the strategy's holdings as information on particular holdings may be withheld. There is no assurance that any securities shown will remain in a portfolio at the time you receive this factsheet or that securities sold have not been repurchased. It should not be assumed that the holdings listed were or will prove to be profitable or that the investment decisions Walter Scott makes in the future will be profitable or will equal the investment performance illustrated.

CONTACT

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EXPLANATORY NOTES

To receive a list of composite descriptions of Walter Scott and/or GIPS® reports, please email clientservice@walterscott.com or contact the Client Management team using the telephone number or address shown at the end of this document.

COMPOSITE DESCRIPTION

This composite includes all global ex USA portfolios that are predominantly invested in large and mid-cap equities. Portfolios within the composite typically hold 40 to 60 stocks.

FEES

Net of management fee composite returns are calculated by deducting a model fee from the gross return. Actual management fees may differ from the model fees. The model fee rate is higher than the 10-year average actual composite fee rate as at 30 June 2022. The model rate deducted is equivalent to the highest fee rate that would be charged to the intended audience. For further details of fee rates see Part II of Form ADV.

PORTFOLIO CHARACTERISTICS DEFINITIONS

Please contact us on clientservice@walterscott.com for further information on the methodologies used in the calculation of the portfolio characteristics shown.

BENCHMARK DEFINITION

MSCI EAFE: a global equity benchmark that represents large and mid-cap equity performance across developed markets countries excluding North America. It is not directly exposed to emerging markets. Further information can be found at www.msci.com.

KEY INVESTMENT RISKS

Equities are subject to market, market sector, market liquidity, issuer, and investment style risks, to varying degrees. **Small and mid-sized company stocks** tend to be more volatile and less liquid than larger company stocks as these companies are less established and have more volatile earnings histories. Investing in **foreign denominated and/or domiciled securities** involves special risks, including changes in currency exchange rates, political, economic, and social instability, limited company information, differing auditing and legal standards, and less market liquidity. These risks generally are greater with emerging market countries.

Investment return and principal value of an investment will fluctuate, so that when an investment is sold, the amount returned may be less than that originally invested.

IMPORTANT REGULATORY INFORMATION

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