



# Greystone Canadian Equity Small Cap Fund

**\$5.0B (C\$) in Public Equities Assets Under Management**

### Why Invest with TD Greystone Asset Management

- Disciplined bottom-up investment process generates alpha through security selection
- Consistency in high impact growth characteristics
- Robust team-based process for risk conscious portfolio construction

### Investment Philosophy

- We believe indicators of sustainable earnings growth appear at the company level before they impact stock prices
- Adding value for clients by identifying companies that have demonstrated superior earnings growth, positive business momentum and sustainable profitability
- Acting with conviction and building concentrated portfolios with high impact characteristics

## Key Characteristics

**\$192.3M**

Strategy AUM  
Fund AUM: \$192.3M

**4.5%**

Quarterly Earnings Growth  
Benchmark: -6.5%

**17.5**

P/E Ratio (12-mo trailing)  
Benchmark: 13.0

**\$1.3B**

Weighted Average  
Market Cap

**66.0%**

Turnover Rate  
(12 Months)

**34**

Number of  
Holdings

Our Approach	InterRent REIT	Morneau Shepell
 <p><b>Quantitative Screens</b> Earnings growth, earnings revision, profitability and valuation</p> <p><b>Qualitative Analysis</b> Assess rankings, analyze earnings and evaluate sustainability</p> <p><b>Team-based Decision Making</b> Challenge investment thesis, decisions by consensus, portfolio construction, risk management</p>	 <p><b>Multi-Residential REIT</b> Proven acquisition strategy, adding roughly 5% p.a. in apartment suite growth across core areas in southern Ontario and Montreal</p> <p>Additional capital spend on building improvements resulting in significant improvement to net operating income and increase to fair value of assets</p>	 <p><b>Human Resource Consulting</b> Currently derives about 15% of revenues in the U.S. and expects this to grow as new SaaS (service as a software) offering has early mover advantage</p> <p>Growth through small tuck-in acquisitions that are mainly facilitated through either cash on hand or debt rather than equity</p>

	Annualized						
Figure 1: Performance (%)	March 31, 2019	Q1-19	YTD	1 Yr	3 Yrs	5 Yrs	10 Yrs
Greystone Canadian Equity Small Cap Fund		12.4	12.4	-8.8	3.2	-1.9	9.6
S&P/TSX Small Cap		10.7	10.7	-1.8	5.9	0.2	8.4
Difference		1.7	1.7	-7.0	-2.7	-2.1	1.2

Performance inception is January 1, 2007. This figure shows the performance of the Greystone Canadian Equity Small Cap Fund in C\$, including cash; net of custodial fees, audit fees, transfer agent fees and administrative expenses; gross of investment management fees.

Figure 2: Portfolio Weightings (%)

Sector	Greystone	S&P/TSX Small Cap
Energy	14.4	20.5
Materials	11.1	21.5
Industrials	25.3	12.4
Consumer Discretionary	13.6	6.4
Consumer Staples	4.2	4.0
Health Care	0.0	6.1
Financials	6.4	6.7
Information Technology	0.0	2.3
Communication Services	0.0	2.7
Utilities	7.9	3.3
Real Estate	17.2	14.2

Excludes cash. March 31, 2019.

Figure 3: Top 10 Holdings

	Weight (%)
Aritzia	5.5
Morneau Shepell	4.5
Tricon Capital Group	4.5
Park Lawn Corporation	4.5
InterRent REIT	4.5
Ag Growth International	4.2
Inneregex Renewable Energy	4.1
Fiera Capital	4.1
ATS Automation Tooling Systems	4.0
Savaria	3.8

Excludes cash. March 31, 2019.

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