

# BEAM Q1 2021 Review May 20, 2021

# Agenda

I. Executive Summary	Ravneet Bal Equity Analyst (TMT & Health Care)		
II. IPS Update	Balkaran Buttar Equity Portfolio Manager		
III. Fixed Income Update	Noor Walia Fixed Income Analyst		
IV. Equity Update	Atharva Zaveri Equity Analyst (Industrials)		
Questions			
Appendix			



# I. Executive Summary

Ravneet Bal | Equity Analyst (TMT & Health Care) ravneetb@sfu.ca



### BEAM's Q1 2021 Highlights

Despite the challenges of working in a virtual environment, BEAM continues to achieve many successes



BEAM increased alumni engagement through training and mentorship program while increasing engagement within the fund through new initiatives



The Fund successfully recruited Operations Analysts for ESG, Risk, and Compliance functions to join the 11<sup>th</sup> cohort



BEAM members secured internships and increased presence in new organizations



BEAM's balanced portfolio outperformed the benchmark by 153 bps in Q1 2021



### We Continue to Increase Internal and External Engagement

Several new initiatives were implemented this quarter, in addition to existing ones

### **Alumni Engagement**

Topic	Alumni
Financial Analysis	Marcus Campeau (2015-16)
Business Overview	Marco Tang (2012-13)
Valuation	Fraser Ince and Leslie Tsang (2014-15)
Modelling	Matthew Cindric (2016-17)
Fixed Income	Stephen Kramer (2015-16)
PowerPoint and Recruit Preparation	Anthony Maljevac, Joanna Chang, Nav Tatla, and Ruben Gomez-Garcia (2019-20)

### **Internal Engagement**

- Weekly coffee chats increased cross communication between the different teams
- PMs hosted socials at the beginning of fund meetings
- Ask Me Anything with Faculty Advisor and outgoing seniors allowed the junior members to learn more about BEAM and careers in capital markets
- Check-in meetings with the PMs were conducted to understand the progress and experience of the junior members

### What Changed for Training?

- All training sessions were conducted over Zoom
- More alumni involved in training the 11<sup>th</sup> cohort
- New training topics:
  - ESG
  - Networking
  - PowerPoint
  - Recruit Preparation

### **Alumni Mentorship Program**

- Student-run mentorship program led by a committee comprised of junior and senior BEAM members
- Positive response from the BEAM alumni network to be a mentor. As a result, some members of the 2019-20 cohort were assigned a mentor
- Objectives of the mentorship program are to strengthen BEAM's alumni network and help mentees with their professional development
- Engaged BEAM alumni from all over the world and different cohorts. Alumni from the 2011-12 and 2016-17 cohorts led in mentor representation



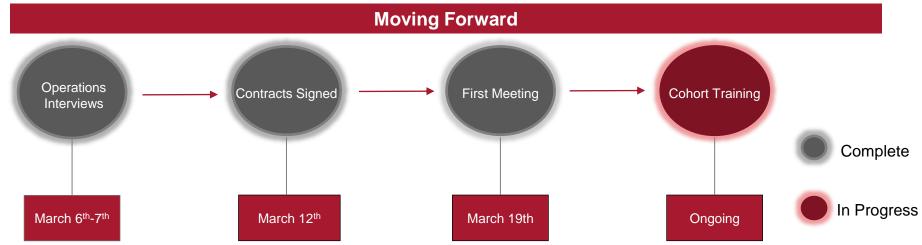
### **BEAM's New Operations Analysts**

BEAM consolidated the Risk and Compliance functions to increase collaboration between teams









### BEAM's Senior and Junior Cohort Job Placements

BEAM members work at some of the world's best companies

### Full-time Placements and Summer Internships (2020-2021 Cohorts)



Balkaran Buttar Research Intern Vancouver 2020 cohort



Caroline Wang
Research Intern
Vancouver
2020 cohort



Cassidy Emby
Investment Banking
Analyst
Vancouver
2020 cohort



Capital Markets

Daniel Garrett
Global Markets
Summer Analyst
Vancouver
2020 cohort



Darren Yeo
Investment Banking
Analyst
Toronto
2020 cohort



Dylan Defer Summer Analyst Vancouver 2020 cohort



Emily Ong
M&A Intern
Vancouver
2020 cohort



Justin Ho
Global Markets
Summer Analyst
Toronto
2020 cohort



Laurel Dao
Investment Analyst
Vietnam
2020 cohort

**ATB** Financial

Marisa Sun
Investment Banking
Summer Analyst
Calgary
2020 cohort

TT Fort Capital

Matty Harvey
Investment Banking
Summer Analyst
Vancouver
2020 cohort

FINNING (A)

WooHee Kim Finance Intern (M&A) Vancouver 2020 cohort **///** CFI

Anastasia Chio Financial Analyst Intern Vancouver 2021 cohort Deloitte.

Jackson Smith M&A Advisory Summer Analyst Vancouver 2021 cohort GEOCOMPLY

Mega Martina
Business Analyst
Vancouver
2021 cohort

. Tbis

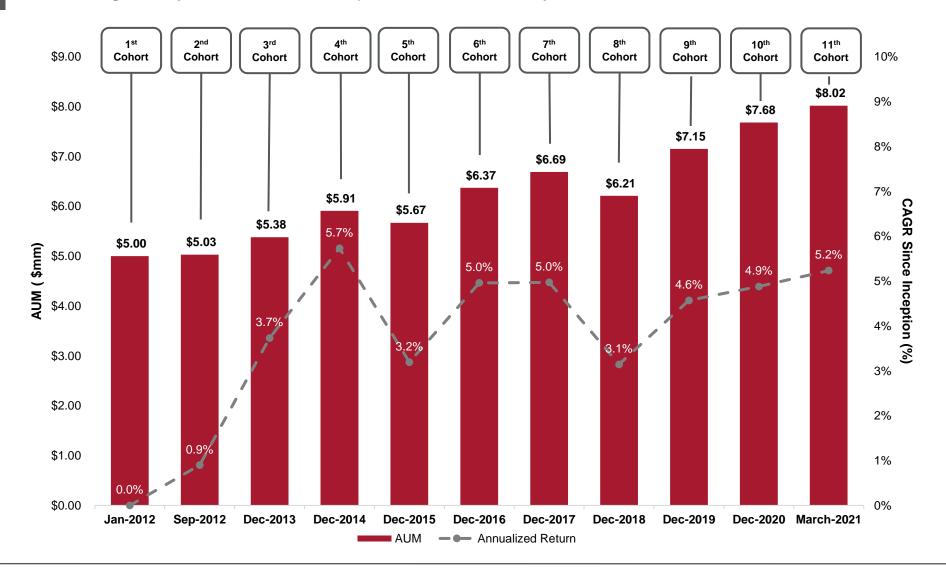
Ravneet Bal
Fund Accounting
Intern
Burnaby
2021 cohort

BEAM continues to expand its reach and presence in new organizations



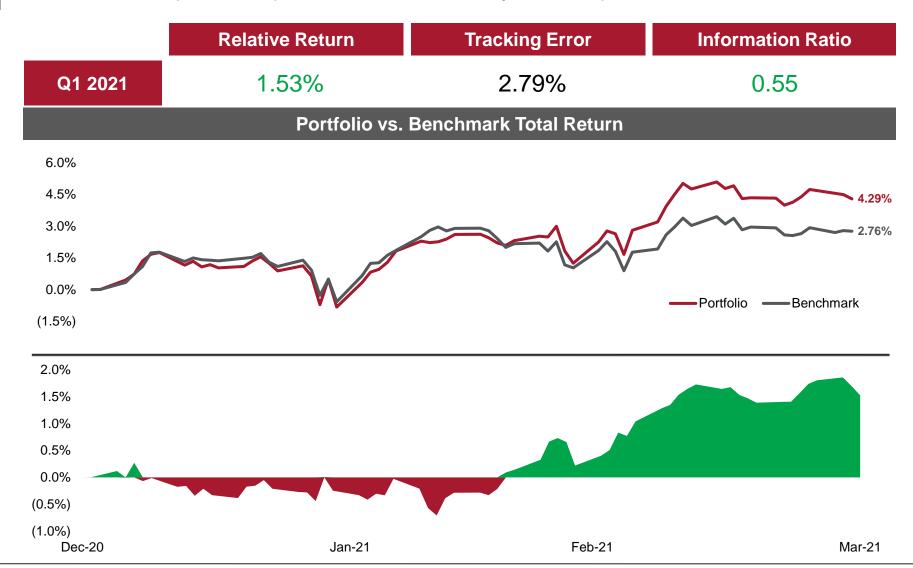
### BEAM's AUM Has Grown Past \$8.00mm in Q1 2021

AUM has grown by \$3.02mm since inception or ~5.2% annually



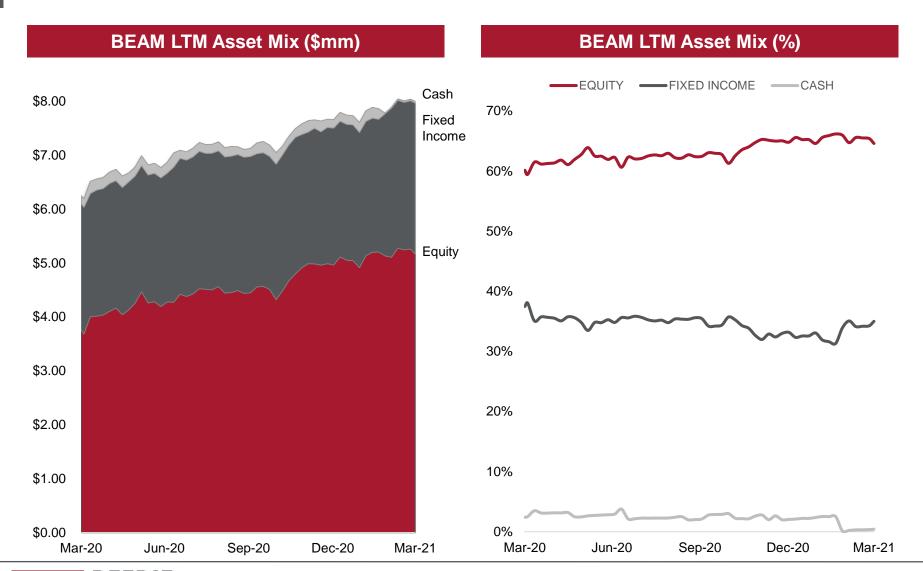
### Q1 2021 Balanced Portfolio Return

BEAM's balanced portfolio outperformed the benchmark by 153 basis points in Q1 2021



# BEAM Increased Weight in Fixed Income in Q1

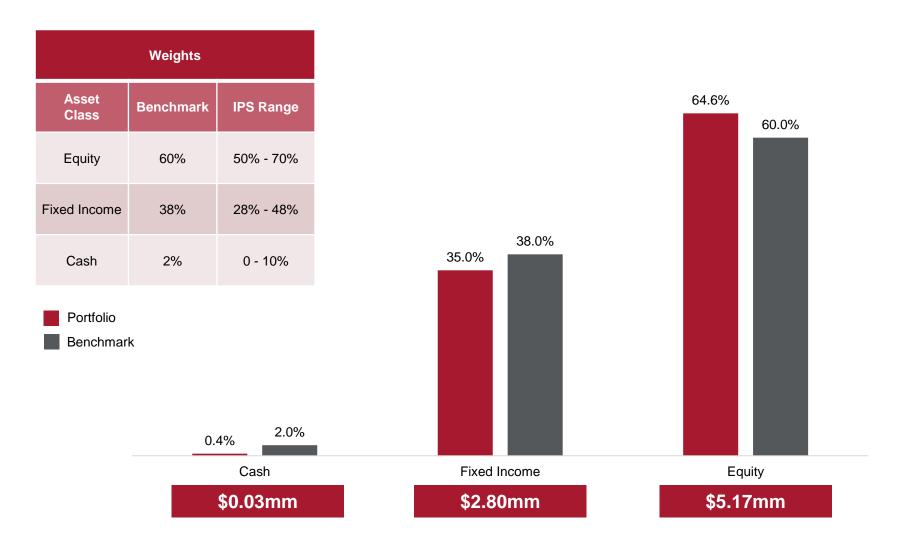
The balanced portfolio generated +74 bps from strategic allocation and +78 bps from selection





### Portfolio Positioning

BEAM continued to maintain a strategic overweight in equities





# **Compliance Summary**

BEAM did not breach any of its compliance constraints

	Current Compliance	
General	Asset Mix within IPS Range	✓
	Limits on equity security holdings	✓
	Micro Cap, prohibited	✓
Equity	<ul> <li>7 Sectors, with 50% allocation relative to benchmark</li> </ul>	✓
	At least 25 stocks	✓
	<ul> <li>15 largest stocks, at most 70% of equity value</li> </ul>	✓
	<ul> <li>Less than 5% per issuer, excluding federal and provincials</li> </ul>	✓
Fixed Income	Allocation limits based on bond ratings	$\checkmark$
	<ul> <li>Duration within ± 1 year of the FTSE Canada Bond Universe Index (XBB)</li> </ul>	✓



# II. IPS Update

Balkaran Butter | Equity Portfolio Manager bbuttar@sfu.ca



# New IPS Proposal to Achieve Higher Risk-Adjusted Returns

Two alternatives considered for the third asset class – Global Equities and US Equities



BEAM is proposing to expand its investable universe to include Global Equities



Global Equities are better aligned with BEAM's philosophy of value investing and focusing on ESG



BEAM expects to trade into Global Equities by June 30<sup>th</sup>, and intends to be actively managing the third asset class by end of December '22

# Capital Market Expectations & Reasoning

BEAM expects Global Equities to have a more positive effect on returns



There has been a long history of mean reversion between the performance of global and U.S. equity markets over the past 50 years.



The significant outperformance of the U.S. market over the past decade was driven by a small group of stocks



From a value perspective, the U.S. market had higher P/E and P/B ratios over the past 15 years



Disaggregating the performances of both U.S. and Global Equities, the U.S. market demonstrated significant multiple expansion

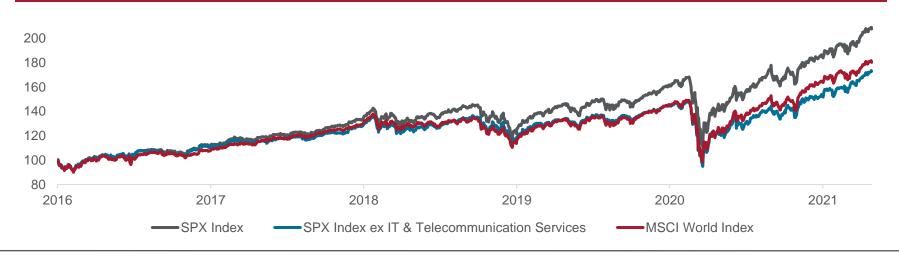


### Reversion to the Mean & Lack of Breadth of the U.S. Market

### Since the 1970s, outperformance of one index is followed by outperformance of the other



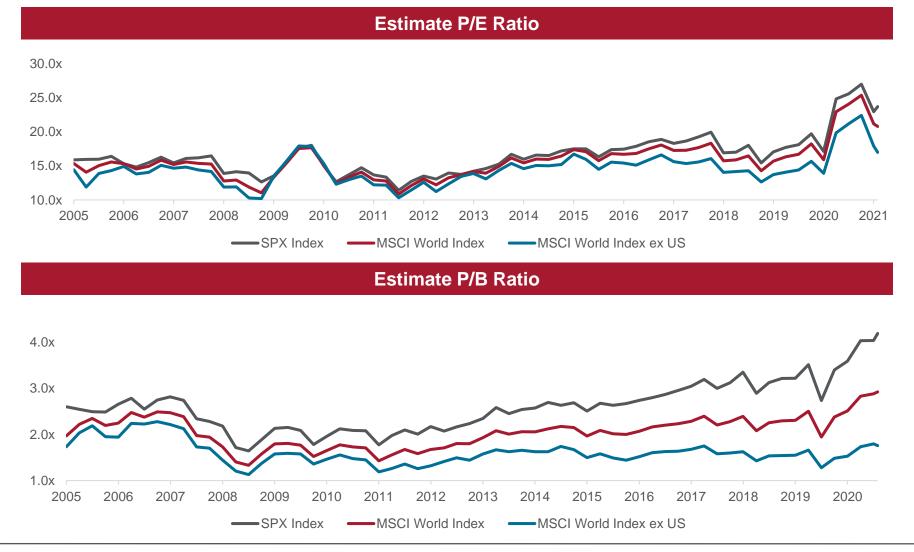
### SPX Index ex IT & Telecoms underperforms the MSCI World Index (Factor 100)





# U.S. Equities Experiencing Significant Multiple Expansion

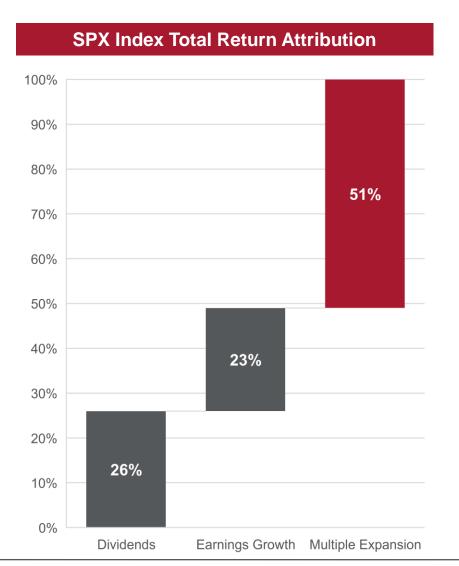
The S&P 500 Index has had higher value multiples over the past 15 years

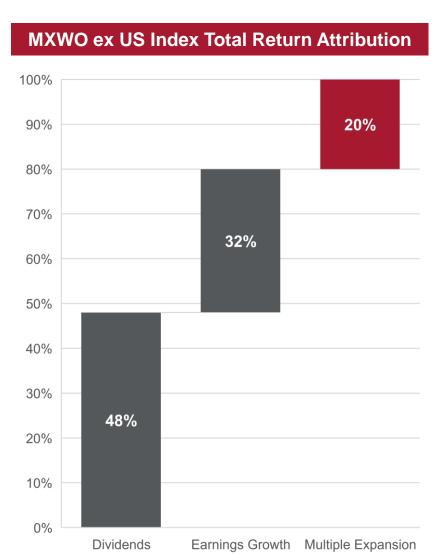




### Performance Disaggregation Since 2009

BEAM views multiple expansion as unsustainable as value investors







# **Backward Looking Portfolio Optimization**

Global Equity Integration					
Asset Class Index Historical Sta					
Canadian Equities	S&P/ TSX	8.52%	16.35%		
Fixed Income	Barclays CAD Agg. Bond	4.99%	4.23%		
Global Equities	MSCI World	9.78%	17.36%		

# Global Equity Optimization Global Equities, 14% Sharpe Ratio

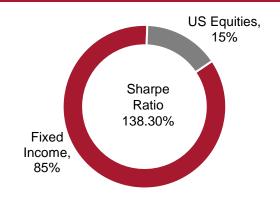
101.50%

# US Equity Integration

Asset Class	Index	Historical Return	Standard deviation
Canadian Equities	S&P/ TSX	8.52%	16.35%
Fixed Income	Barclays CAD Agg. Bond	4.99%	4.23%
US Equities	S&P 500	10.56%	17.41%

### **US Equity Optimization**

Fixed Income, 86%





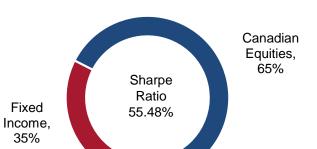
# Hypothetical Portfolio Optimization

	Global Equity Integration					
	Asset Class	Standard deviation				
	Canadian Equities	S&P/ TSX	7.50%	11.14%		
	Fixed Income	Barclays CAD Agg. Bond	2.42%	5.16%		
,	Global Equities	MSCI World	8.55%	12.32%		

# Fixed Income, 32% Canadian Equities, 25%

**US Equity Optimization** 

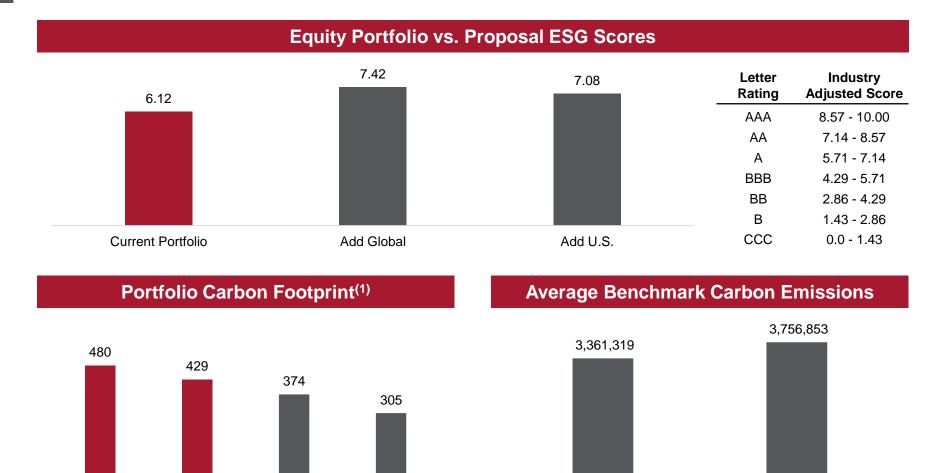
### **US Equity Integration Expected Standard Asset Class** Index Return deviation Canadian S&P/TSX 11.14% 7.50% **Equities** Barclays CAD Fixed Income 2.42% 5.16% Agg. Bond S&P 500 **US** Equities 8.10% 15.19%





# Adding an Asset Class Decreases BEAM's Carbon Footprint

Adding Global Equities yields a higher ESG score but a lower portfolio carbon footprint than U.S. Equities





Q1 2021

Q4 2020

Add U.S.

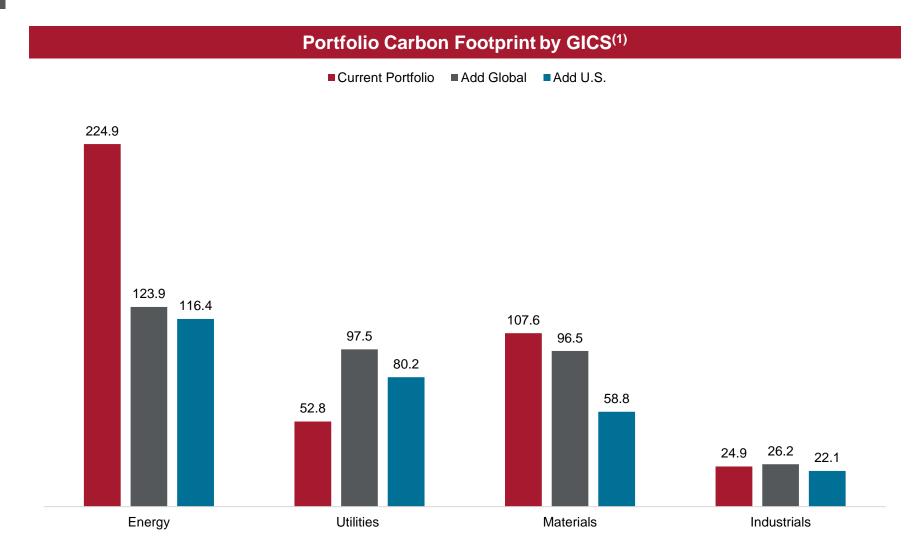
Add Global

Add Global

Add U.S.

# Adding Global Helps BEAM Achieve its ESG Commitments

Adding Global Equity reduces the carbon footprint of our portfolio





# **IPS Summary Table**

New IPS is focused around active weights for securities and risk

	Canadian Equities	Global Equities	Canadian Fixed Income	Cash and Cash Equivalents
Benchmark	S&P/TSX Capped Composite	MSCI World Index	FTSE Canada Universe Bond Index	Money Market Index
Weight	25%	40%	33%	2%
Holding Range	20% - 30%	35% - 45%	23% - 43%	0% - 10%
Tracking Error	3.5%	3.0%	1.0%	N/A
Excess Return Objective	1.40%	0.3%	0.4%	N/A
Single Security Active Weight	+/- 5%, Small cap +/- 2%	+/- 4%	N/A	N/A
Region Constraints	Member of Benchmark Index	Member of Benchmark Index ETFs that include securities not included in the benchmark are allowed; ETFs may not include securities from Frontier Markets Region (Americas, Europe & Middle East, Pacific) active weight < 5%	Qualifies for inclusion of benchmark	USD or CAD only
Restrictions	≥ 20 securities ≤ 35 securities <10% small cap Minimum 50% sector weight in at least 7 sectors	≥ 20 securities <sup>(1)</sup> ≤ 35 securities  Minimum 50% sector weight in at least 7 sectors	≥ 20 securities ≤ 10% per security <sup>(2)</sup> ≤ 3% per sector < A (low) 50% - 100% in >A (low) 0% - 50% in ≤ A (low) 0% - +5% active weight in BBB (high) – BBB (low) ≤ BB (high) prohibited Duration: FTSE Univ +/- 1yr	Min R-1/Low by DBRS or equivalent Can include GICs, Term Deposits

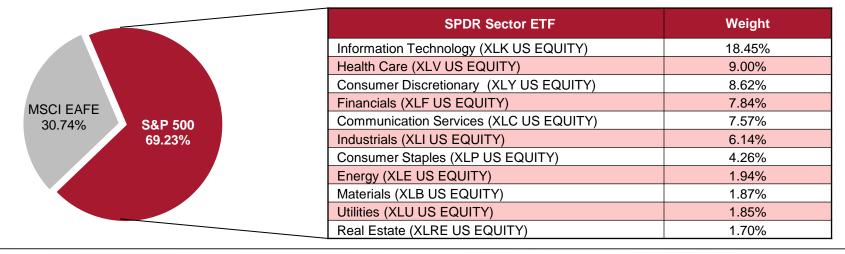


It could take up to 2 years to reach a minimum of 20 securities in the Global Equity portfolio

<sup>2.</sup> Excluding securities issued by the Federal or Provincial Government

### Trading Implementation Timeline

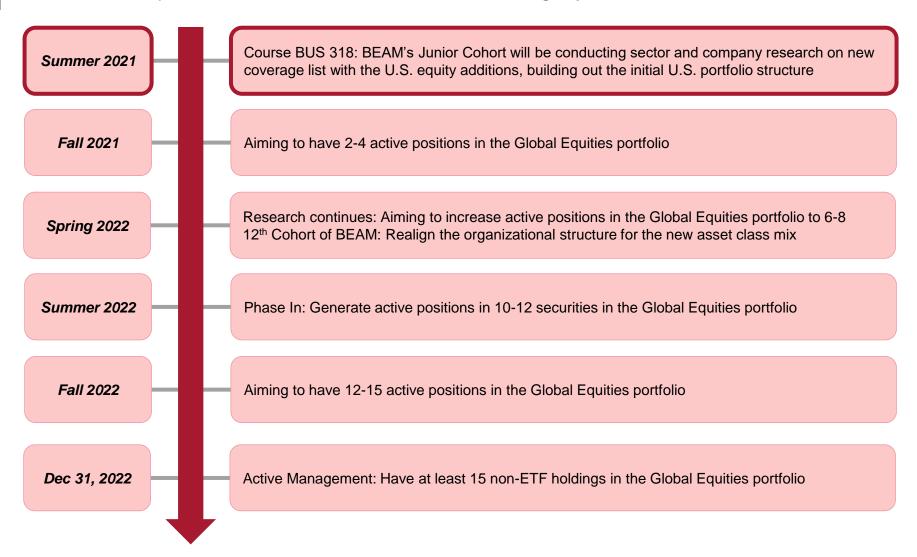






### Research Process Towards Active Management

Active Global Equities Portfolio with at least 15 non-ETF holdings by the end of 2022





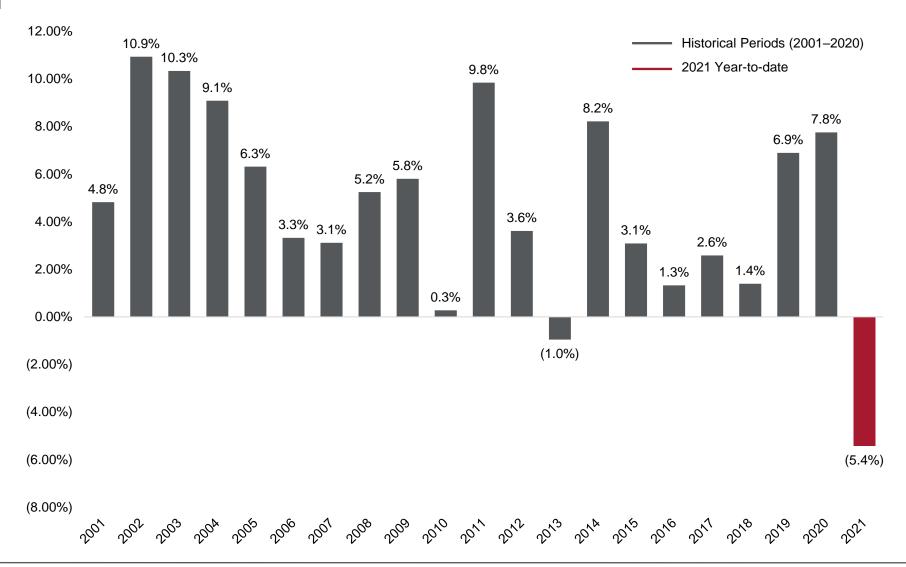
# III. Fixed Income Update

Noor Walia | Fixed Income Analyst awa124@sfu.ca



# Canadian Fixed Income's Worst Total Return in 20 years

Our strategic underweight duration strategy has allowed us to outperform in Q1 2021



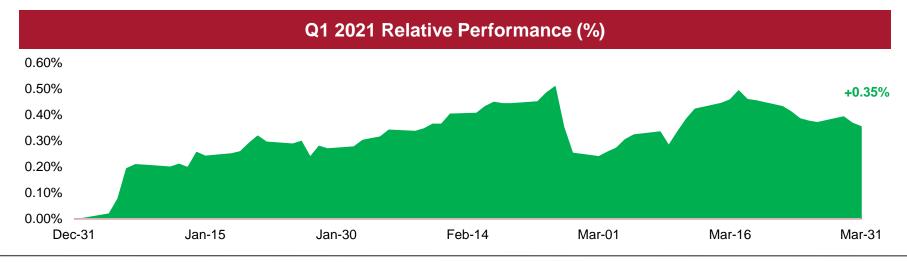


### Q1 2021 Fixed Income Performance

Four consecutive quarters of outperformance moved the fund closer to the client's return objective

Performance Comparison as of March 31, 2021 (%) <sup>(1)</sup>					
	Q1	1 Yr	2 Yr	3 Yr	4 Yr
BEAM Fixed Income Fund	-4.71	3.06	3.60	4.09	3.28
FTSE Canada Universe Bond Index	-5.06	1.78	3.04	3.78	3.19
Relative Performance	+0.35	+1.27	+0.55	+0.29	+0.09
Periods less than one year are not annualized.					

Duration decisions and prudent credit allocation have led to outperformance





<sup>1.</sup> Attribution values are subject to rounding error

# Fund Attribution & Maturity

BEAM's Fixed Income portfolio outperformed in Q1 2021 due to curve positioning

Attribution to March 31, 2021 (%) <sup>(1)</sup>	Relative Performance		ance
	Q1	1Yr	4Yr
Interest Rate Anticipation	-		
Duration & Yield Curve	+0.49	+1.33	+1.23
Credit & Liquidity	1 1		
Provincial & Government Agency Bonds	+0.09	+0.96	0.00
Investment Grade Corporate Bonds	(0.24)	(1.05)	(0.81)
Total	+0.35	+1.24	+0.42

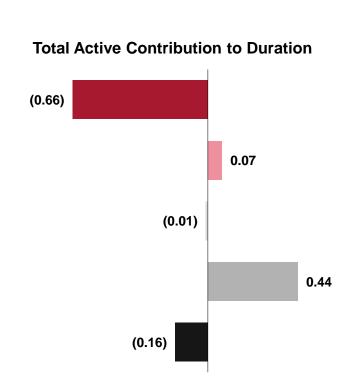
BEAM Fixed Income Portfolio as of March 31, 2021				
Modified Duration (Yrs) Effective Maturity (Yrs) Yield to Maturity (				
BEAM Fixed Income Portfolio	7.79	9.98	1.80	
FTSE Canada Universe Bond Index	7.93	10.51	1.74	



### Strategic Underweight Duration Bet Has Decreased

The Fixed Income portfolio's active contribution to duration moved from (0.41) to (0.16) over Q1

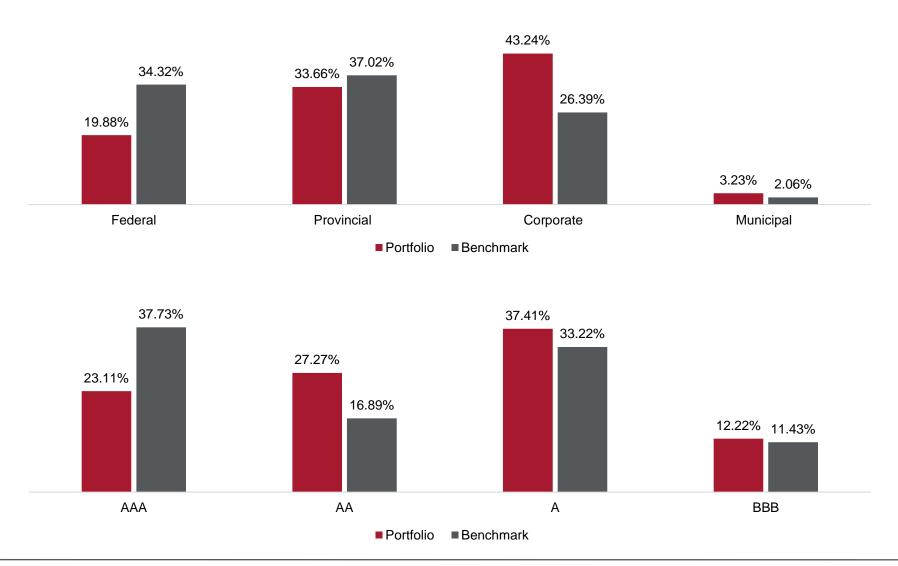
Active Contribution to Duration					
Sector	Short Term	Medium Term	Long Term		
	(1-5 Years)	(6-10 Years)	(10+ Years)	Total	
Federal <sup>(1)</sup>	(0.33)	(0.22)	(0.12)	(0.66)	
Provincial	(0.11)	(0.64)	0.82	0.07	
Municipal	(0.02)	0.14	(0.14)	(0.01)	
Corporate	(0.09)	0.84	(0.31)	0.44	
Total	(0.54)	0.12	0.26	(0.16)	





# Fund Dollar Weighted Characteristics

The Fixed Income portfolio is overweight in corporate credit on a dollar weighted basis





### Q1 2021 Holding Additions

Added duration in high quality credit while gaining exposure to rising commodities prices

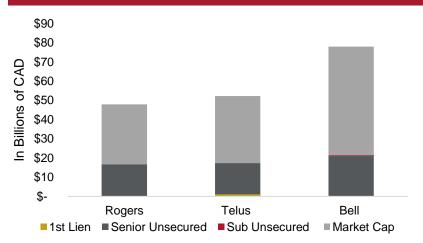
### **Holding Additions**

- Added Bell Canada's Senior Unsecured 2027s and Subordinate Unsecured 2026s
  - 275 MM lower in the capital structure for 64 bps
- Initiated a Position in Toromont Industries Ltd 2025s
- Extended duration in AltaLink by selling 2023s and added 2040s
- Used excess cash to add the long end of Alberta,
   Saskatchewan and BC, increasing the fixed income balanced portfolio weight to ~35%

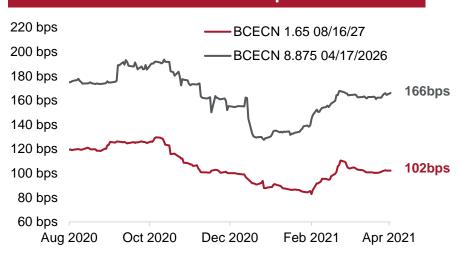
### **Bell Investment Thesis in Q1 2021**

- Move into Bell for increased exposure to quality telecommunications names
- Focuses of our thesis:
  - Consistent cash flow generation capabilities from expanding asset bases
  - Strategic capital plans to strengthen core competencies
  - Low leverage among the big telecommunications giants as a result of prudent financial management

### **Telecommunications Capital Structures**(1)



### **Bell Government Spread**





### Outlook and Strategy Remains Largely Unchanged

Maintain portfolio positioning with an emphasis on selection in high quality credit

1

### We continue to favor corporate credit

Remain overweight duration on the corporate curve as supportive monetary and fiscal policy paired with earnings growth will benefit our holdings

2

### We expect a parallel shift in the yield curve

Maintain a negative duration position in government bonds as real yields are negative in the short end and offset this with a long duration strategy in corporate bonds to have the portfolios YTM in-line above the benchmark

3

### We remain cautious on long-term inflation expectations

We continue to like our position in Canadian Real Return Bonds and will continue to hold a 6% active weight in our portfolio, which may be reduced when raising cash for the new IPS asset class weights

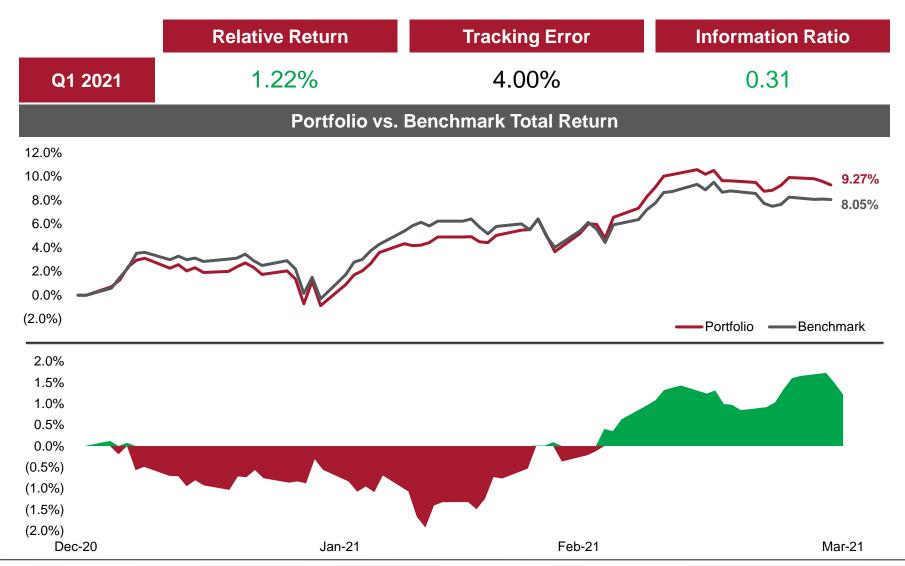
# IV. Equity Update

Atharva Zaveri | Equity Analyst (Industrials) azaveri@sfu.ca



### Q1 2021 Equity Portfolio Return

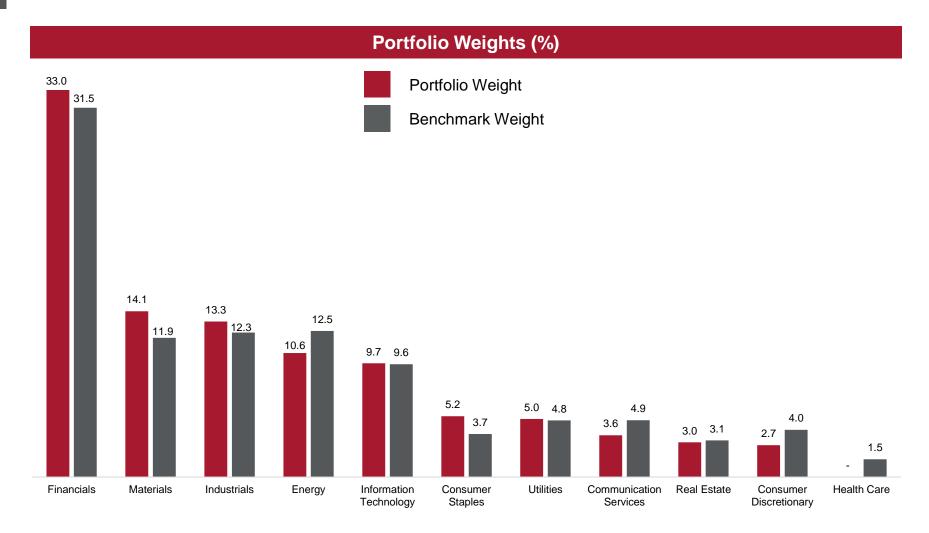
BEAM's Equity portfolio outperformed the benchmark by 122 basis points in Q1 2021





### **BEAM Continues to Take Modest Sector Bets**

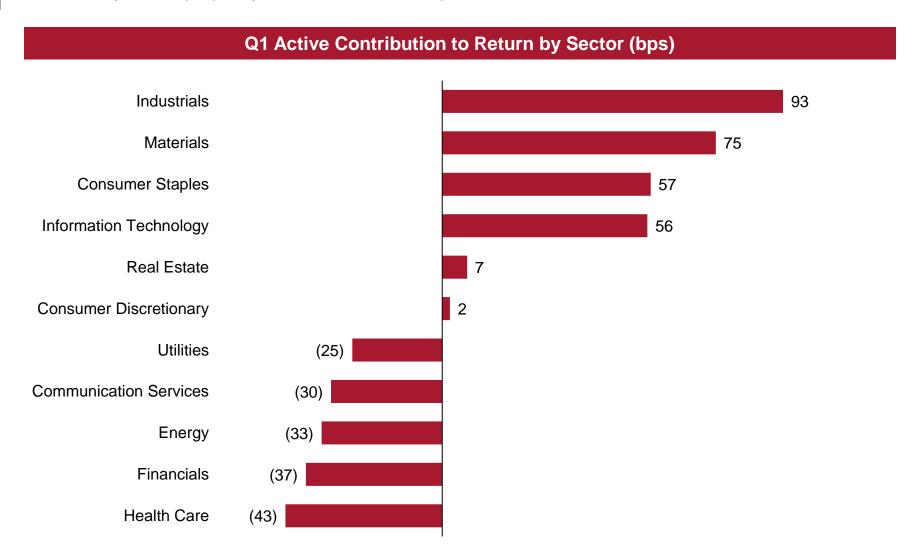
Our largest overweight is within Materials, while Energy makes up our largest underweight





## Attribution Analysis – Selection Drives Performance

Reflationary trades propel cyclical sectors to the top





### BEAM's Stance on Industrials

We will continue to align our strategy on the Industrials sector with our philosophy

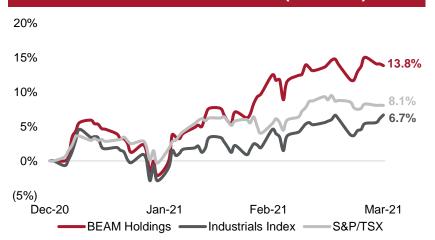
#### What's Happening in the Market

- Economic indicators including North American PMIs and rail volumes continue to imply a swift recovery which have supported returns across the Industrials sector
- Significant infrastructure spending from governments globally coupled with low-interest rates afford a favorable backdrop for Industrials companies to capitalize on through the medium-term
- Canadian National and Canadian Pacific Railway are in a bidding war over Kansas City Southern

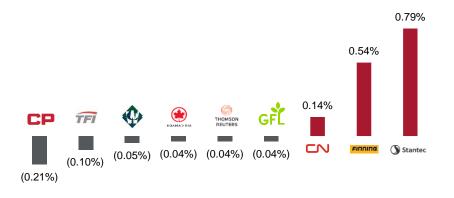
#### **Strategy Going Forward**

- In the Industrials team, we will continue to focus on maintaining portfolio alignment of our current and future holdings with
  - Favorable Valuation
  - Strong Cash Flows
  - Competitive Moat
  - Leading ESG Characteristics

#### **Industrials Performance (Q1 2021)**



#### **Contribution to Return (Q1 2021)**





### BEAM's Stance on Health Care

We will continue to align our strategy for the Health Care sector with our philosophy

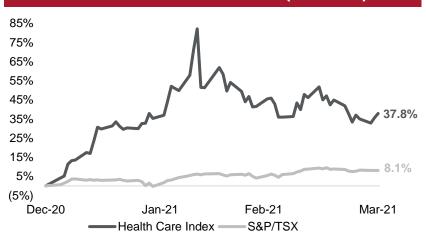
#### What's Happening in the Market

- There has been an acceleration of health IT systems powered by cloud and analytics to personalize the patient experience
- Cannabis companies demonstrated extremely high valuations, which is inconsistent with our portfolio's value approach
- The senior living industry is making a gradual recovery and is well-positioned for redevelopment moving forward

#### **VieMed Pitch Update**

- VieMed Health Inc. is one of the largest independent home therapy services providers in the U.S., focusing on patients suffering from chronic pulmonary diseases.
- BEAM's rationale for not moving into VieMed
  - Pertinent risk associated with the end of pandemic
  - Trades at an elevated valuation relative to peers
  - Small capitalization name, which cannot exceed an absolute weight of 2%, per the IPS

#### **Health Care Performance (Q1 2021)**



#### **Strategy Going Forward**

- We will continue to stay true to our philosophy to find potential names with
  - Justified valuation
  - Strong cash flows
  - Healthy balance sheet
  - Above-average ESG scores



### BEAM's Stance on Energy

We will continue to align our strategy for the Energy sector with our philosophy

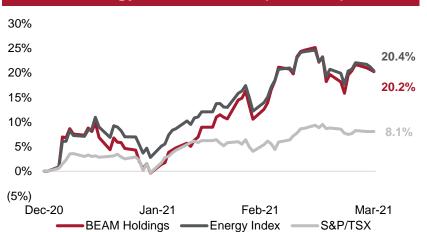
#### What's Happening in the Market

- Positive sentiment towards re-opening drove WTI prices to pre-pandemic levels during the quarter
- A historic cold front shuttered much of Texas' energy sector, knocking 4 mm boe/d of oil production and 6 mm boe/d of refining capacity offline
- OPEC+ held supply cuts for the month of March, before announcing gradual supply increases through July in a sign of confidence in oil demand

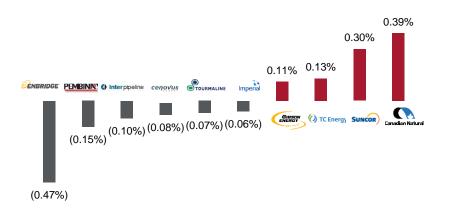
#### **Strategy Going Forward**

- Current sector underweight in Energy will be reevaluated due to bullish sentiment towards re-opening
- Recovering commodity prices are a positive sign for oil and gas producers, the team will be researching a producer for possible additional exposure
- ESG remains increasingly important with company carbon intensity, emission pledges and investment in green technology being evaluated on a rolling basis

#### **Energy Performance (Q1 2021)**



#### **Contribution to Return (Q1 2021)**

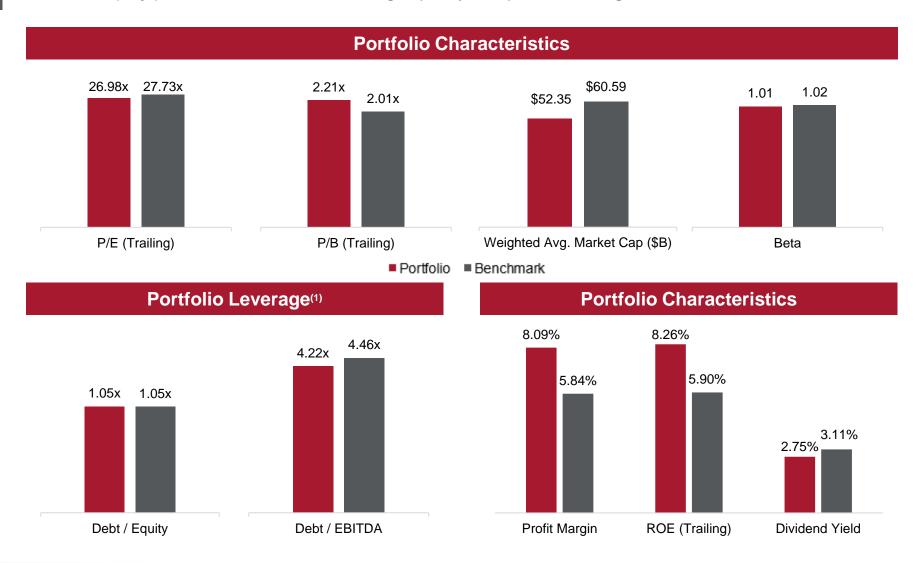




Source: Bloomberg LP Note: As of March 31, 2021

## Portfolio Characteristics Aligned with Philosophy

BEAM's Equity portfolio continues to hold high-quality companies trading at a discount to intrinsic value





## BEAM Is Excited About Adding a Third Asset Class

BEAM continues to provide experiential learning in asset management



We are excited to implement our trading and research plan to enter Global Equities



BEAM will continue enhancing the quality of the Fund and the program while implementing new engagement initiatives



BEAM will continue to follow its Value, Quality and ESG philosophy in 2021



## Questions



# Appendix



# **Executive Summary**



## **BEAM's Objectives**

BEAM has four distinct objectives



To preserve inflation-adjusted invested capital



To outperform the equity benchmark by 150 basis points and outperform the fixed income benchmark by 40 basis points on a rolling 4-year average

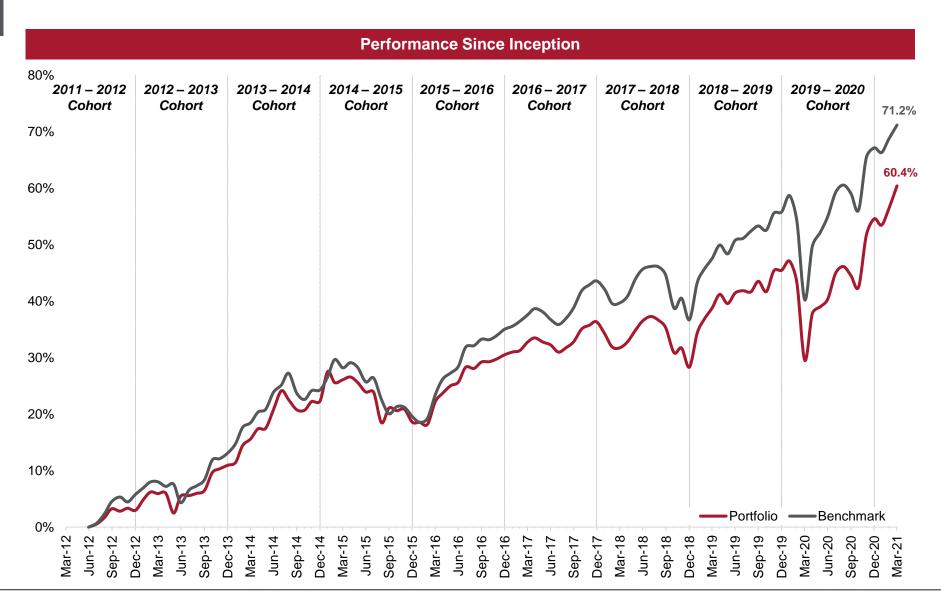


Use ESG as a tool to conform to SFU endowment responsibilities and the UN's Principles for Responsible Investment



Provide an engaging educational experience that trains the next generation of responsible and ethical finance professionals

## BEAM Has Returned 60.4% Since Inception





Note: As at March 31, 2021

Total benchmark is composed of S&P/TSX Total Return Index (60%); FTSE TMX Canada Universe Bond Index (38%); 91-day T-Bill Index (2%)
 Assumes inception date of July 1, 2012, which marks the date at which the portfolio was fully constructed

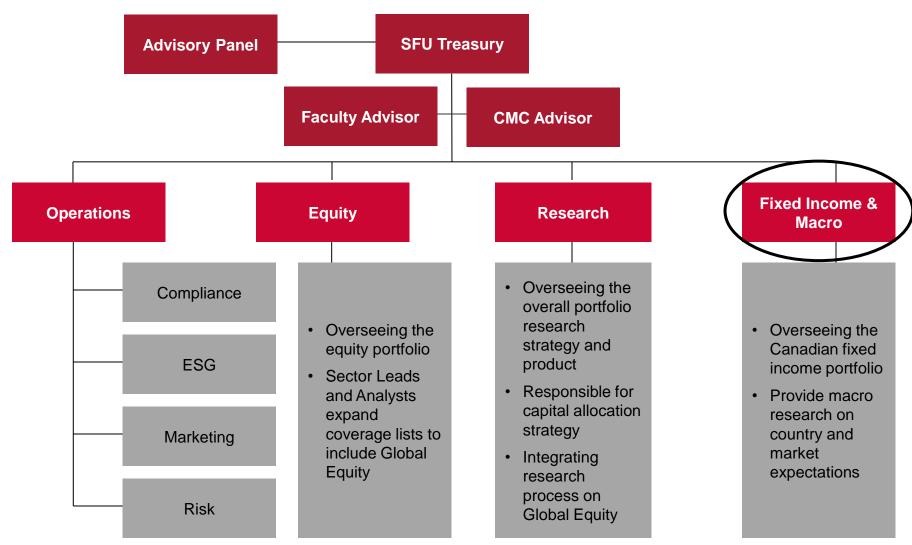
Assumed cohort transition in December of every year

## **IPS**



## Organizational Structure

Fixed Income team will take on macro research to provide country view and market expectation





# V. Expected Global Trades

ETF Name	Buy / Sell	# of Shares	Ма	rket Value	% of Global Portfolio
TECHNOLOGY SELECT SECT SPDR	BUY	3722	\$	517,536.39	18.45%
HEALTH CARE SELECT SECTOR	BUY	2035	\$	252,456.78	9.00%
CONSUMER DISCRETIONARY SELT	BUY	1361	\$	241,775.91	8.62%
FINANCIAL SELECT SECTOR SPDR	BUY	5819	\$	219,831.59	7.84%
COMM SERV SELECT SECTOR SPDR	BUY	2712	\$	212,257.89	7.57%
INDUSTRIAL SELECT SECT SPDR	BUY	1635	\$	172,253.20	6.14%
CONSUMER STAPLES SPDR	BUY	1691	\$	119,431.47	4.26%
ENERGY SELECT SECTOR SPDR	BUY	1014	\$	54,375.31	1.94%
MATERIALS SELECT SECTOR SPDR	BUY	597	\$	52,433.33	1.87%
UTILITIES SELECT SECTOR SPDR	BUY	785	\$	51,850.74	1.85%
REAL ESTATE SELECT SECT SPDR	BUY	1128	\$	47,772.59	1.70%
ISHARES MSCI EAFE ETF	BUY	10725	\$	862,358.81	30.75%



# V. Expected Canadian Trades

Name	Buy / Sell	# of Shares	Ма	rket Value
BANK OF NOVA SCOTIA	SELL	2,735	\$	217,241.05
NATIONAL BANK OF CANADA	SELL	1,378	\$	125,232.64
BROOKFIELD ASSET MGMT INC	SELL	3,461	\$	194,958.13
SAPUTO INC	SELL	1,848	\$	73,365.60
CANADIAN NATURAL RESOURCES LTD	SELL	2,856	\$	119,095.20
CANADIAN NATIONAL RAILWAY CO	SELL	1,574	\$	214,725.08
OPEN TEXT CORPORATION	SELL	1,698	\$	98,772.66
FINNING INTERNATIONAL INC	SELL	3,052	\$	104,592.04
FIRST QUANTUM MINERALS LTD	SELL	4,063	\$	136,923.10
TELUS CORP	SELL	4,710	\$	123,825.90
INTERTAPE POLYMER GROUP INC	SELL	2,243	\$	68,344.21
ROYAL BANK OF CANADA	SELL	1,784	\$	214,543.84
STANTEC INC	SELL	2,083	\$	111,336.35
TORONTO DOMINION BANK	SELL	2,603	\$	224,118.30
INTACT FINANCIAL CORP	SELL	623	\$	102,757.62
CONSTELLATION SOFTWARE INC	SELL	64	\$	115,383.04
PREMIUM BRANDS HOLDINGS CORP	SELL	850	\$	103,997.50
SUNCOR ENERGY INC	SELL	3,709	\$	106,411.21



# V. Expected Canadian Trades

Name	Buy / Sell	# of Shares	Ma	rket Value
GIBSON ENERGY INC	SELL	1,795	\$	41,554.25
TRICON RESIDENTIAL INC	SELL	7,623	\$	102,834.27
ALGONQUIN POWER & UTIL CORP	SELL	3,542	\$	68,325.18
NORTHLAND POWER INC	SELL	2,051	\$	80,481.24
TMX GROUP LTD	SELL	385	\$	51,940.35
KIRKLAND LAKE GOLD LTD	SELL	1,538	\$	76,284.80
ARITZIA INC	SELL	3,076	\$	97,109.32
NUTRIEN LTD	SELL	1,536	\$	114,493.44
WHEATON PRECIOUS METALS CORP	SELL	1,859	\$	98,824.44
CGI INC	SELL	1,019	\$	112,660.64
TC ENERGY CORP	SELL	1,766	\$	109,386.04
MAVERIX METALS INC	SELL	7,499	\$	53,617.85
SHOPIFY INC - CLASS A	BUY	45	\$	60,541.20
ENBRIDGE INC	BUY	634	\$	30,489.06

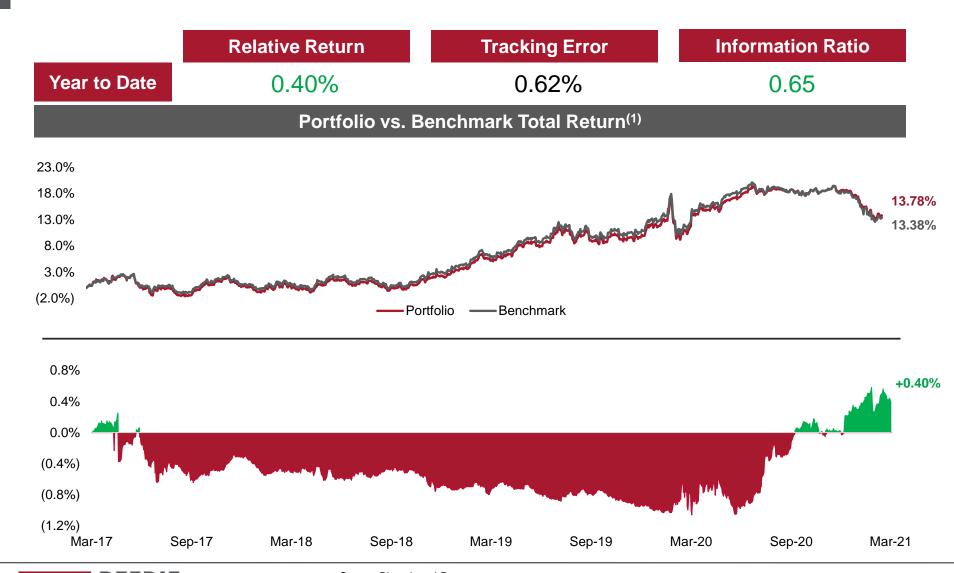


## **Fixed Income**



### Four-Year Fixed Income Performance

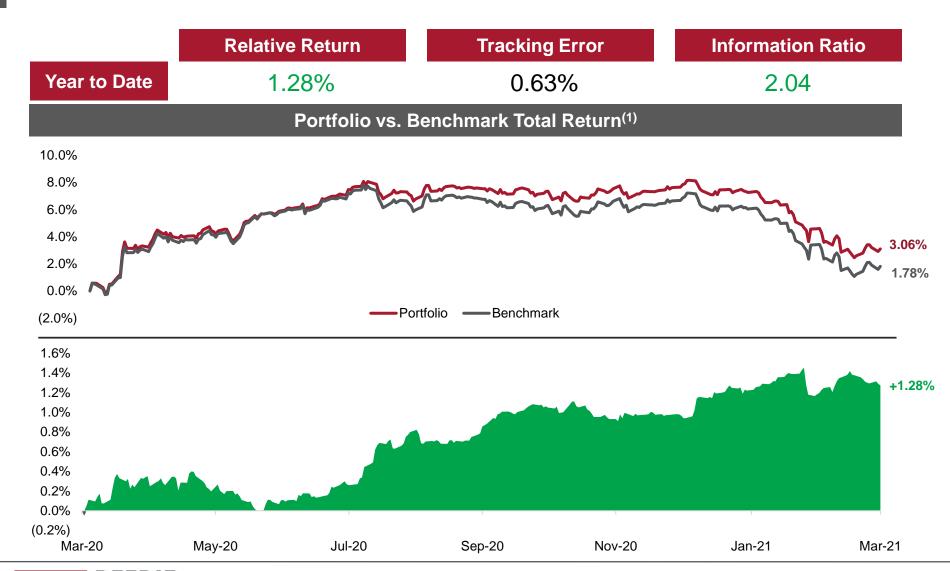
Fixed Income Portfolio outperformed by 40 basis points over the past four years





### LTM Fixed Income Performance

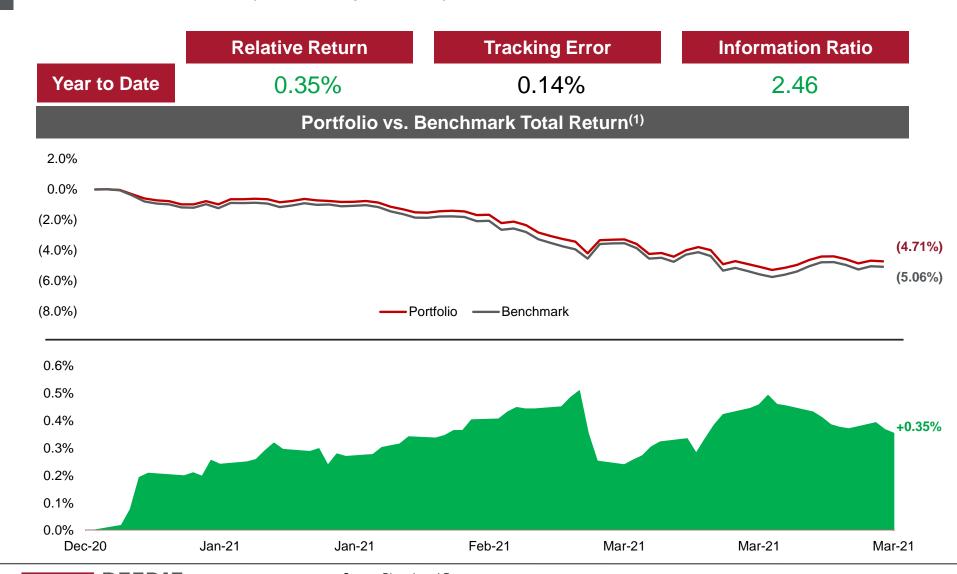
Fixed Income Portfolio outperformed by 128 basis points in the last twelve months





### Q1 Fixed Income Performance

Fixed Income Portfolio outperformed by 35 basis points in Q1





### Contribution to Duration

Strategically underweight duration on portfolio level

	Contribution to Duration <sup>(1)</sup>									
Sector	Sector Benchmark					Portfolio				
	Short Term	Medium Term	Long Term		Short Term	Medium Term	Long Term			
	(1-5 Years)	(6-10 Years)	(10+ Years)	Total	(1-5 Years)	(6-10 Years)	(10+ Years)	Total		
Federal <sup>(2)</sup>	0.54	0.63	0.92	2.08	0.22	0.41	0.80	1.42		
Provincial	0.23	0.64	3.01	3.88	0.12	0.00	3.83	3.95		
Municipal	0.02	0.04	0.14	0.19	0.00	0.19	0.00	0.19		
Corporate	0.57	0.40	0.82	1.79	0.48	1.24	0.51	2.23		
Total	1.35	1.72	4.88	7.95	0.82	1.84	5.13	7.79		



<sup>1.</sup> As of March 31, 2021

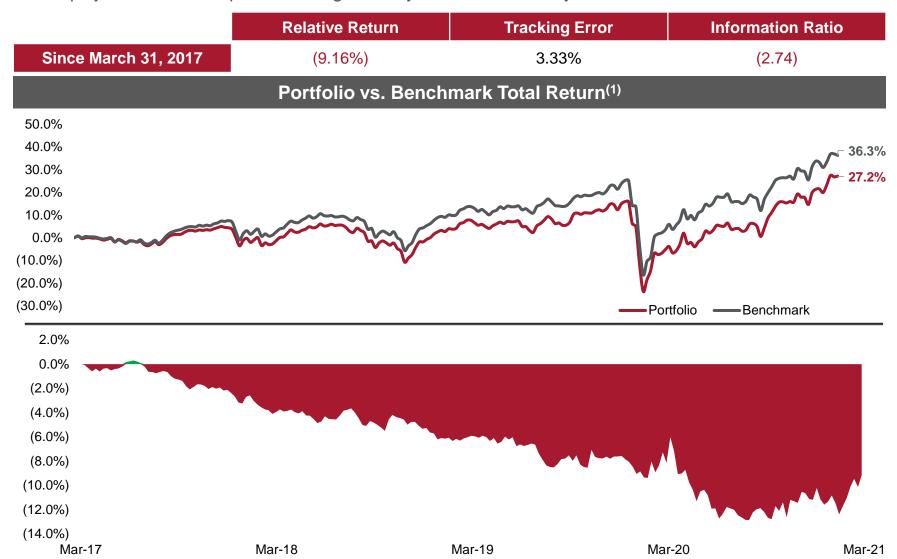
<sup>2.</sup> Federal Agency bonds were included within the Federal asset class

# **Equity**



## Four-Year Equity Portfolio Return

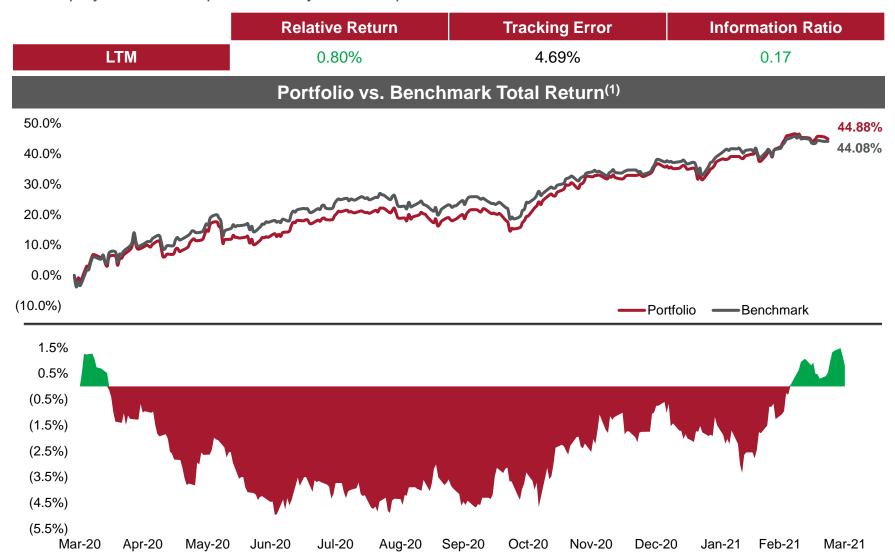
The Equity Portfolio underperformed significantly over the last four years





## LTM Equity Portfolio Return

The Equity Portfolio outperformed by 80 basis points over the last twelve months





## Q1 2021 Equity Portfolio Summary

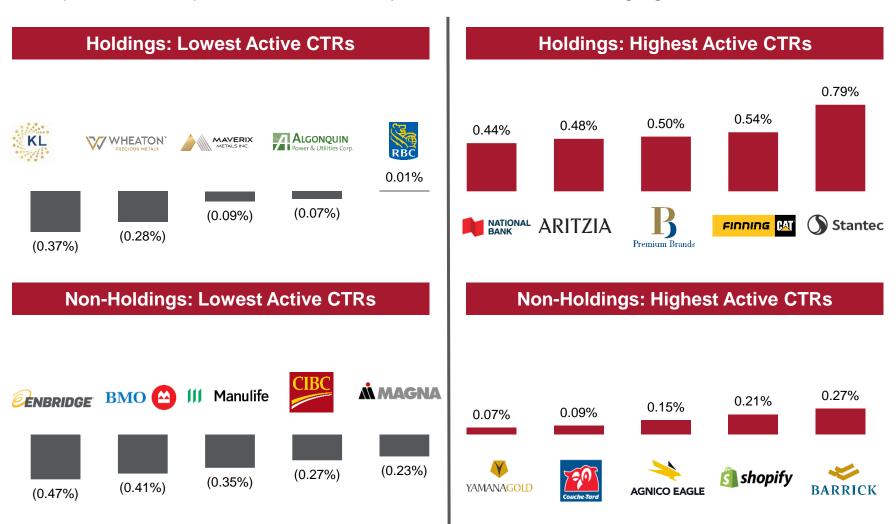
BEAM's Equity Portfolio outperformed by 122 basis points in Q1 2021

	Av	erage We	ight	Contr	ibution to (%)	Return	1	otal Retui (%)	rn		ontributio ve Return	
Sector	Port	Bench	Relative	Port	Bench	Relative	Port	Bench	Relative	Allocation Effect	Selection Effect	Total Attribution
Communication Services	3.9	4.8	(1.0)	0.0	0.3	(0.3)	0.5	7.1	(6.5)	1.0	(32.0)	(24.0)
Consumer Discretionary	3.3	3.9	(0.6)	0.5	0.5	0.0	13.0	12.5	0.5	(3.0)	4.0	8.0
Consumer Staples	4.9	3.6	1.3	0.7	0.1	0.6	13.7	2.5	11.1	(5.0)	41.0	49.0
Energy	10.2	12.0	(1.8)	2.0	2.3	(0.3)	20.2	20.4	(0.2)	(21.0)	1.0	(21.0)
Financials	31.8	30.5	1.4	3.7	4.1	(0.4)	11.9	13.9	(2.0)	8.0	(58.0)	(53.0)
Health Care	0.0	1.5	(1.5)	0.0	0.4	(0.4)	32.6	37.7	(5.0)	(33.0)	-	(33.0)
Industrials	13.0	12.2	0.8	1.8	0.8	0.9	13.8	6.7	7.2	-	87.0	91.0
Information Technology	9.6	10.4	(8.0)	0.5	(0.1)	0.6	4.7	(1.1)	5.7	21.0	54.0	62.0
Materials	15.0	12.8	2.2	(0.2)	(0.9)	0.8	(1.2)	(6.9)	5.7	(37.0)	86.0	61.0
Real Estate	2.9	3.1	(0.2)	0.4	0.3	0.1	13.2	10.0	3.2	-	11.0	9.0
Utilities	5.3	4.9	0.3	(0.1)	0.2	(0.3)	(1.4)	3.4	(4.9)	(4.0)	(23.0)	(28.0)
Not Classified	0.0	0.2	(0.2)	-	-	-	(0.2)	(0.2)	0.0	1.0	-	1.0
<b>Equity Portfolio</b>	100.0	100.0	-	9.3	8.1	1.2	9.3	8.1	1.2	(71.0)	171.0	122.0



### Q1 2021 Active Contribution to Return Breakdown

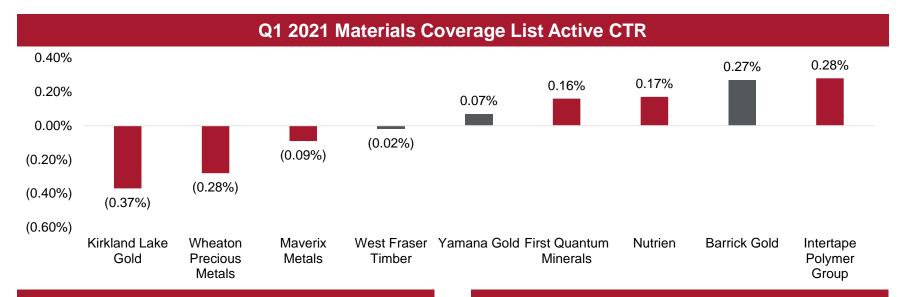
Underperformance of precious metals and outperformance of industrials highlighted Q1 sector rotation





## BEAM's Materials Holdings and Market Updates

The Materials portfolio continues it's strong performance generating +0.75% active CTR in Q1 2021



### **Materials Portfolio Strategy**

- The Materials team aims to align its strategy by seeking:
  - Strong growth prospects that align with the macro economic environment
  - High quality companies with proven business models
  - Competent management teams that align strategy with macroeconomic conditions
- Current market conditions have led us to shift weight from precious metals to diversified materials to leverage renewables, crop prices, and ecommerce trends

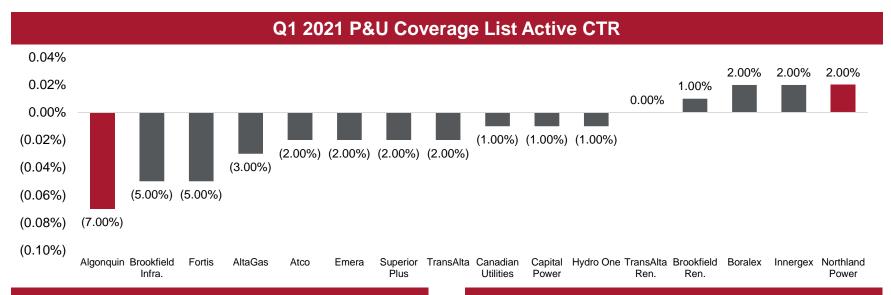
#### What's Happening in the Market?

- Gold has pulled back since the beginning of the quarter after reaching a high of \$1,950/oz on January 5th as it closed the quarter at \$1,707/oz
  - Rising treasury yields and increasing optimism around a return to normalcy have negatively affected the commodity
- Copper continues to perform well fueled by its uses in industrials and renewable energy infrastructure
- Fertilizer and crop prices continue to rise past 3-year averages



## BEAM's P&U Holdings and Selection Methodology

Market risk-on rotation led to investors' interest moving away from bond-proxy names like utilities



### **Quarter Sector Updates**

- Utilities underperformance was caused by the following:
  - Rising yields on bonds and concerns on rising inflation reduced the attractiveness of utilities
  - Capital re-allocation towards more cyclical sectors
  - Extreme weather in Texas contributed to the financial loss of AQN (\$45-55 million adjustment to earnings)
- Most utility names reported stable earnings and met consensus expectations
- Renewables are in a spotlight due to the supportive regulations and active discussions around global emissions reduction and climate change

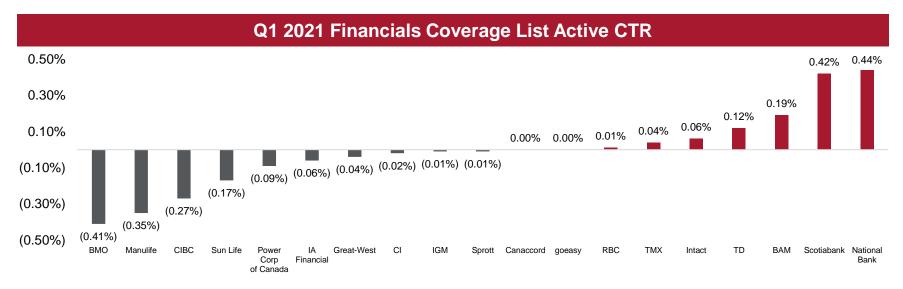
#### **Strategy Going Forward**

- Given the risk-on sector rotation and expectations of recovering macro factors (i.e., increasing interest rates), focus now diverts to positioning the P&U portfolio for loss-shielding
- Find value through clean energy innovations through names involved in early disruptive technology adoption (i.e., renewable natural gas, carbon capture systems, battery storage)
- Continue evaluating valuation levels of current holdings for any indications of sell signals, evident frothiness, or unjustified positive sentiment (i.e., renewables run-up)



## BEAM's Financials Holdings and Selection Methodology

Record-low rates led the Financials portfolio to generate (0.37%) active CTR in 2021



### **Selection Methodology**

- The Financials team seeks to invest in companies with:
  - Proven track-record of efficient capital allocation and value-creation for shareholders
  - Fundamental capacity to outperform peers in any stage of the economic cycle
  - Strong balance sheet health to weather economic stress scenarios
  - Above-average MSCI Social and Governance scores
  - Safe loan book, platform for growth, and runway to profitability, at attractive valuation

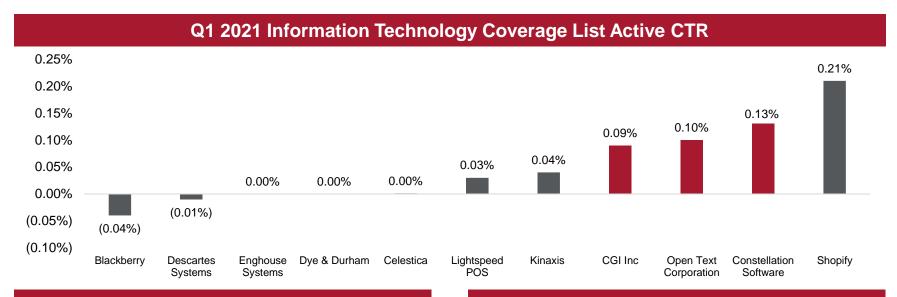
#### **Portfolio Alignment Strategy**

- Positive economic outlook and steepening yield curve serve as tailwinds for both lenders and non-lenders
- Low interest rate is likely to persist through the rest of 2021 and it is putting pressure on the margin
- For Lenders, we expect reversal on Provision for Loan Losses that will boost earnings in subsequent quarters
- Technology investment and digitalization has been one of the primary focus for Lenders
- For Non-Lenders, Insurance and Asset Management companies has shown strong performance due to stimulus and economic recovery expectation



## BEAM's Technology Holdings and Selection Methodology

Strong selection led our IT portfolio to generate an active CTR of +0.56% in Q1



### **Selection Methodology**

- The TMT team seeks to invest in companies with:
  - · Justified valuation metrics
  - A track record of value creation to shareholders
  - Strong business model with annual recurring revenue and healthy cash flows amidst downturn
  - Proven M&A process that can drive down cost and improve revenue
  - Potential SaaS names due to tailwinds for ecommerce and software platform
  - Above-average MSCI Social and Governance scores

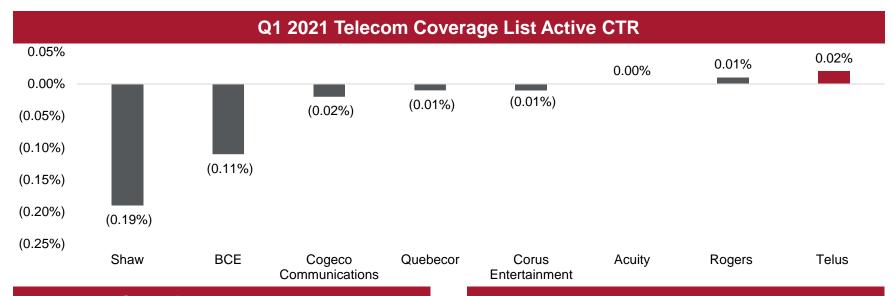
#### What's Happening in the Market

- Shopify, which significantly outperformed our portfolio in previous quarters, has declined in value since early February
- Technology stocks have experienced significant turbulence throughout Q1, however our high-quality holdings have remained resilient
- The sector remains ripe with capital opportunities for continued M&A and cloud infrastructure improvements
- Recent widespread data breaches provide tailwinds for cybersecurity companies



## BEAM's Telecom Holdings and Selection Methodology

Strong peer performance and proposed merger led to (0.30%) active CTR in Q1



### **Selection Methodology**

- The TMT team seeks to invest in companies with:
  - Justified valuation metrics
  - Proven capabilities of efficient capital allocation and value-creation for shareholders
  - Consistent dividend growth to maintain attractiveness in the low interest rate environment
  - Strong subscriber additions from wireline, wireless resilience, 5G rollout leading
  - Exposure to digital health due to the secular trend
  - Above-average MSCI ESG scores

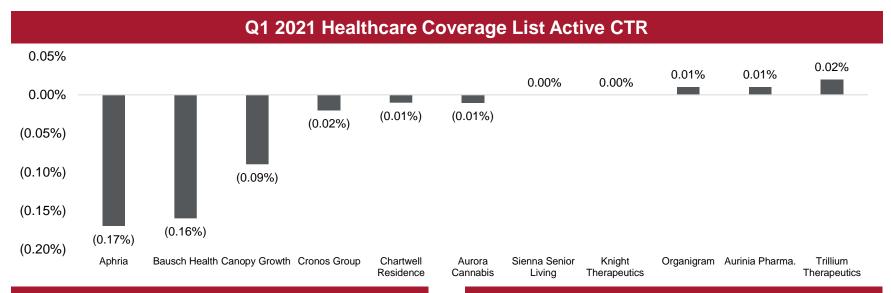
#### What's Happening in the Market

- Ever-increasing network demand has accelerated the need for 5G deployment and increased connectivity, speed, and reliability
  - Rogers entered an agreement to takeover Shaw, which will help the combined entity improve its 5G network roll-out
  - Following a year of reduced 5G capital expenditure, there is significant potential for 2021
- Canadian telecom regulators are implementing orders to promote competition and affordability



## BEAM's Healthcare Holdings and Selection Methodology

Optimism in the cannabis industry was the primary driver for our portfolio's (0.43%) active CTR in Q1



### **Selection Methodology**

- The Healthcare team seeks to invest in companies with:
  - Justified valuation metrics
  - Proven capabilities of efficient capital allocation and value-creation for shareholders
  - Comprehensive-solution business model with potential sales growth and high margins
  - Exposure to digital patient care (i.e., virtual telehealth) due to the chronic pandemic impact on long-term care homes and a long road of recovery
  - Above-average MSCI ESG scores

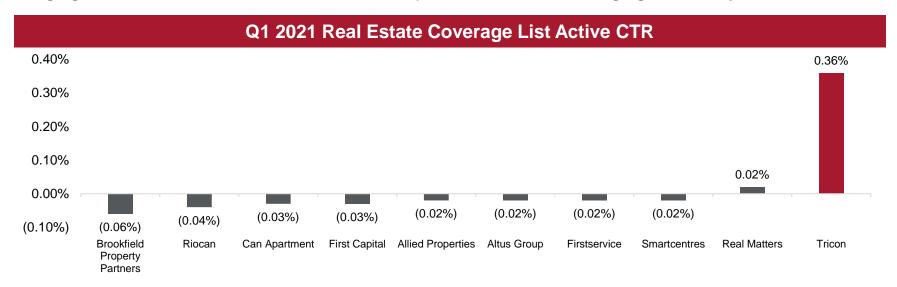
#### What's Happening in the Market

- Senior living subsector is making a gradual recovery and redevelopment process to bring back its long-term portfolio value post pandemic
- The momentum for the cannabis businesses had the upswing along with volatility due to the impact of the U.S. election and policy changes
- BEAM will continue monitoring the healthcare portfolio to prepare for its return post pandemic and we will not be swayed by the short-term unjustified valuation and poor quality businesses.



## BEAM's Real Estate Holdings and Market Updates

Lodging, diversified, and retail REITs/REOCs outperformed in Q1/21, staging a recovery from weak 2020



### **Selection Methodology**

- The RE team seeks to invest in companies with:
  - Attractive valuation metrics and operating efficiency supported by strong property fundamentals
  - Reasonable leverage and payout ratios
  - Strong management team with solid track record in value and growth creation
  - Exposure to high quality assets in well located regions benefitting from long-term macro trends
- Our preferred property types on near-term fundamentals remain industrial and multi-residential sub-sectors

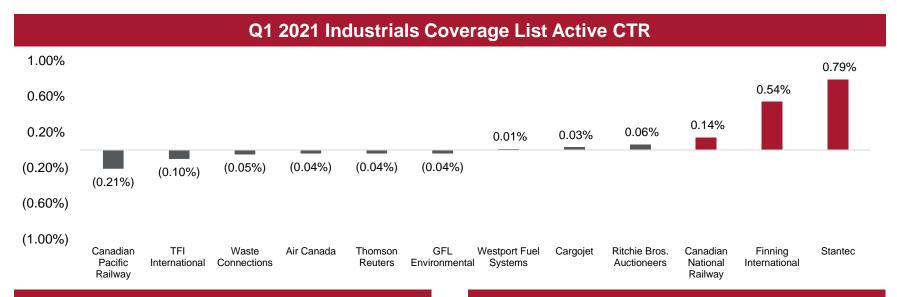
#### What's Happening in the Market?

- Despite steeper yield curve and reinstituted lockdown, the Canadian REIT sector rebounded from last year due to improving sector sentiment supported by improved vaccine administration, upward revisions to GDP growth estimates and still low bond yields
- Lodging, diversified, and retail sectors lead the sector; industrial and rental residential REITs underperformed, while office and seniors housing were largely in line
- The Canadian Residential asset class stands out as having less-than-average operational risk, while still offering significant valuation optionality



## BEAM's Industrials Holdings and Selection Methodology

The notable performance of BEAM's Industrials holdings contributed +0.93% of active CTR in Q1 2021



### **Selection Methodology**

- The Industrials team seeks to invest in companies with:
  - Hard to replicate competitive advantages that are sustainable
  - Strong free cash flow generation and balanced capital allocation to shareholders and the business itself
  - Positioned well to capitalize on long-term tailwinds (e.g. consumer spending, infrastructure stimulus)
  - ESG excellence relative to peers and visible initiatives to improve existing sustainability practices

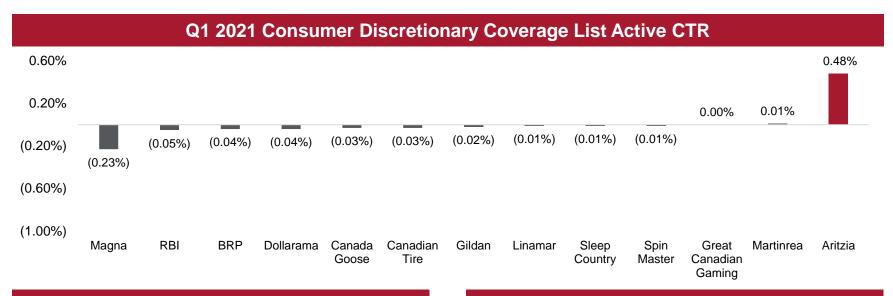
#### **Portfolio Strategy Alignment**

- Our blended price target implies a 27% upside for CNR which has dominant rail network advantages and greater exposure and expansion plans in the consumerspend driven intermodal segment.
- FTT continues to be the sole authorized dealer of CAT products in its diverse geographic markets and favorable on a valuation's basis with a >20% upside.
- STN's greater exposure to the private sector and environmentally sustainable end markets relative to E&C peers will act as tailwinds as global economies recover which supports our target upside of 20%.



## BEAM's Consumer Discretionary Selection Methodology

Consumer discretionary generated an active CTR of +0.02% in Q1 2021



### **Selection Methodology**

- The Consumers team seeks to invest in companies with:
  - Justified valuation metrics
  - Proven track record of efficient capital allocation, creating value for shareholders
  - Superior MSCI ESG scores relative to peers
  - Investments in secular trends such as eCommerce and electrification
  - · High-quality brand

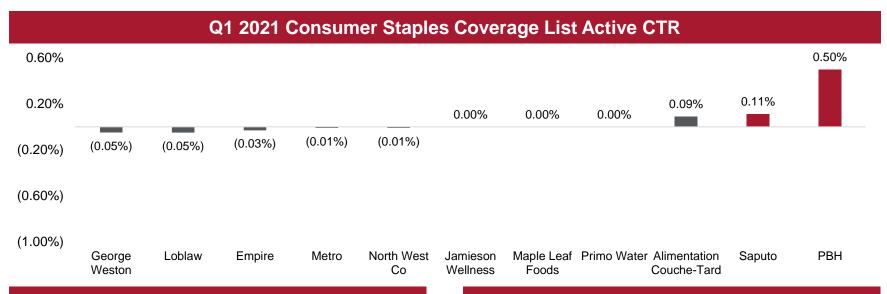
#### What's Happening in the Sector

- The distribution of Covid-19 vaccines along with an improved global economic outlook has bolstered the sector's performance. Pent-up demand will further boost the sector's performance
- As governments across the world seek to reduce their carbon footprint, companies with exposure to battery electric vehicle, such as Magna, have performed well
- Due to Covid-19, quick-service restaurants are opting for less dine-in capacity and more drive-throughs lanes



## BEAM's Consumer Staples Selection Methodology

Consumer staples generated an active CTR of +0.57% in Q1 2021



### **Selection Methodology**

- The Consumers team seeks to invest in companies with:
  - Justified valuation metrics
  - Proven track record of efficient capital allocation and value creation for shareholders
  - Above-average MSCI ESG scores relative to peers
  - Superior operating margins relative to peers
  - Investments in secular trends such as eCommerce
  - Strong positioning for the long-term

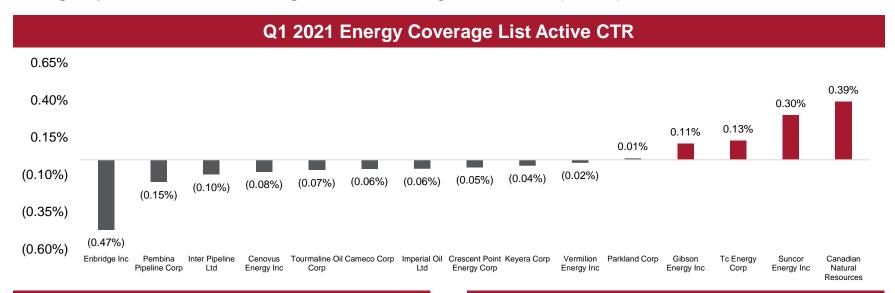
#### What's Happening in the Sector

- Couche-Tard's attempted move into grocers along with reduced fuel demand helped our performance
- Prolonged shelter-in-place orders bolstered the performance of grocers. However, valuations remain subdue due to uncertainty
- Covid-19 has permanently changed consumer behaviours such as how they purchase groceries or how often will they dine-out post-covid
- The sector will continue to experience consolidation



## BEAM's Energy Holdings and Selection Methodology

Strong oil performance while being sector underweight resulted in (0.33%) active CTR in Q1 2021



### **Selection Methodology**

- The Energy team seeks to invest in companies with:
  - Justified valuation metrics
  - Consistent cash flow generation capabilities, existing and well-developed asset bases, as well as efficient capital allocation and value-creation for shareholders
  - For producers, resilient names with low-decline assets, high netbacks, and strong balance sheets
  - Above-average MSCI Environmental scores, with focus on reduced carbon intensity metrics

#### **Portfolio Strategy Alignment**

- The Energy team moved into Gibson Energy due to:
  - Second lowest carbon intensity levels in its peer group
  - Strong unreplaceable asset base that is positioned to capitalize on increased storage and crude-by-rail demand
  - Stable long-term contracts that will deliver strong performance regardless of commodity prices
  - Best-in-class balance sheet among peers





Company Name	# of Shares	Price	Market Value	% of Total
ALGONQUIN POWER & UTIL CORP	5,527	\$19.91	\$110,042.57	1.38%
ARITZIA INC	4,800	\$29.20	\$140,160.00	1.76%
BANK OF NOVA SCOTIA	4,268	\$78.62	\$335,550.16	4.20%
BROOKFIELD ASSET MGMT INC	5,400	\$55.90	\$301,860.00	3.78%
CGI INC	1,590	\$104.68	\$166,441.20	2.09%
CANADIAN NATIONAL RAILWAY CO	2,456	\$145.84	\$358,183.04	4.49%
CANADIAN NATURAL RESOURCES LTD	4,456	\$38.85	\$173,115.60	2.17%
CONSTELLATION SOFTWARE INC	100	\$1755.04	\$175,504.00	2.20%
FINNING INTERNATIONAL INC	4,762	\$31.96	\$152,193.52	1.91%
FIRST QUANTUM MINERALS LTD	6,339	\$23.95	\$151,819.05	1.90%
GIBSON ENERGY INC	2,800	\$22.27	\$62,356.00	0.78%
INTACT FINANCIAL CORP	972	\$154.00	\$149,688.00	1.88%
INTERTAPE POLYMER GROUP INC	3,500	\$28.00	\$98,000.00	1.23%
KIRKLAND LAKE GOLD LTD	2,400	\$42.44	\$101,856.00	1.28%
MAVERIX METALS INC	11,700	\$6.60	\$77,220.00	0.97%



Equity Holdings Cont.

Company Name	# of Shares	Price	Market Value	% of Total
NATIONAL BANK OF CANADA	2,150	\$85.37	\$183,545.50	2.30%
NORTHLAND POWER INC	3,200	\$45.55	\$145,760.00	1.83%
NUTRIEN LTD	2,397	\$67.70	\$162,276.90	2.03%
OPEN TEXT CORPORATION	2,650	\$59.92	\$158,788.00	1.99%
PREMIUM BRANDS HOLDINGS CORP	1,326	\$119.74	\$158,775.24	1.99%
ROYAL BANK OF CANADA	2,784	\$115.87	\$322,582.08	4.04%
SAPUTO INC	2,883	\$37.79	\$108,948.57	1.37%
STANTEC INC	3,250	\$53.80	\$174,850.00	2.19%
SUNCOR ENERGY INC	5,787	\$26.27	\$152,024.49	1.90%
TMX GROUP LTD	600	\$130.59	\$78,354.00	0.98%
TC ENERGY CORP	2,756	\$57.61	\$158,773.16	1.99%
TELUS CORP	7,348	\$25.03	\$183,920.44	2.30%
TORONTO DOMINION BANK	4,062	\$81.96	\$332,921.52	4.17%
TRICON CAPITAL GROUP INC	11,893	\$12.86	\$152,943.98	1.92%
WHEATON PRECIOUS METALS CORP	2,900	\$48.00	\$139,200.00	1.74%



### **Equity Transactions**

Date	Name	Buy/Sell	# of Shares	Fill Price	Amount
02/02/2021	TOPICUS COM INC	SELL	-185	\$66.15	\$12,088.55
03/04/2021	ARITZIA INC	SELL	-1,500	\$30.62	\$45,780.00
03/04/2021	CANADIAN NATIONAL RAILWAY CO	BUY	100	\$138.34	-\$13,984.00
03/04/2021	FIRST QUANTUM MINERALS LTD	SELL	-500	\$25.95	\$12,825.00
03/04/2021	FINNING INTERNATIONAL INC	SELL	-700	\$32.73	\$22,761.00
03/04/2021	INTERTAPE POLYMER GROUP INC	BUY	600	\$23.47	-\$14,232.00
03/04/2021	NUTRIEN LTD	BUY	200	\$67.35	-\$13,620.00
03/04/2021	WHEATON PRECIOUS METALS CORP	SELL	-500	\$45.26	\$22,480.00
03/04/2021	ISHARES CORE S&P/TSX CAPPED	SELL	-3,500	\$28.88	\$100,890.00
03/29/2021	ISHARES CORE S&P/TSX CAPPED	SELL	-1,750	\$29.58	\$51,595.00



### Fixed Income Holdings

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
PROV OF ALBERTA	2040-12-01	100,000	4.50%	\$123,774.15	1.55%
PROV OF ALBERTA	2024-06-01	60,000	3.10%	\$64,331.07	0.81%
PROV OF ALBERTA	2048-12-01	65,000	3.05%	\$65,674.88	0.82%
ALTALINK L P	2040-03-26	46,000	5.38%	\$60,316.97	0.76%
ALTALINK L P	2026-05-29	65,000	2.75%	\$68,664.58	0.86%
BRITISH COLUMBIA FERRY SVCS	2034-10-13	49,000	6.25%	\$67,233.70	0.84%
PROV OF BRITISH COLUMBIA	2024-08-23	38,000	9.00%	\$48,390.17	0.61%
PROV OF BRITISH COLUMBIA	2031-06-18	76,000	5.00%	\$95,843.55	1.20%
GOVERNMENT OF CANADA	2024-06-01	56,000	2.50%	\$59,532.15	0.75%
GOVERNMENT OF CANADA	2026-06-01	65,000	1.50%	\$66,660.23	0.84%
GOVERNMENT OF CANADA	2050-12-01	39,000	0.50%	\$44,734.80	0.56%
GOVERNMENT OF CANADA	2024-03-01	143,000	2.25%	\$150,524.61	1.89%
GOVERNMENT OF CANADA	2027-06-01	41,000	8.00%	\$57,682.87	0.72%
GOVERNMENT OF CANADA	2031-12-01	49,000	4.00%	\$108,343.84	1.36%
CANADA HOUSING TRUST	2029-09-15	64,000	2.10%	\$65,644.05	0.82%



Source: CIBC Mellon Note: As of March 31, 2021

Fixed Income Holdings Cont.

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
HYDRO ONE INC	2029-04-05	42,000	3.02%	\$44,789.15	0.56%
IGM FINANCIAL INC	2027-01-26	76,000	3.44%	\$81,653.69	1.02%
LAURENTIAN BANK OF CANADA	2022-09-12	50,000	3.00%	\$51,578.57	0.65%
LOBLAW COMPANIES LTD	2028-12-11	51,000	4.49%	\$58,431.92	0.73%
PROV OF MANITOBA	2038-03-05	81,000	4.60%	\$101,371.49	1.27%
PROV OF MANITOBA	2042-03-05	97,000	4.40%	\$120,460.15	1.51%
MUNICIPAL FINANCE AUTH OF BC	2027-12-01	74,000	4.95%	\$89,283.36	1.12%
NATIONAL BANK OF CANADA	2022-06-30	80,000	1.96%	\$81,516.83	1.02%
OMERS REALTY CORP	2030-06-05	71,000	3.63%	\$78,158.83	0.98%
PROV OF ONTARIO	2041-06-02	20,000	4.65%	\$25,952.79	0.33%
PROV OF ONTARIO	2046-12-02	46,000	2.90%	\$46,820.53	0.59%
ROYAL BANK OF CANADA	2023-12-05	110,000	2.33%	\$114,404.45	1.43%
PROV OF SASKATCHEWAN	2033-09-05	58,000	5.80%	\$78,473.44	0.98%
PROV OF SASKATCHEWAN	2040-06-01	80,000	4.75%	\$103,011.48	1.29%
PROV OF SASKATCHEWAN	2035-09-05	45,000	5.60%	\$61,189.99	0.77%



Source: CIBC Mellon Note: As of March 31, 2021

Fixed Income Holdings Cont.

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
BELL CANADA	2026-04-17	53,000	8.88%	\$69,329.83	0.87%
BELL CANADA	2027-08-16	49,000	1.65%	\$47,496.50	0.60%
CONSUMERS GAS CO LTD	2023-07-15	46,000	6.05%	\$51,187.33	0.64%
TOROMONT INDUSTRIES LTD	2025-09-30	106,000	3.71%	\$113,487.34	1.42%
407 INTERNATIONAL INC	2030-03-06	110,000	3.14%	\$117,453.87	1.47%
TORONTO DOMINION BANK	2024-07-24	91,000	3.23%	\$97,562.17	1.22%



#### **Fixed Income Transactions**

Date	Name	Buy/Sell	Shares/Par	Fill Price	Amount
01/29/2021	BCECN 8.875 4/17/26	BUY	53,000	\$135.52	-\$73,217.39
01/29/2021	HYDONE 3.2 1/13/22 MTN	SELL	72,000	\$102.73	\$74,092.57
02/22/2021	ALTA 4.5 12/1/40	BUY	58,000	\$128.50	-\$75,137.81
02/22/2021	TIHCN 3.71 9/30/25	BUY	106,000	\$109.15	-\$117,278.57
03/05/2021	BRCOL 5 6/18/31	BUY	76,000	\$127.15	-\$97,477.29
03/05/2021	SCDA 5.6 9/5/35	BUY	45,000	\$138.25	-\$62,240.12
03/29/2021	ALTALK 5.381 03/26/40	BUY	46,000	\$130.95	-\$60,272.29
03/29/2021	ALTALK 3.668 11/06/23	SELL	51,000	\$107.43	\$55,530.92
03/29/2021	BCECN 1.65 08/16/27	BUY	49,000	\$97.38	-\$47,809.98

