



# BEAM | Q4 2021 & Annual Review

February 17, 2022



*The Beedie Endowment Asset Management Fund respectfully acknowledges the unceded traditional territories including, the Skwxwú7mesh Úxwumixw (Squamish), səłilwətaʔt (Tsleil-Waututh) and xʷməθkʷəy̓əm (Musqueam) Nations, on which SFU Vancouver is located and BEAM operates on.”*

# Agenda

<b>I. Executive Summary</b>	<b>Linh Duong</b> Operations Portfolio Manager
<b>II. Global Equity Update</b>	<b>Mega Martina</b> Research Portfolio Manager
<b>III. Fixed Income Update</b>	<b>Noor Walia</b> Fixed Income Portfolio Manager
<b>IV. Canadian Equity Update</b>	<b>Atharva Zaveri</b> Equity Portfolio Manager
<b>Questions</b>	
<b>Appendix</b>	

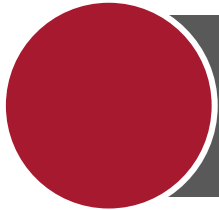
# I. Executive Summary

Linh Duong | Operations Portfolio Manager

lhduong@sfu.ca

# BEAM's 2021-22 Highlights

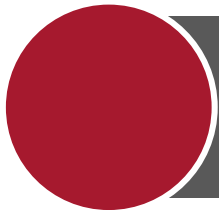
BEAM continues to achieve many successes in the hybrid environment



The Fund is taking a transformative step to align the portfolio with the university divestment plan through the Fossil Fuel Free (“F3”) Initiative



The Fund successfully recruited its 12<sup>th</sup> cohort to achieve the target number of active positions in Global Equity



BEAM has increased its presence in Beedie Community and beyond through marketing initiatives and involvement in internal and external competitions



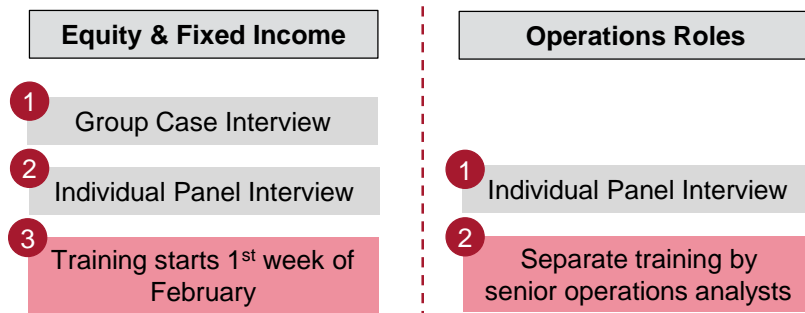
BEAM's balanced portfolio outperformed by 76 basis points in Q4 and 265 basis points in 2021

# Successfully Recruited BEAM's 12<sup>th</sup> Cohort

BEAM recruited 15 two-year analysts in the 2022-23 cohort

## Past Approach

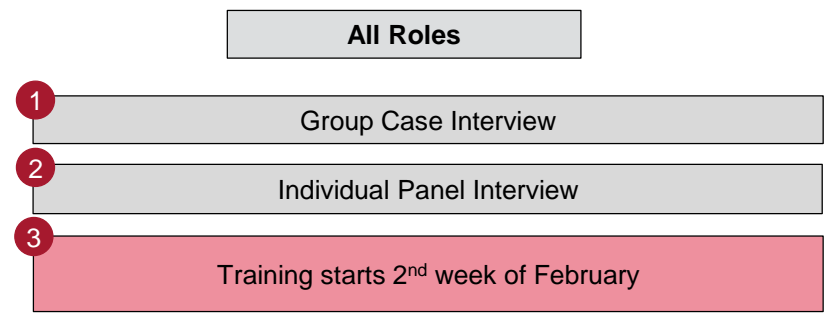
**Separate** recruitment process for Equity/Fixed Income and Operations (ESG, Marketing, Risk & Compliance)



**Qualitative** measures to evaluate candidates

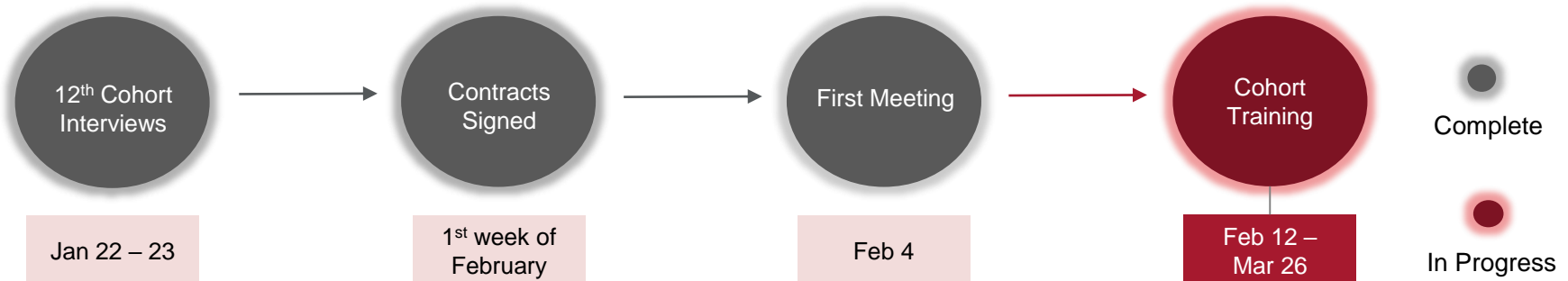
## Improved Approach

**Combined** recruitment process for all roles to **foster collaboration and inclusivity**



**Quantitative and qualitative** rubric was developed to evaluate candidates

## Moving Forward

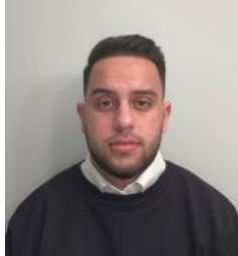


# BEAM's 12<sup>th</sup> Cohort

15 two-year analysts were recruited, and we continue our search for the Marketing coordinator role



Rameez Arshad



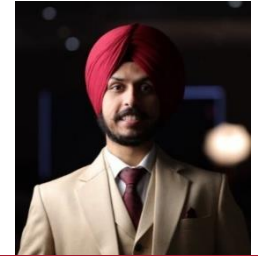
Jaskern Athwal



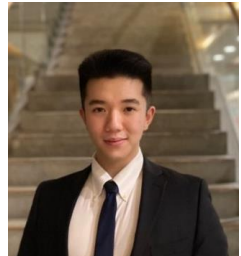
Avital Boutorov



Thomas Chow



Gurbir Singh Deol



Raphael Dai



Imran Esmail



James Foo



Halfdan Kelly



Riley Nguyen



Emiliano de la O



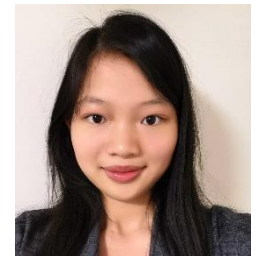
Roshan  
Samarawickrema



Mann Shah



Satvick Suri



Beiya Xie

# BEAM's New Leadership Team

The leadership team continues to follow the existing structure introduced in 2019-20

**Linh Duong**  
Operations PM



- In charge of BEAM's Operations team
- Previously was a Risk & Compliance Analyst
- Previously worked as an intern with Deloitte's Financial Risk Advisory team

**Mega Martina**  
Research PM



- In charge of BEAM's Equity & Fixed income research product
- Previously was a Financials Lenders Equity Analyst
- Currently on an Internship with QuadReal's Research team

**Noor Walia**  
Fixed Income PM



- In charge of BEAM's Fixed Income portfolio
- Previously was a Fixed Income Analyst
- Currently on an internship with Eckler Ltd.

**Atharva Zaveri**  
Equity PM



- In charge of BEAM's Equity Portfolio
- Previously was an Industrials Equity Analyst
- Currently on an internship with RBC Capital Markets' Healthcare Team

# BEAM's Engagement with Internal and External Communities

BEAM continues to strengthen its organizational culture and values

## Diversity & Inclusion Initiatives

- Hired students with multi-disciplinary backgrounds
- Further developed job descriptions for operations roles and consolidate the hiring process to foster collaboration
- Improved recruitment rubrics to aid in the process and ensure fairness, equity and inclusivity
- Hosting meeting in a hybrid format to include both in person and online participation

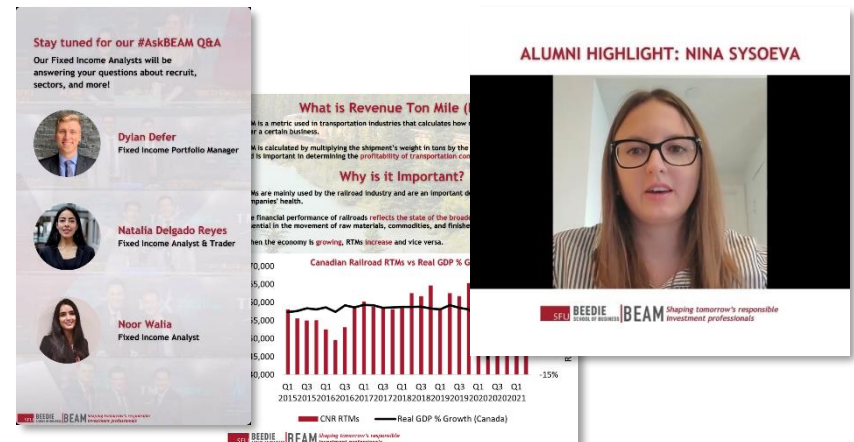
## Program Initiatives

- Encouraged members to engage in learning about Indigenous traditional territories and territorial acknowledgement
- Shared resources on the importance of pronouns and encouraged members to utilize them to foster a culture of equity and inclusion
- Encouraged members to participate in SVSPO's Sexual Assault and Awareness Month

## Stakeholder Engagements

- BEAM alumni from various legacies helped trained the 2021-22 cohort
- BEAM Alumni Mentorship program created meaningful connections for BEAM members across cohorts, locations and specialties
- BEAM participated in Finance Career Connect events, introducing BEAM to 6 companies as well as the broader Beedie Community

## Marketing



# BEAM's ESG Initiatives

BEAM continues to follow the proxy voting guidance prioritizing corporate governance and ESG issues

## Proxy Voting following Updated Guidelines

- BEAM has completed proxy voting for 2 companies in Q4 2021, and 29 companies in total in 2021 <sup>(1)</sup>

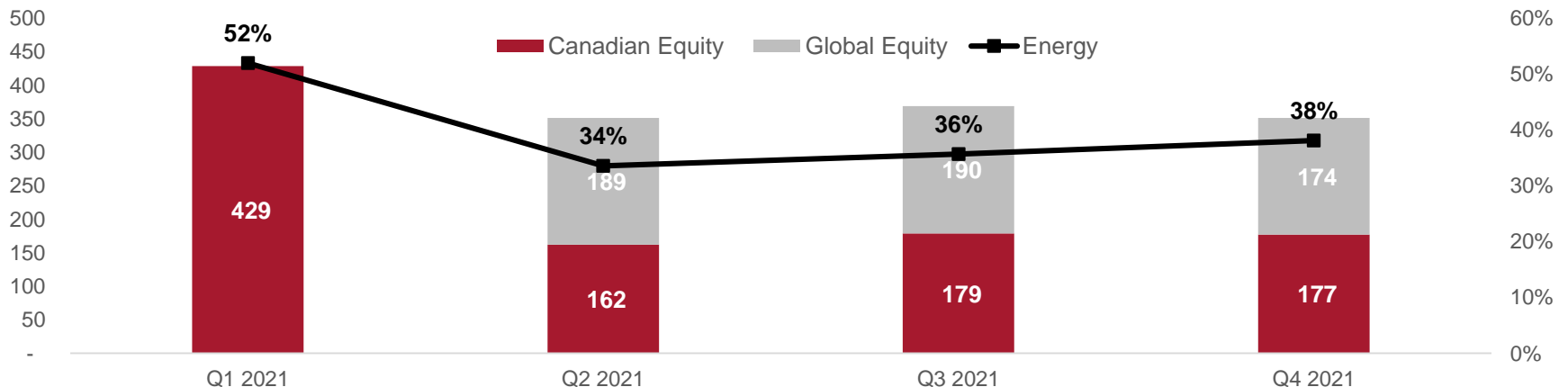


opentext™



Brookfield

## Portfolio Carbon Emission <sup>(2)</sup>



Source: MSCI

Note: Data as of December 31, 2021

1. Excluding proxy voting for ETFs

2. Carbon Emission measured as tCO2e

# Representing BEAM at Case Competitions

BEAM members as coaches, organizers and case competitors at business case competitions

## Student and Alumni Engagement



- Alu Tapalova, Irene Chang, Laurel Dao, Pavel Chudy (2020-21 cohort), 2020 Organizing Committee
- Alu Tapalova (2020–21 cohort), Linh Duong, Kelly Dai Chuy (2021-22 cohort), 2021 Organizing Committee
- Dylan Defer, Caroline Wang, Justin Ho, (2020-21 cohort), 1<sup>st</sup> place, LDIC 2021
- Atharva Zaveri, Ravneet Bal, Teagan Harris (2021-22 cohort), LDIC 2021



- Caroline Wang, Emily Ong, Laurel Dao, Marisa Sun (2020-21 cohort), 3rd place in British Columbia, CFA Research Challenge 2021



- Matty Harvey (2020-21 cohort), 1<sup>st</sup> place (Business Strategy), JDC West 2021
- Amanda Cronkite, Justin Ho (2020-21 cohort), 2<sup>nd</sup> place, (Finance), JDC West 2021
- Caroline Wang (2020-21 cohort), Ravneet Bal (2021-22 cohort), 2<sup>nd</sup> place, (Finance), JDC West 2022
- Shane Meadahl (2019-20 cohort), 2<sup>nd</sup> place (International Business), JDC West 2022
- Justin Ho (2020-21 cohort), Coach (Finance), JDC West 2022

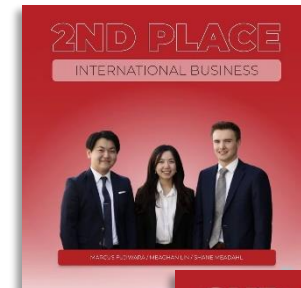


McGill Investment Club

- Atharva Zaveri, Mega Martina (2021-22 Cohort), Semi-Finalist, McGill ESG Stock Pitch Competition 2021



LDIC 2021 Gala



JDC West 2022

# BEAM's Graduating and Incoming Senior Cohort Placements

BEAM continue to expanded its reach and presence in new organizations

## Full-time Placements and Ongoing Internships



*Balkaran Buttar*  
Investment  
Banking Summer  
Analyst  
Toronto  
**2020 cohort**



*Laurel Dao*  
Canadian Large  
Cap Equities  
Toronto  
**2020 cohort**



*Laurel Dao*  
Public Markets,  
Global Emerging  
Markets Co-op  
Victoria  
**2020 cohort**



*Dylan Defer*  
Sales & Trading  
Summer Analyst  
Toronto  
**2020 cohort**



*Daniel Garrett*  
Sales & Trading  
Analyst  
Toronto  
**2020 cohort**



*Matty Harvey*  
Investment  
Banking Summer  
Analyst  
Vancouver  
**2020 cohort**



*Justin Ho*  
Global Markets  
Analyst  
Toronto  
**2020 cohort**



*Woo Hee Kim*  
Global Business  
Development  
(M&A) Analyst  
Vancouver  
**2020 cohort**



*Emily Ong*  
Junior Fixed  
Income Analyst  
Toronto  
**2020 cohort**



*Marisa Sun*  
Summer Analyst,  
Fundamental  
Investments  
Toronto  
**2020 cohort**



*Caroline Wang*  
Investment Analyst  
Toronto  
**2020 cohort**



*Darren Yeo*  
Investment  
Banking Analyst  
Toronto  
**2020 cohort**

# BEAM's Graduating and Incoming Senior Cohort Placements

BEAM continue to expanded its reach and presence in new organizations

## Full-time Placements and Ongoing Internships



GLOBAL BANKING AND MARKETS

*Ravneet Bal*  
Investment  
Banking Summer  
Analyst  
**2021 cohort**



*Ravneet Bal*  
Investment  
Banking Winter  
Analyst  
Vancouver  
**2021 cohort**



*Anastasia Chio*  
Investment  
Banking Winter  
Analyst  
Toronto  
**2021 cohort**



*Kelly Dai Chuy*  
Technology Risk  
Fall Consultant  
Vancouver  
**2021 cohort**



*Teagan Harris*  
Infrastructure &  
Renewable  
Resources Analyst  
Victoria  
**2021 cohort**



Quiet Money<sup>®</sup>

*Mega Martina*  
Summer  
Investment Intern  
Vancouver  
**2021 cohort**



*Mega Martina*  
International  
Research  
Winter Intern  
Vancouver  
**2021 cohort**



*Sahil Soni*  
Global Research  
Associate Intern  
Vancouver  
**2021 cohort**



*Sahil Soni*  
Investment  
Banking Summer  
Analyst  
Vancouver  
**2021 cohort**



*Jasdeep Toor*  
Investment  
Banking Winter  
Analyst  
Calgary  
**2021 cohort**



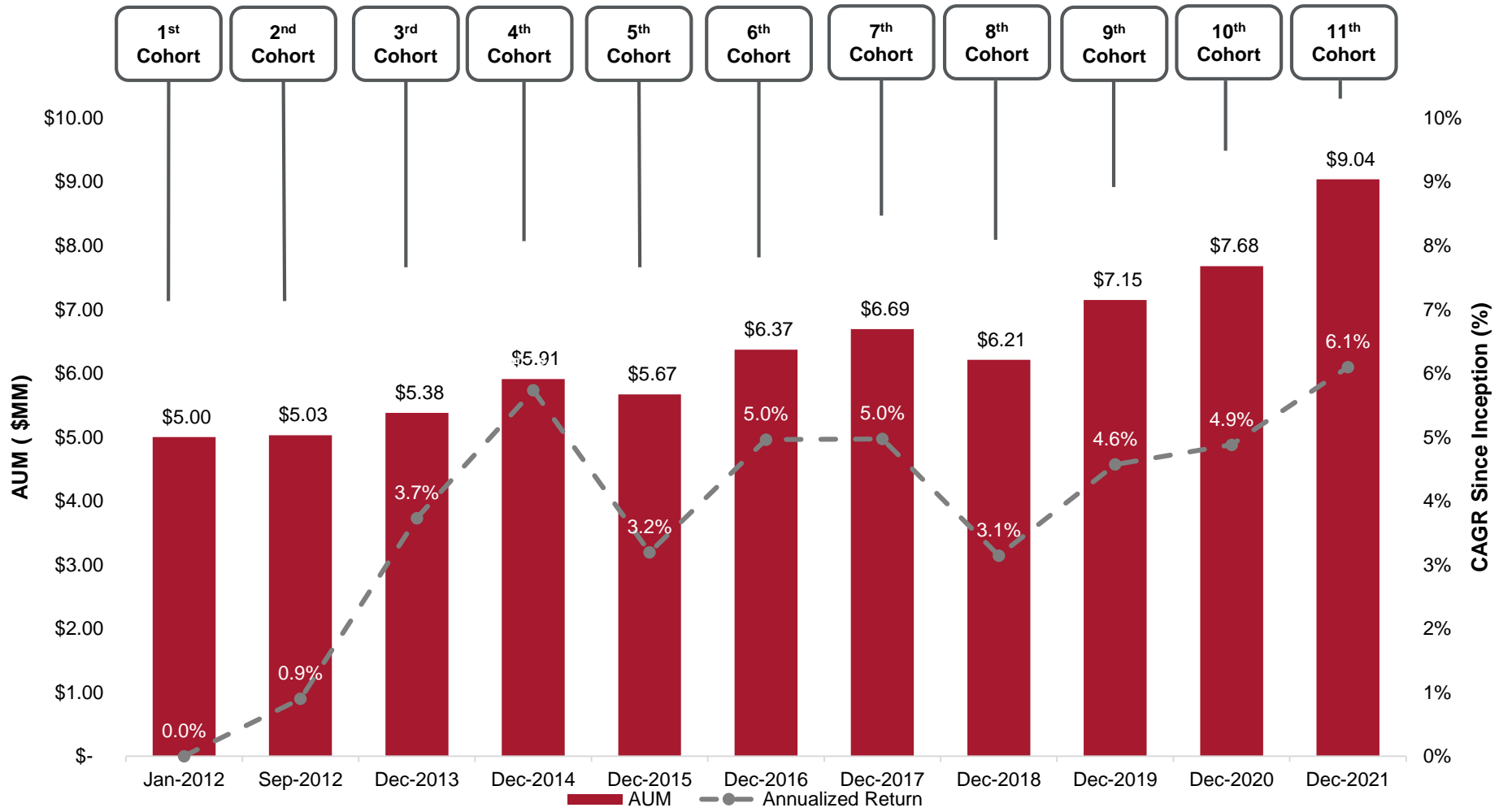
*Atharva Zaveri*  
Global Research  
Associate Intern  
Toronto  
**2021 cohort**



*Atharva Zaveri*  
Summer Analyst,  
Global Markets  
Program  
Vancouver  
**2021 cohort**

# BEAM Has Grown AUM by ~\$4.03mm Since Inception

AUM has grown ~6.1% annually since inception



Note: As of December 31, 2021

# 2021 Balanced Portfolio Return & Attribution

BEAM's balanced portfolio outperformed by 265 basis points in 2021

	Relative Return	Tracking Error	Information Ratio
2021	2.65%	2.14%	1.06

## Balanced Portfolio Attribution Analysis

	Portfolio Weight	Benchmark Weight	Portfolio Return	Benchmark Return	Difference	Excess return	Allocation	Selection	Others
Canadian Equity	44.43%	40.91%	28.89%	24.95%	3.94%	2.63%	0.88%	1.61%	0.14%
Global Equity	21.30%	21.54%	10.66%	11.94%	-1.28%	-0.30%	-0.03%	-0.28%	0.00%
Fixed Income	32.46%	37.38%	-1.94%	-2.51%	0.57%	0.31%	0.12%	0.21%	-0.03%
Cash	1.82%	0.14%	1.06%	2.26%	-1.20%	0.02%	0.04%	0.00%	-0.02%
Portfolio	100%	100%	14.50%	11.84%	2.65%	2.65%	1.01%	1.55%	0.09%

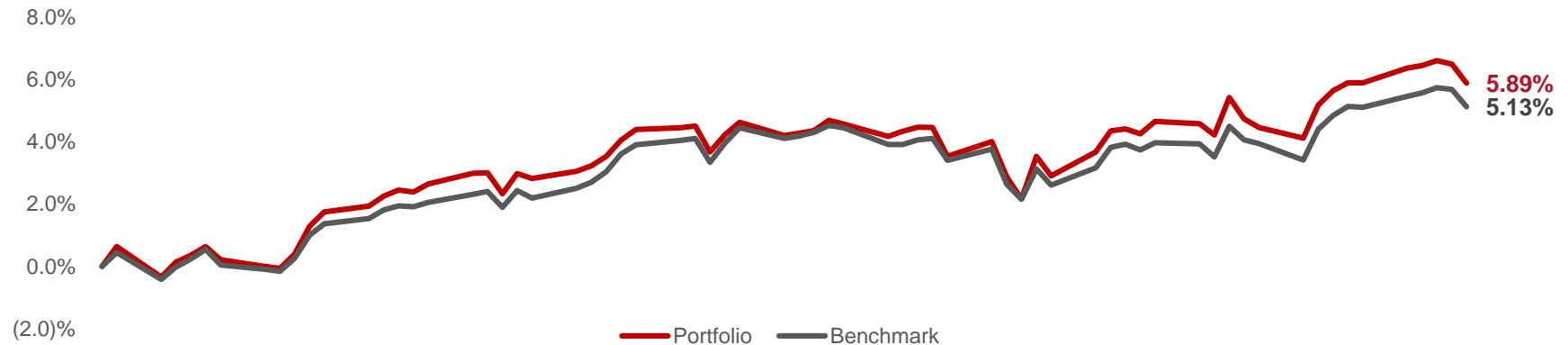
Note: As of December 31, 2021  
Entered Global Equity on June 28<sup>th</sup>, 2021. In CAD

# 2021 Q4 Balanced Portfolio Return

BEAM's balanced portfolio outperformed by 76 basis points in Q4 2021

	Relative Return	Tracking Error	Information Ratio
Q4 2021	0.76%	1.76%	0.43

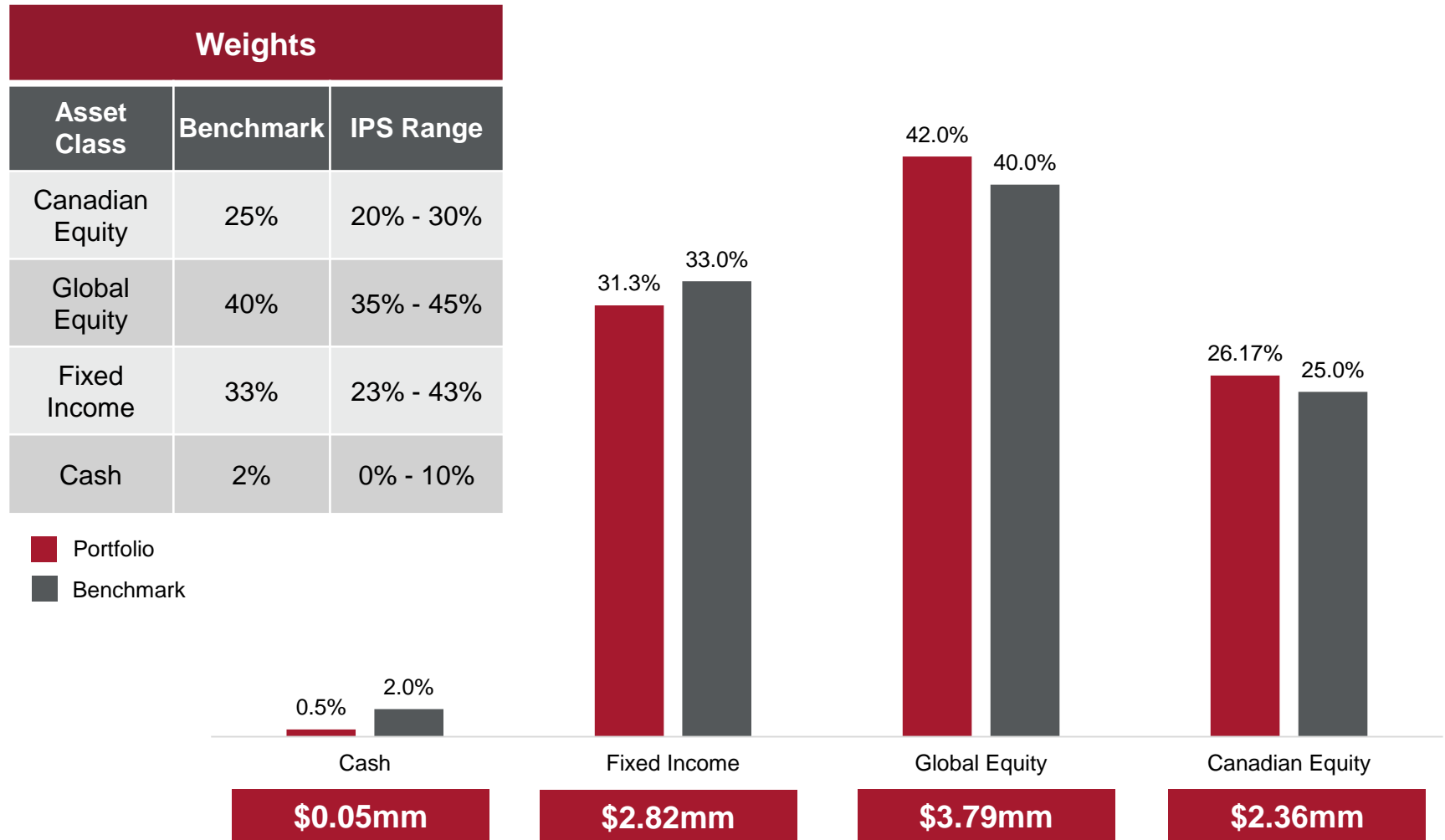
## Portfolio vs. Benchmark Total Return



Note: As of December 31, 2021

# Portfolio Positioning

BEAM continued to maintain a strategic overweight in equities



# Compliance Summary

BEAM did not breach any of its compliance constraints

IPS Guidelines and Constraints		Current Compliance
<b>General</b>	<ul style="list-style-type: none"><li>Asset Mix within IPS Range</li></ul>	✓
<b>Canadian Equity</b>	<ul style="list-style-type: none"><li>All securities must be a member of the Benchmark Index or Index ETF or Sector Index</li></ul>	✓
	<ul style="list-style-type: none"><li>7 Sectors, with 50% allocation relative to benchmark</li></ul>	✓
	<ul style="list-style-type: none"><li>Maximum <math>\pm 5\%</math> Active Weight per Single Security</li></ul>	✓
	<ul style="list-style-type: none"><li>Maximum <math>\pm 2\%</math> Active Weight per Small Cap Security</li></ul>	✓
	<ul style="list-style-type: none"><li>Maximum 10% of Portfolio in Small Cap Security</li></ul>	✓
	<ul style="list-style-type: none"><li>Include 20 - 35 stocks</li></ul>	✓
	<ul style="list-style-type: none"><li>Micro Cap, prohibited</li></ul>	✓

# Compliance Summary

BEAM did not breach any of its compliance constraints

IPS Guidelines and Constraints		Current Compliance
<b>Global Equity</b>	• All securities must be a member of the Benchmark Index or Index ETF or Sector Index	✓
	• 7 Sectors, with 50% allocation relative to benchmark	✓
	• Include 20 - 35 stocks <sup>(1)</sup>	✗
	• Maximum $\pm 4\%$ Active Weight per Single Security <sup>(2)</sup>	✗
	• Maximum Region Active Weight < 5%	✓
<b>Fixed Income</b>	• Maximum 5% active weight in BBB to BBB-	✓
	• Allocation limits based on bond ratings	✓
	• Duration within $\pm 1$ year of the FTSE Canada Bond Universe Index (XBB)	✓

# Fossil Fuel Free (“F3”) Initiative

BEAM has made the commitment to full divestment from fossil fuels by the end of 2022

1

To be in line with **SFU’s commitment** to full divestment from fossil fuel and continue to lead as one of the largest **ESG-focused** student-run investment funds in Canada

2

To continue delivering **long-term investment return** through a diversified portfolio, excluding companies with significant activities in the **fossil fuel-heavy industries**

3

To create positive impact beyond financial return - reducing the portfolio’s carbon intensity level by **35.77%<sup>(1)</sup>**

# Proposed F3 Methodology

The Fossil Fuel Free Joint Committee has been working on an implementation plan for the transition

## Definition & Screening Criteria

- BEAM is committed to divest out of any securities of issuers classified under the Energy <sup>(1)</sup> Sector
- BEAM will not invest in any ETFs that tracks the Energy <sup>(1)</sup> sector and its industries and sub-industries <sup>(1)</sup>
- Outside of the Energy sector, BEAM shall screen out securities of issuers that generate in total:
  - greater than 30% of their revenue from the extraction or sales of fossil fuels, from royalties earned from third parties performing extraction and sales of fossil fuel
  - greater than 30% of their revenue from services including transportation and refining fossil fuels
  - greater than 30% from the sales of power produced from the consumption of fossil fuels
- The revenue threshold is applied on a 3-year average basis

## Implementation Timeline



## II. Global Equity Update

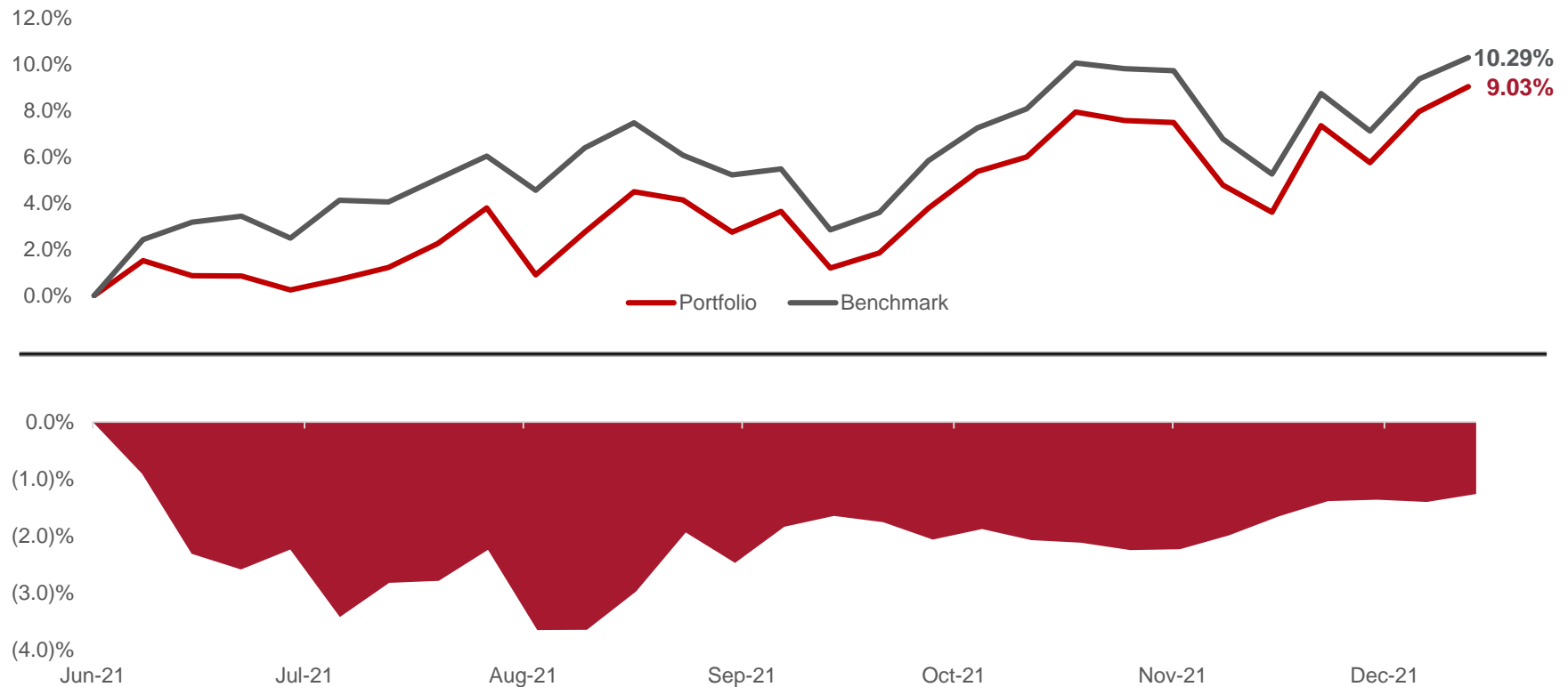
Mega Martina | Research Portfolio Manager  
mmega@sfu.ca

# 2021 Global Equity Portfolio Return

BEAM's Global Equity portfolio underperformed the benchmark by 126 basis points in 2021

	Relative Return	Tracking Error	Information Ratio
2021	(1.26%)	4.39%	(0.29)

## Portfolio vs. Benchmark Total Return

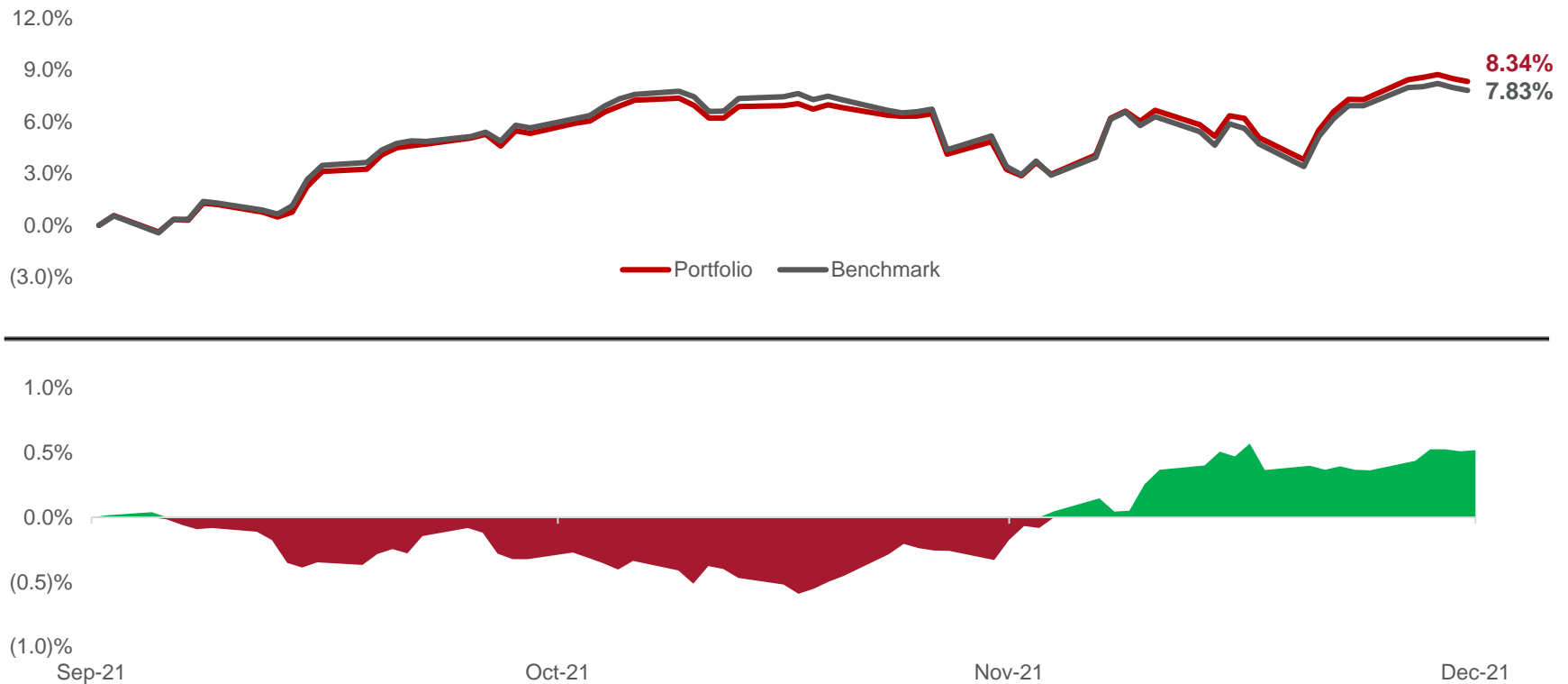


# Q4 2021 Global Equity Portfolio Return

BEAM's Global Equity portfolio outperformed the benchmark by 52 basis points in Q4 2021

	Relative Return	Tracking Error	Information Ratio
Q4 2021	0.52%	1.22%	0.43

## Portfolio vs. Benchmark Total Return



# Global Equity Portfolio Fourth Quarter Addition

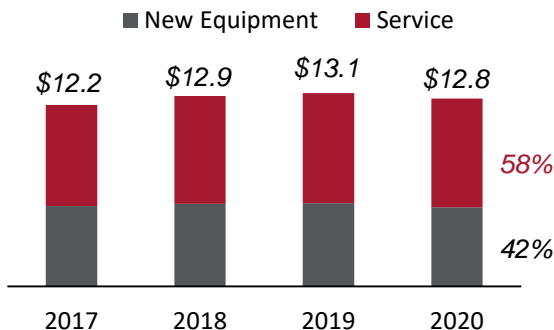
We entered one position in our Global Equity Industrials portfolio in Q4 2021

## Company

# OTIS

- Global leader in the manufacturing, installation, and servicing of elevators and escalators
- OTIS has installed 3.5mm elevators in recent decades
- With 69,000 employees, OTIS serves customers in 200+ countries and territories with 1,400 branches & offices with direct physical presence in 80 countries

## OTIS Revenue Breakdown (bn)



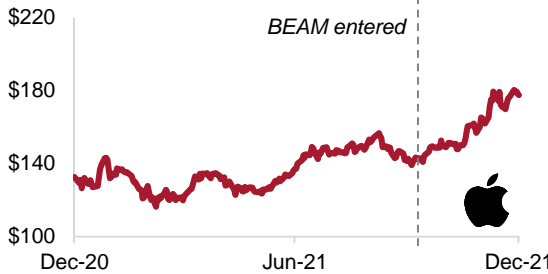
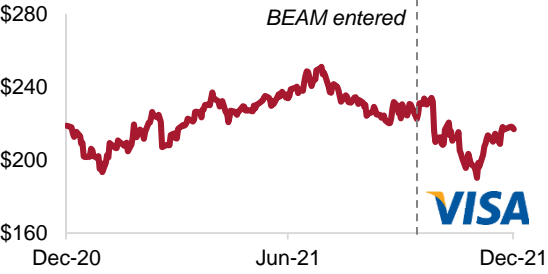

## BEAM Investment Thesis & Philosophy Alignment

**OTIS is a capital light business with a highly cash generative service segment that is currently undervalued by the market**

- Leading Player in the \$75bn Elevators & Escalators (E&E) Industry with ~16% market share in New Equipment and ~12% share in Services for total global maintenance units
- Strong value generation capabilities are supported by regulations and scale with recurring revenue base of services supported by high EBIT margins and OEM specific growth levers
- OTIS trades at a ~13% intrinsic discount due to market pessimism towards new construction builds
- OTIS trades at a modest ~0.6% FCF Yield discount compared to the E&E peer average
- OTIS ESG governance model incorporates board member, the CEO, a ESG specific council and working group for ESG related goals
- Management focuses ESG initiatives on reducing environmental footprint in operations and offerings and focus on reducing GHG emissions, water used in factory and waste production

# Performance of Global Equity Portfolio Holdings

We entered three positions in our Global Equity portfolio in the TMT and Consumers sectors in 2021

Company	Investment Thesis	2022 Outlook
	<ul style="list-style-type: none"> <li>Increased 5G deployment will boost revenue growth</li> <li>Vertical expansion offers significant tailwinds to increase installed base</li> <li>Favourable supply chain conditions will increase shipment volume</li> </ul>	<ul style="list-style-type: none"> <li>Apple hit an all-time high record in Q4 for both revenue and installed base of active devices</li> <li>We expect consumer demand to strengthen in 2022 driven by the lower-priced SE and Apple's ability to manage supply chain challenges</li> </ul>
	<ul style="list-style-type: none"> <li>Quality business model due to scale and cost advantages</li> <li>Long-term secular trend toward electronic payments</li> <li>Operating margin improvement from 49% in FY20 to 56% by FY25</li> </ul>	<ul style="list-style-type: none"> <li>Recovery in consumer travel and cross-border e-commerce will be key drivers to Visa's growth in 2022</li> <li>With cash still accounting for 30% of global transactions, there remains a significant opportunity</li> </ul>
	<ul style="list-style-type: none"> <li>A leader in the retail industry with a high propensity for innovation</li> <li>Attractive growth opportunities in e-commerce and ancillary services leading to margin expansion</li> <li>International growth opportunities (e.g., India)</li> </ul>	<ul style="list-style-type: none"> <li>Rising inflation, labor shortage, and continued supply chain disruption serve as significant headwinds</li> <li>Walmart as the industry leader is well positioned to remains resilient compared to industry peers</li> </ul>

# Research Process Towards Active Management

BEAM is on track to achieve the target active positions in Global Equity Portfolio

**BEAM has successfully entered four active positions in the Global Equity Portfolio**



**VISA**

**Walmart**



**OTIS**

## On Track with BEAM's Research Goals

*Fall 2021*

Aiming to have 2-4 active positions in the Global Equities portfolio

*Spring 2022*

Aiming to increase active positions in the Global Equities portfolio to 6-8

*Summer 2022*

Generating active positions in 10-12 securities in the Global Equities portfolio

*Fall 2022*

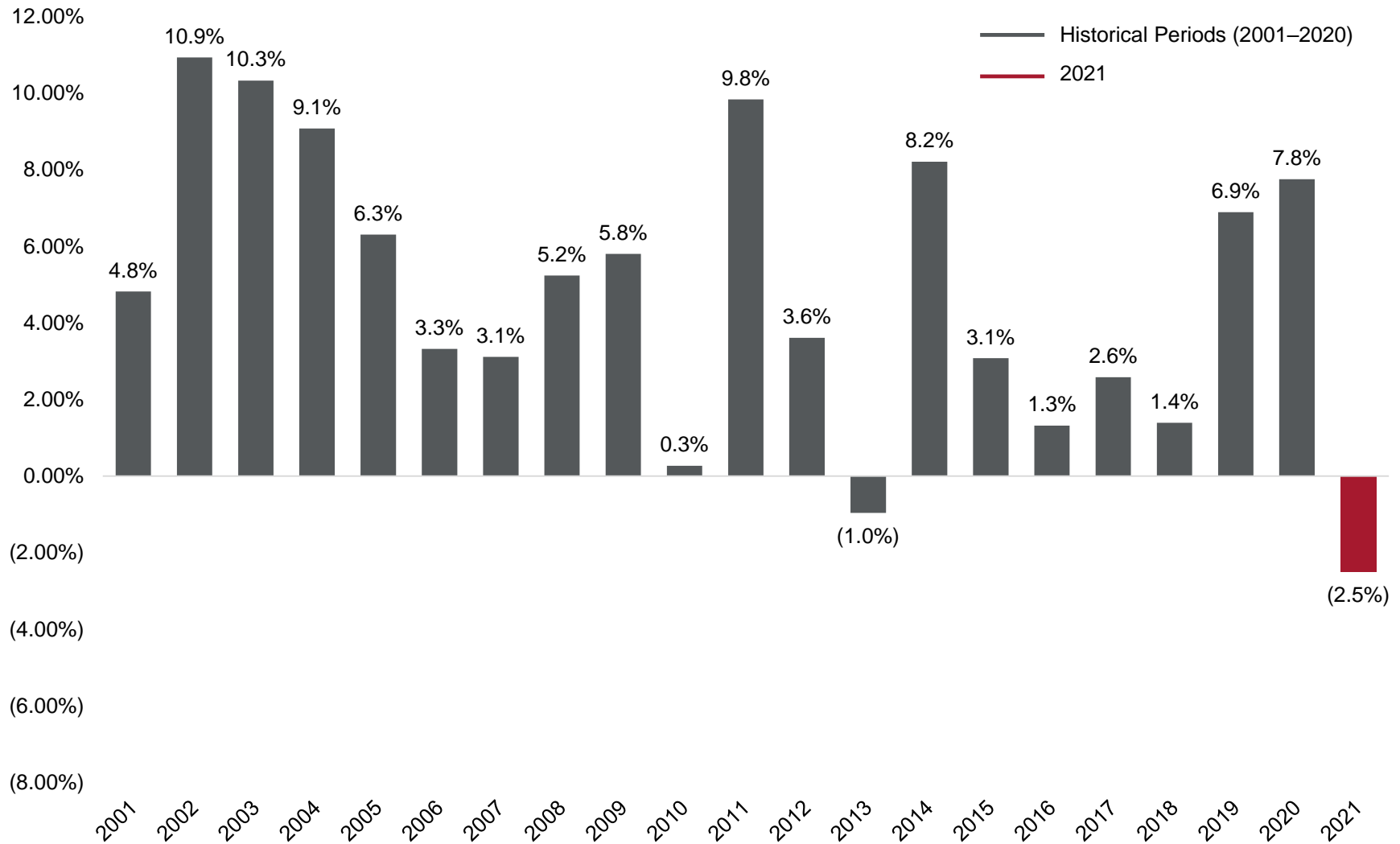
Having at least 15 non-ETF holdings in the Global Equities portfolio

### III. Fixed Income Update

Noor Walia | Fixed Income Portfolio Manager  
awa124@sfu.ca

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

Persistently high inflation and continued market volatility led to negative returns in 2021

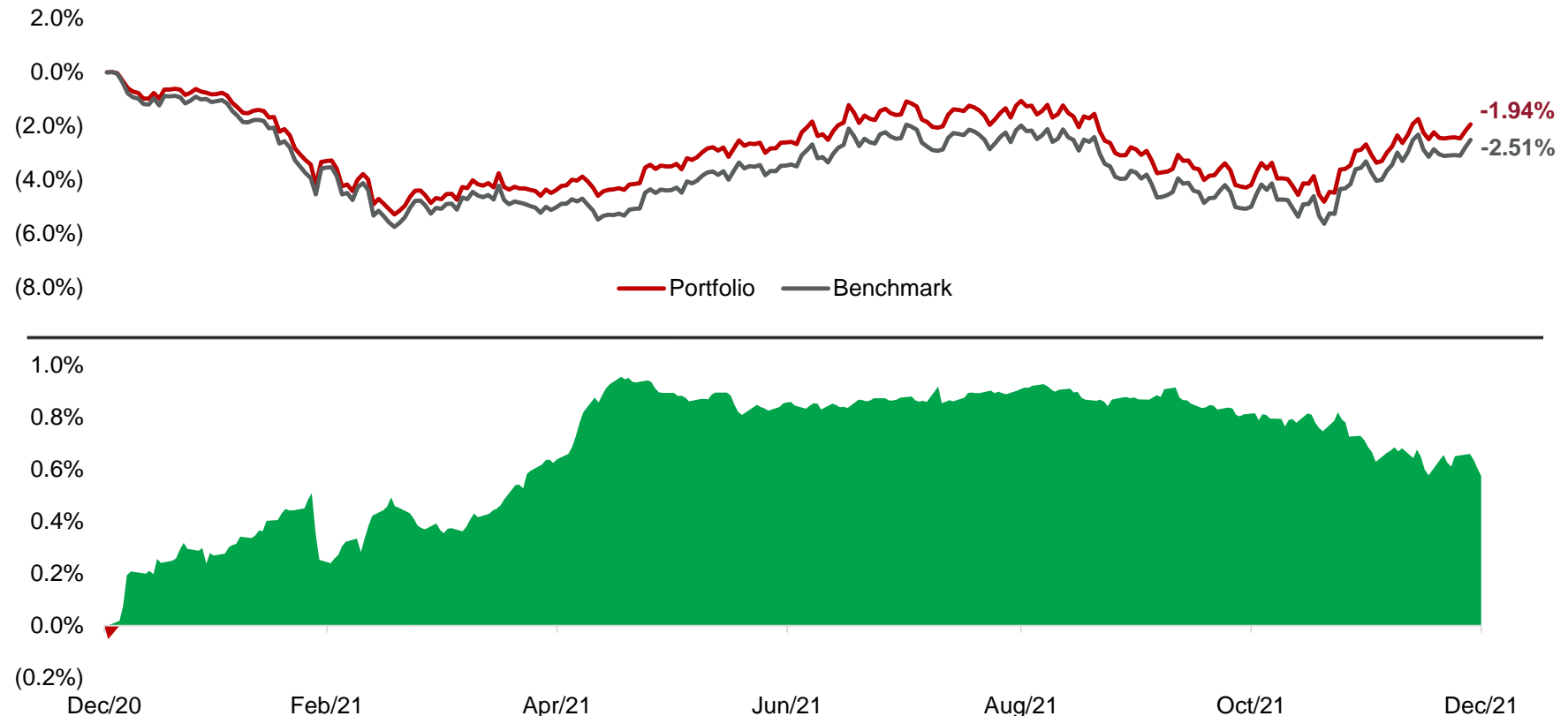


# 2021 Fixed Income Performance

Fixed Income Portfolio outperformed by 57 basis points in 2021

	Relative Return	Tracking Error	Information Ratio
2021	0.57%	0.43%	1.35

Portfolio vs. Benchmark Total Return<sup>(1)</sup>



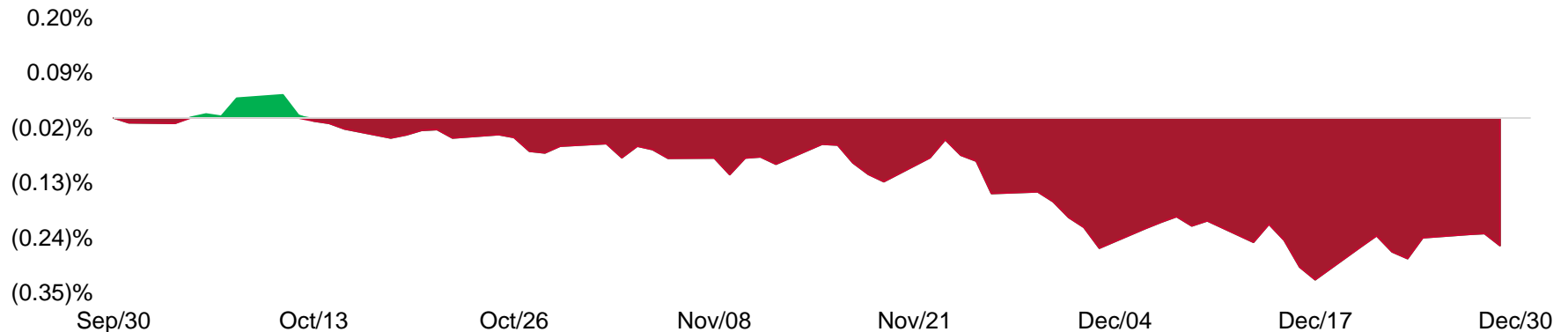
# Q4 2021 Fixed Income Performance

Annual outperformance of 57 basis points moves the fund closer to the return objective

Performance Comparison as of December 31, 2021 (%) <sup>(1)</sup>			
	Q4	1 Yr	4 Yr
<b>BEAM Fixed Income Fund</b>	<b>1.17</b>	<b>(-1.94)</b>	<b>3.76</b>
<i>FTSE Canada Universe Bond Index</i>	1.49	(-2.51)	3.53
Relative Performance	<b>(-0.32)</b>	<b>+0.57</b>	<b>+0.23</b>

Periods greater than one year are annualized.

## Q4 2021 Relative Performance (%)



1. Attribution values are subject to rounding error

# Fund Attribution & Maturity

BEAM underperformed in Q4 2021 due to duration and curve positioning

Attribution to December 31, 2021 (%) <sup>(1)</sup>	Relative Performance		
	Q4	1Yr	4Yr
<b>Interest Rate Anticipation</b>			
Duration & Yield Curve	(-0.31)	+0.45	+1.06
<b>Credit &amp; Liquidity</b>			
Provincial & Government Agency Bonds	0.00	+0.36	0.21
Investment Grade Corporate Bonds	0.00	(0.25)	(0.16)
<b>Total</b>	<b>(-0.31)</b>	<b>+0.56</b>	<b>+1.11</b>

BEAM Fixed Income Portfolio as of December 31, 2021			
	Modified Duration (Yrs)	Effective Maturity (Yrs)	Yield to Maturity (%)
<b>BEAM Fixed Income Portfolio</b>	<b>7.69</b>	<b>9.99</b>	<b>1.94</b>
<i>FTSE Canada Universe Bond Index</i>	8.42	11.00	1.91

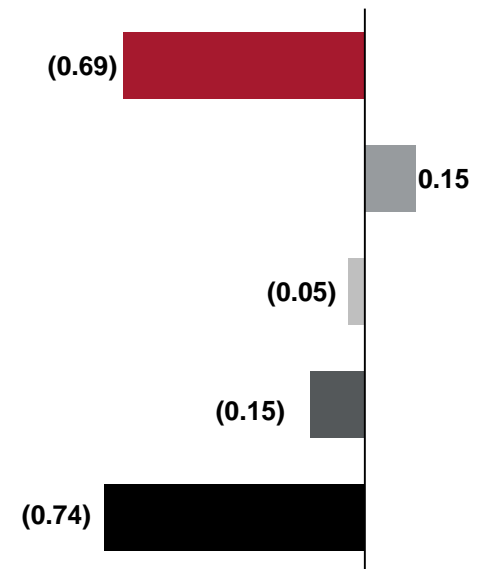
1. Attribution values are subject to rounding error

# Neutral Duration with an Overweight on Corporate Credit

The Fixed Income portfolio's active contribution to duration moved from (0.23) to (0.74) over Q4

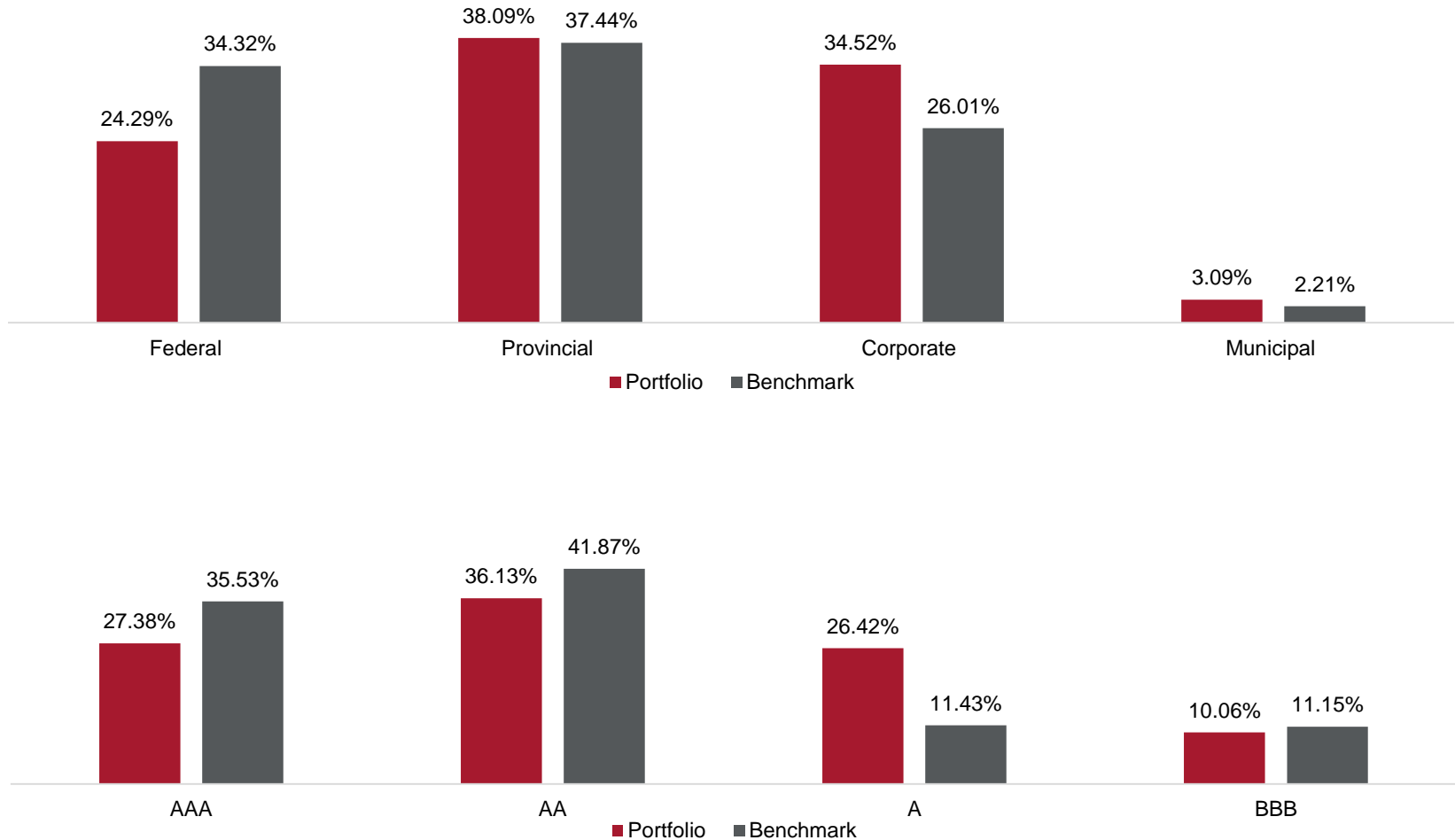
Active Contribution to Duration				
Sector	Short Term	Medium Term	Long Term	
	(1-5 Years)	(6-10 Years)	(10+ Years)	Total
Federal <sup>(1)</sup>	(0.17)	(0.50)	(0.03)	(0.69)
Provincial	(0.14)	(0.34)	0.62	0.15
Municipal	(0.02)	0.12	(0.15)	(0.05)
Corporate	0.34	0.18	(0.67)	(0.15)
Total	0.02	(0.54)	(0.23)	(0.74)

Total Active Contribution to Duration



# Fund Dollar Weighted Characteristics

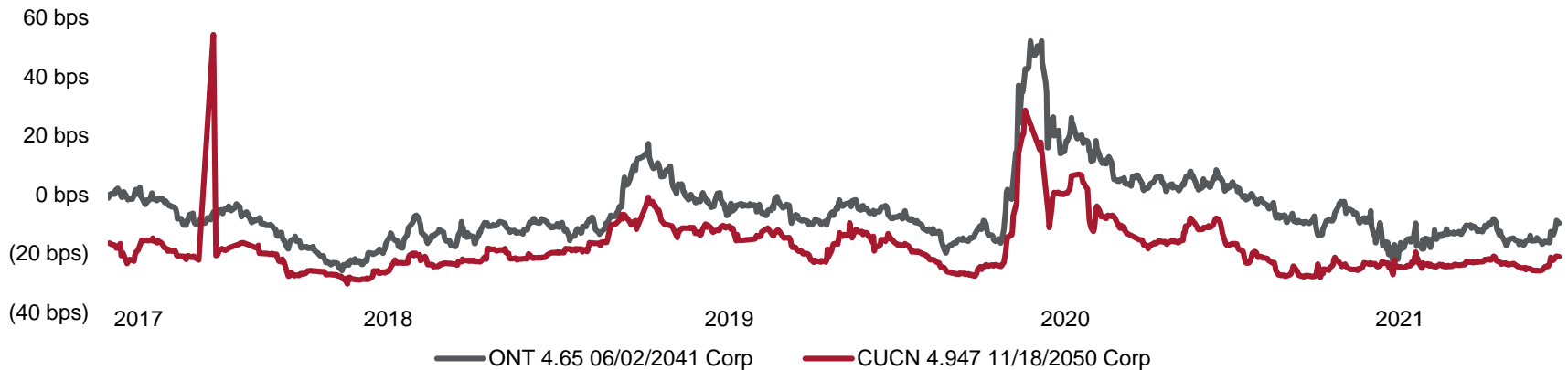
The Fixed Income portfolio is overweight in corporate credit on a dollar weighted basis



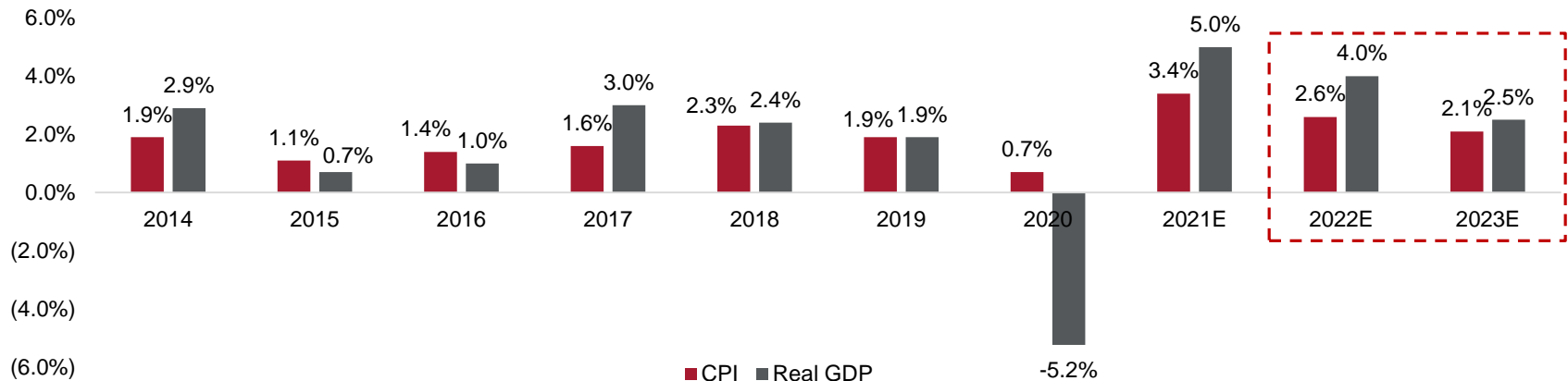
# Spreads are Expected to Tighten Further with Rate Hikes

Decreased Corporate bond exposure given the low risk adjusted return and expectations of rates rising

## Provincial and Corporate Spreads are Trading Near Multi Year Lows<sup>(1)(2)</sup>



## Strong Growth and Inflation Expectations



# Outlook and Strategy is Positioned for Further Flattening

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

1

## **We expect interest rates to rise in the near future**

*Reduce portfolio interest rate sensitivity and remain underweight in duration*

2

## **We expect curve flattening to continue**

*Maintain a negative duration position in federal bonds and a conservative position in corporate bonds, favouring high quality, liquid issuers*

3

## **We expect increased market volatility and elevated inflation during the first quarter**

*Maintain neutral duration position to the short-end of the yield curve to neutralize exposure to volatility within this segment and remain underweight the long-end of the yield curve*

## IV. Canadian Equity Update

Atharva Zaveri | Equity Portfolio Manager

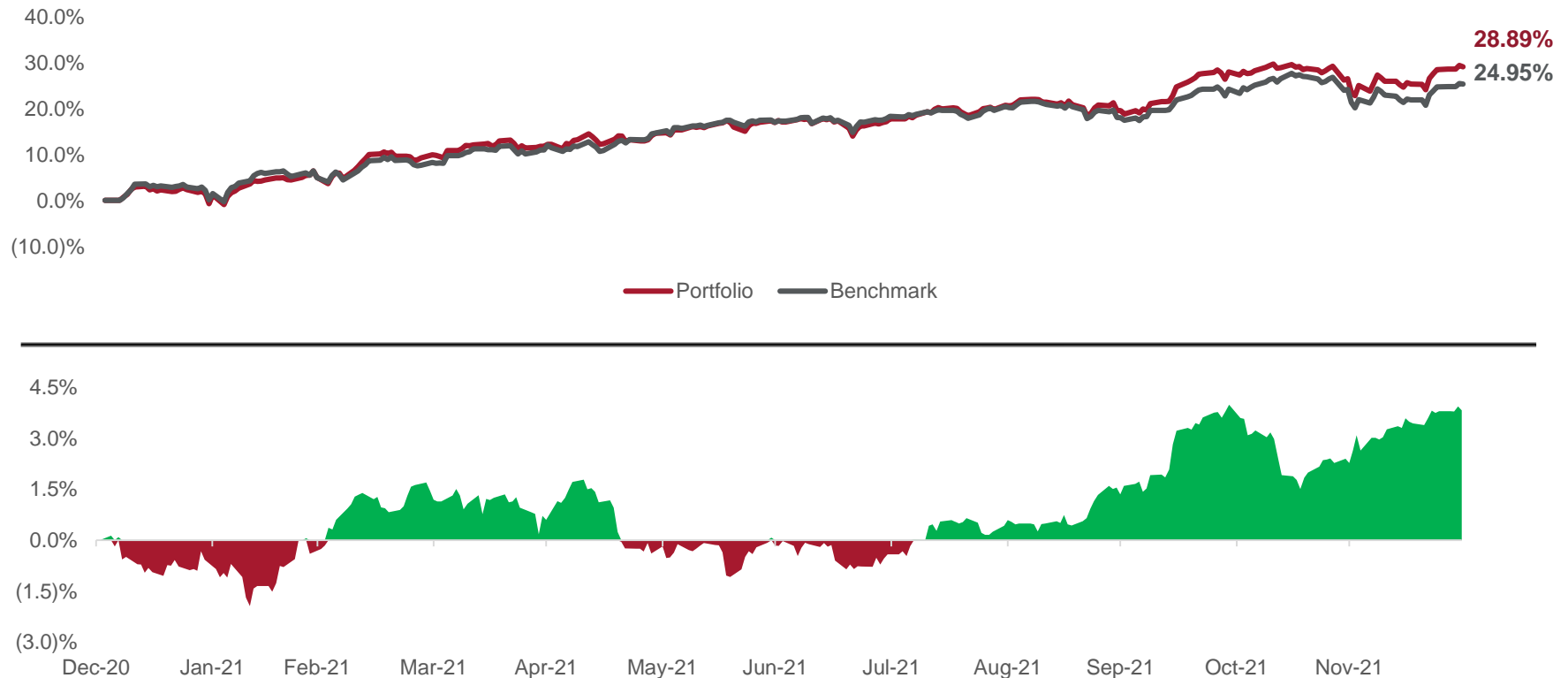
azaveri@sfu.ca

# 2021 Canadian Equity Portfolio Return

BEAM's Canadian Equity portfolio outperformed the benchmark by 394 basis points in 2021

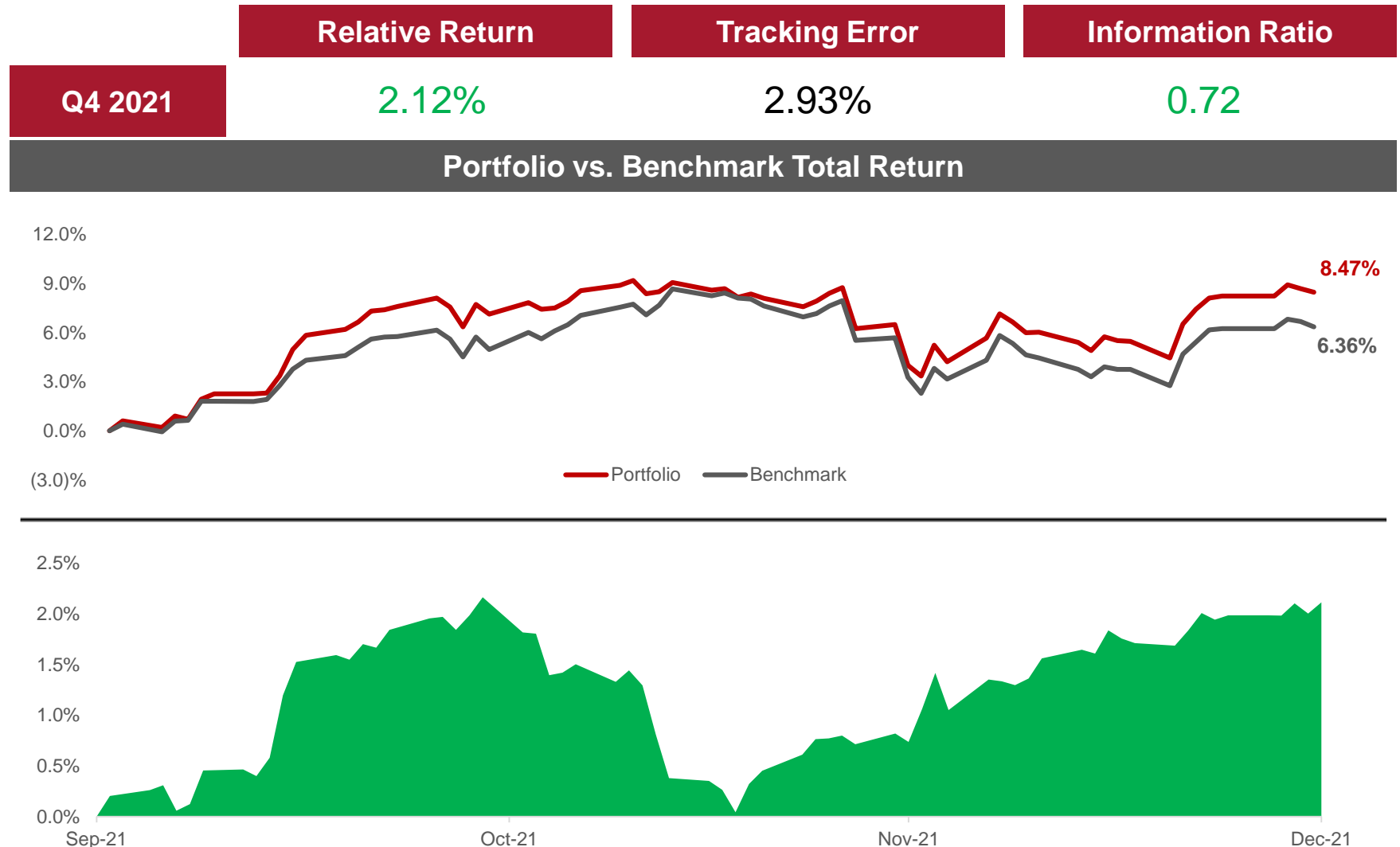
	Relative Return	Tracking Error	Information Ratio
2021	3.94%	3.28%	1.20

## Portfolio vs. Benchmark Total Return



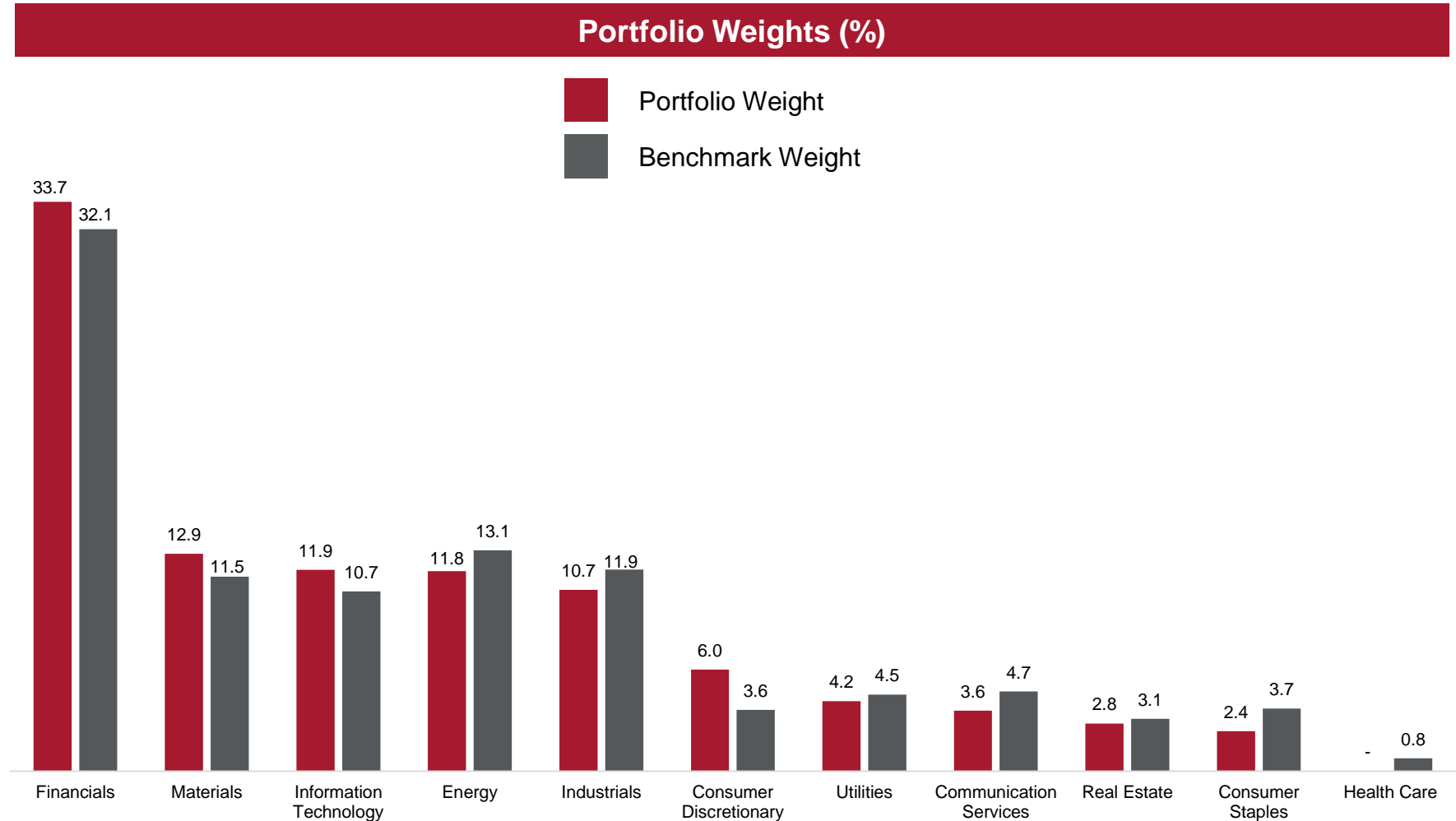
# Q4 2021 Canadian Equity Portfolio Return

BEAM's Canadian Equity portfolio outperformed the benchmark by 212 basis points in Q4 2021



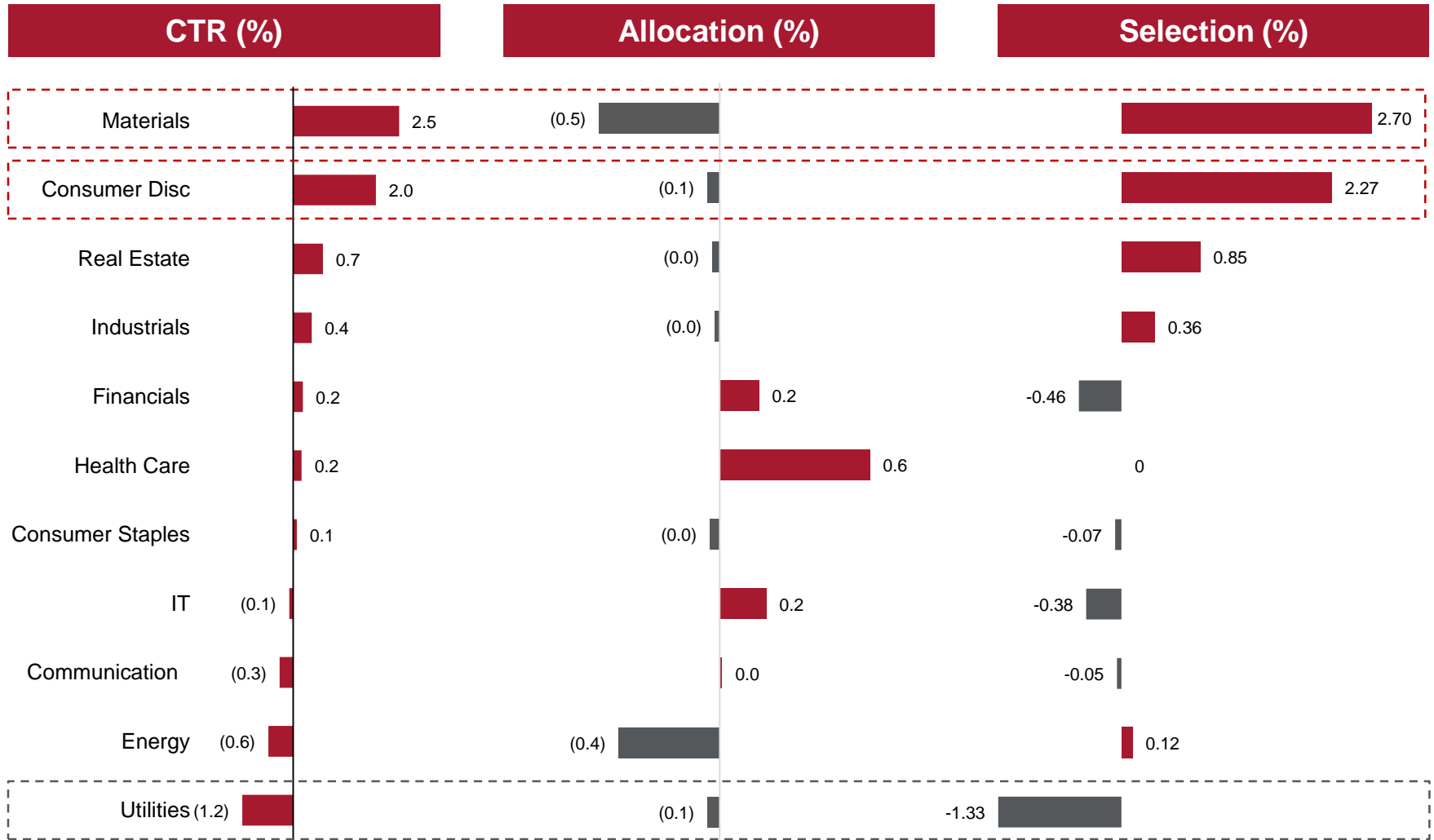
# BEAM Continues to Make Strategic Sector Allocation

Our largest overweight is within Consumer Discretionary, while Consumer Staples makes up our largest underweight



# BEAM 2021 Attribution Analysis

BEAM's Selection contributed +4.00% in 2021, slightly offset by Allocation of -0.06%



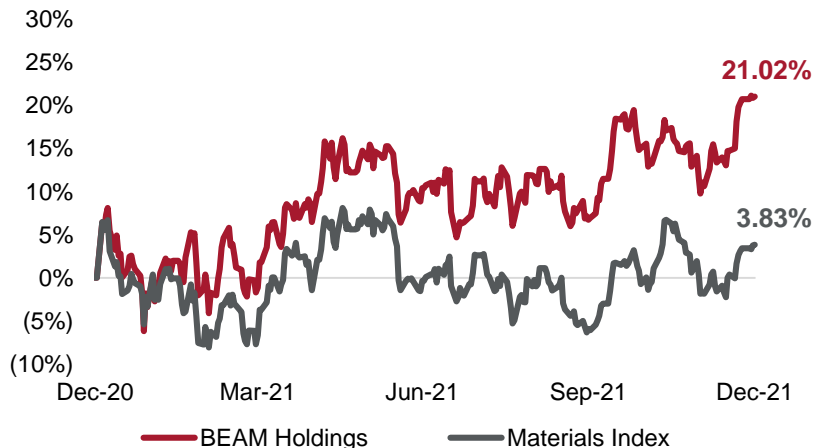
# BEAM's Stance on Materials

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

## What's Happening in The Market

- Gold continues to hover around the \$1,800/oz mark, in line with our expectations producing healthy margins for producers
- Base metals remain at heightened levels while inflationary pressures persist
- Upcoming rate hikes could put pressure on cyclical names although may not be enough to rein in inflation
- Lumber picks up momentum in Q4 as Western Canada is faced with flooding causing further supply chain issues

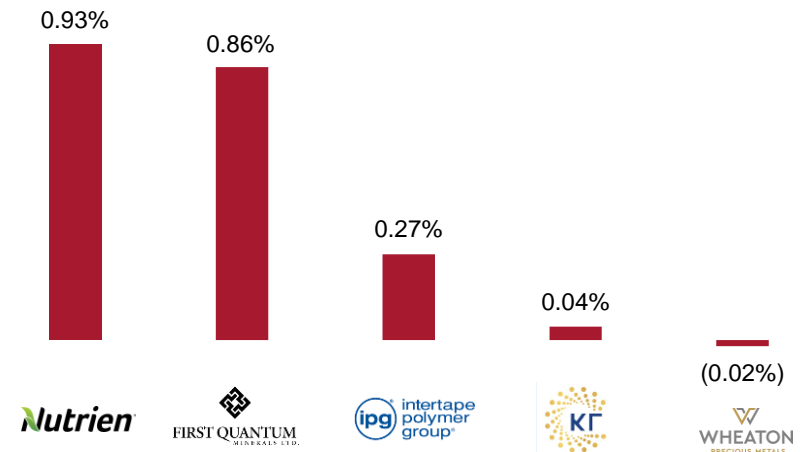
## Materials Performance (2021)



## Portfolio Alignment Strategy

- The Materials team aims to align its strategy by seeking:
  - Strong growth prospects that align with the current macro economic environment
  - High quality companies with proven business models that can withstand market cyclical
  - Proven management teams that align strategy with macroeconomic conditions
- Current market conditions have led us to be overweight diversified materials; we are currently re-evaluating this position in the current inflationary environment

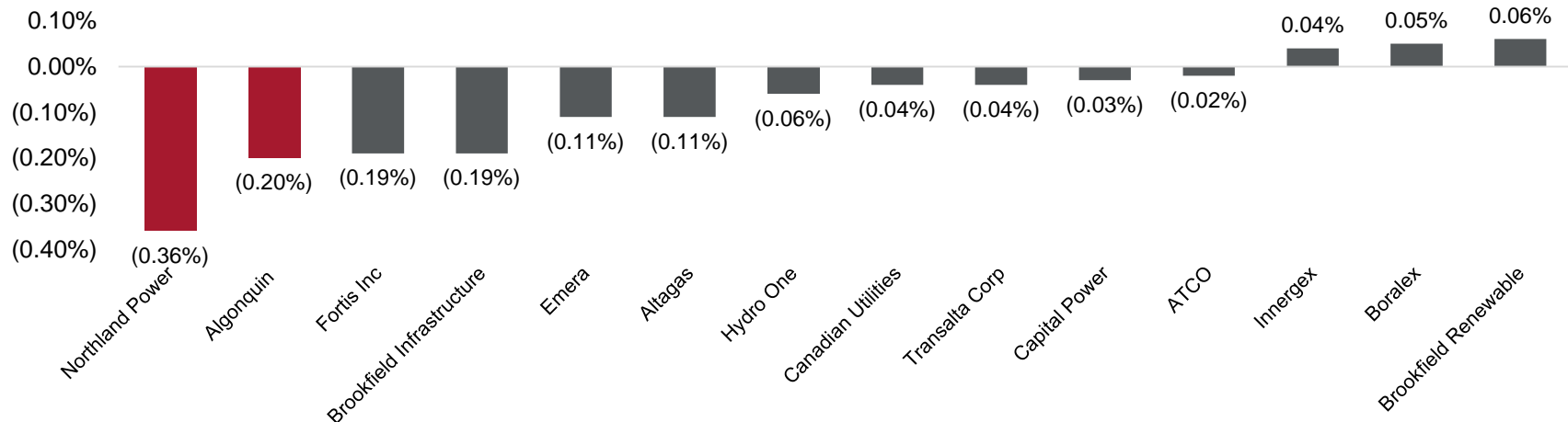
## Contribution to Return (2021)



# BEAM's Stance on Power & Utilities

The P&U sector generated an active CTR of negative 120 bps in 2021

## 2021 P&U Coverage List Active CTR



## What is Happening in the Market

- Threat of rate hikes has led the rate-sensitive P&U sector to largely underperform the market as a whole
- Inflation and supply chain pressures have also put pressure on the sector. Although, disruptions appears to be easing
- Growth orientated companies with power generation exposure have mainly underperformed within the sector, whereas, regulated utilities that are more protected from inflation pressures have outperformed
- However, concerns appear exaggerated and many attractive investment opportunities remain

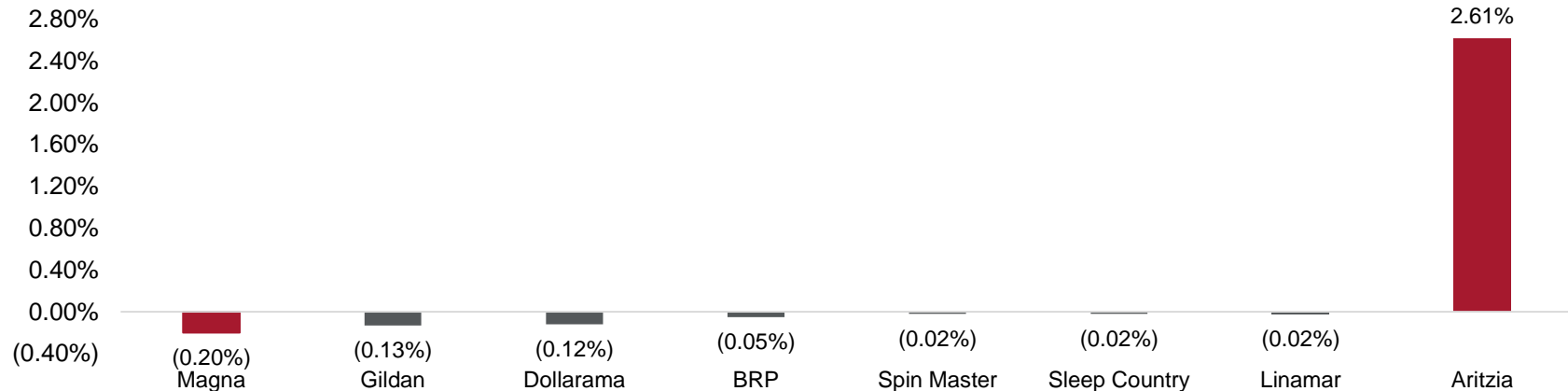
## ESG Momentum

- Broader ESG backdrop will stay in focus in 2022
- Many companies are disclosing additional information through sustainability reports and ESG investing has become mainstream, which are supportive of the renewable power sector
- Companies focused on renewable power and supportive electric transmission and distribution (T&D) infrastructure will outperform peers with thermal power generation and natural gas T&D assets
- We believe the pullback in renewable power valuations has provided an attractive time to increase exposure

# BEAM's Stance on Consumers Discretionary

The Consumer Discretionary sector generated an active CTR of +197 bps in 2021

## 2021 Consumer Discretionary Coverage List Active CTR



## What's Happening in the Sector

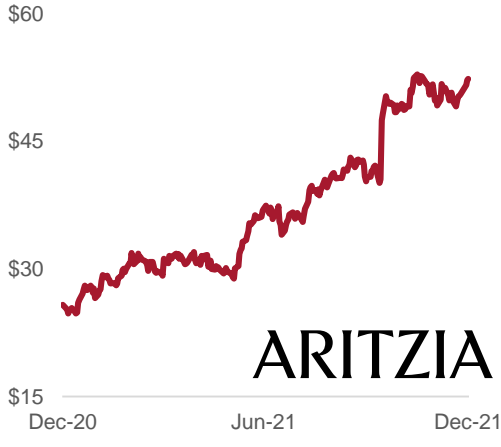

- The mass spread of Omicron has significantly lowered consumer confidence and sentiment
- Strong demand along with higher freight and raw material costs have led to increased price levels
- Labor shortages continued to limit the performance of restaurants and other service-based companies
- The semiconductor shortage continued to hurt the performance of the auto industry including our holding, Magna International

## Selection Methodology

- The team seeks to invest in companies with the following characteristics:
  - Exposure to secular trends such as digitalization and electrification
  - Strong brand/reputation
  - Attractive valuation metrics
  - Superior ESG characteristics relative to peers
  - Proven track record of efficient capital allocation and value-creation for shareholders

# 2021 Highest Active Weight Equity

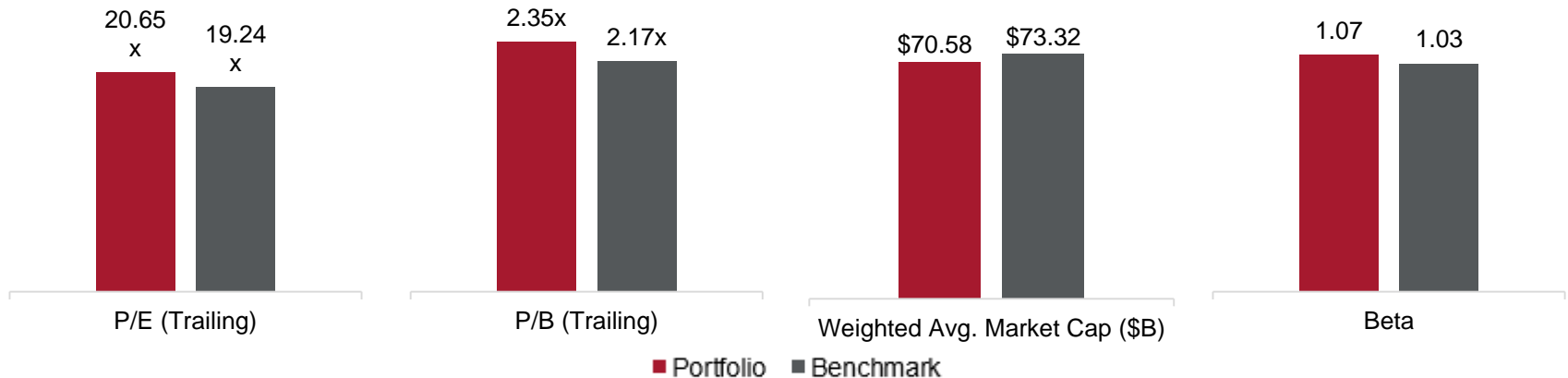
First Quantum & Aritzia are the highest active weight holdings and contributed positively in 2021

Company	Investment Thesis	Alignment with BEAM Philosophy
 <p><b>ARITZIA</b></p>	<ul style="list-style-type: none"> <li>Strong growth prospect with an untapped US and international market</li> <li>Customer-focused; dedicated to offering the best omnichannel experience</li> <li>Strong brand and balance sheet</li> </ul>	<ul style="list-style-type: none"> <li>Entry into men's fashion, new collections and product categories will continue facilitating growth</li> <li>Prioritizing US market</li> <li>Continued investment into technology, infrastructure and its boutique network</li> </ul>
 <p><b>FIRST QUANTUM MINERALS LTD.</b></p>	<ul style="list-style-type: none"> <li>One of the lowest cost copper producers with new capacity coming on line</li> <li>Reduced hedging will increase exposure to elevated copper prices increasing cash flows</li> <li>Bullish copper outlook as the global economy moves towards renewable resources &amp; electrification which require large amounts of copper</li> </ul>	<ul style="list-style-type: none"> <li>High barriers to entry with new copper mines taking up to 14 years to develop</li> <li>Emphasis on worker safety has been decreasing the number of incidents at sites</li> <li>Management has exceeded expectations with the opening and managing of capital &amp; operations</li> </ul>

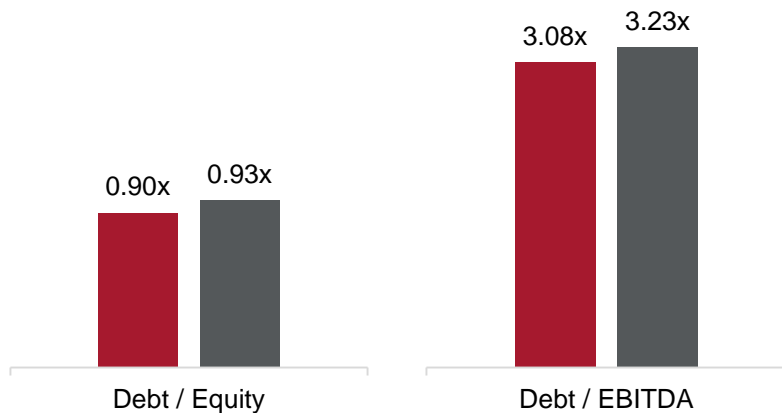
# Portfolio Characteristics Aligned with Philosophy

BEAM's Equity portfolio continues to hold high-quality companies with lower debt level

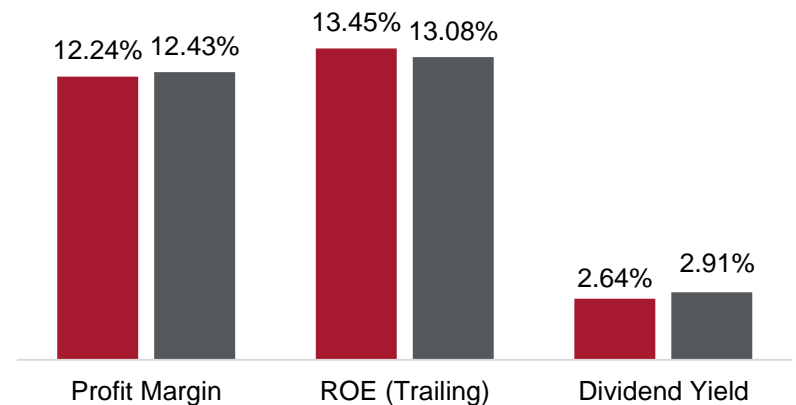
## Portfolio Characteristics



## Portfolio Leverage<sup>(1)</sup>



## Portfolio Characteristics



# BEAM Is Excited About 2022

BEAM will embrace the fossil fuel divestment to align with SFU's ESG commitment



BEAM will focus on implementing the F3 Initiative by Q3 2022



BEAM will continue enhancing the quality of the fund while providing experiential learning in asset management to SFU students



BEAM is excited to onboard its 12<sup>th</sup> cohort; the next generation of responsible and ethical finance professionals



BEAM will continue to follow its Value, Quality and ESG philosophy in 2022

# Questions

# Appendix

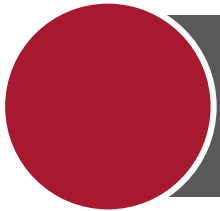
# Executive Summary

# BEAM's Objectives

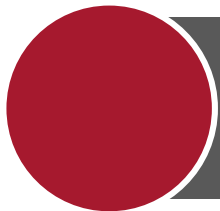
BEAM has four distinct objectives



To preserve inflation-adjusted invested capital



To outperform the Canadian equity benchmark by 150 basis points, Global equity benchmark by 30 basis points and outperform the fixed income benchmark by 40 basis points on a rolling 4-year average



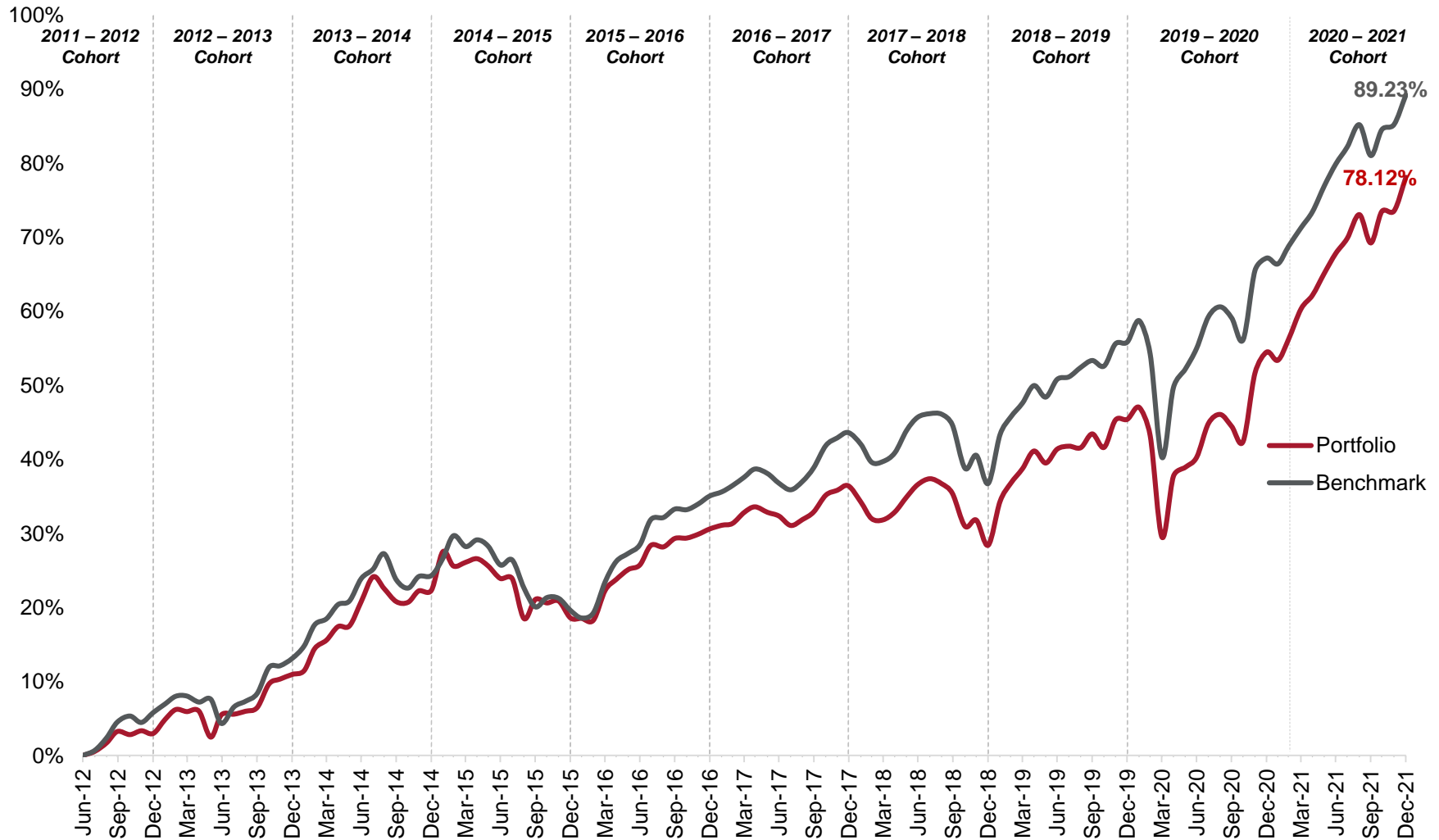
Use ESG as a tool to conform to SFU endowment responsibilities and the UN's Principles for Responsible Investment



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

# BEAM Has Returned 78.12% Since Inception

## Performance Since Inception



# Global Equity

# Full-Year 2021 Global Equity Portfolio Summary

BEAM's Global Equity Portfolio underperformed by 126 basis points in 2021

Sector	Average Weight (%)			Contribution to Return (%)			Total Return (%)			Contribution to Relative Returns (bps)		
	Port	Bench	Relative	Port	Bench	Relative	Port	Bench	Relative	Allocation Effect	Selection Effect	Total Attribution
Communication Services	7.1	8.9	-1.8	-0.4	0.1	-0.5	-4.7	0.7	-5.4	-0.8	-52	-36.8
Consumer Discretionary	12.5	12.1	0.4	1	1.1	-0.1	8.3	9.5	-1.2	-1.6	-8.5	-16.1
Consumer Staples	8.4	6.9	1.5	0.2	0.6	-0.4	3.5	8.7	-5.2	-5.7	-34.8	-53
Energy	3	3.1	-0.1	0.4	0.3	0.1	14.2	9	5.2	-0.8	16.1	14.1
Financials	14.5	13.4	1.1	0.5	1.2	-0.7	4.3	8.5	-4.2	-0.1	-53	-74.4
Health Care	12.6	12.6	0.1	1.3	1.4	-0.1	10.4	11.1	-0.7	-1.1	-2.6	-9
Industrials	12.6	10.3	2.3	1.2	0.6	0.6	9.9	5.9	4	-9.4	43.1	43.3
Information Technology	17.5	22.8	-5.3	4.2	4.1	0.1	26.3	19	7.3	-49.1	160.4	48.4
Materials	5.5	4.2	1.3	0.2	0.3	-0.1	6.7	7	-0.3	-15.2	0	-21.2
Real Estate	2.8	2.7	0	0.2	0.3	-0.1	6.4	10.7	-4.3	-0.6	-11	-13.9
Utilities	3	2.7	0.3	0.2	0.3	-0.1	6.7	9.4	-2.8	-1.8	-6.4	-11.5
Not Classified	0.4	0.3	0.1	0.1	0	0	1.4	0.1	1.3	-5.7	0.4	4.1
<b>Global Equity Portfolio</b>	<b>100</b>	<b>100</b>	<b>0</b>	<b>9</b>	<b>10.3</b>	<b>-1.3</b>	<b>93.4</b>	<b>99.8</b>	<b>-6.3</b>	<b>-93</b>	<b>53</b>	<b>-126</b>

# Q4 2021 Global Equity Portfolio Summary

BEAM's Global Equity Portfolio outperformed by 52 basis points in Q4 2021

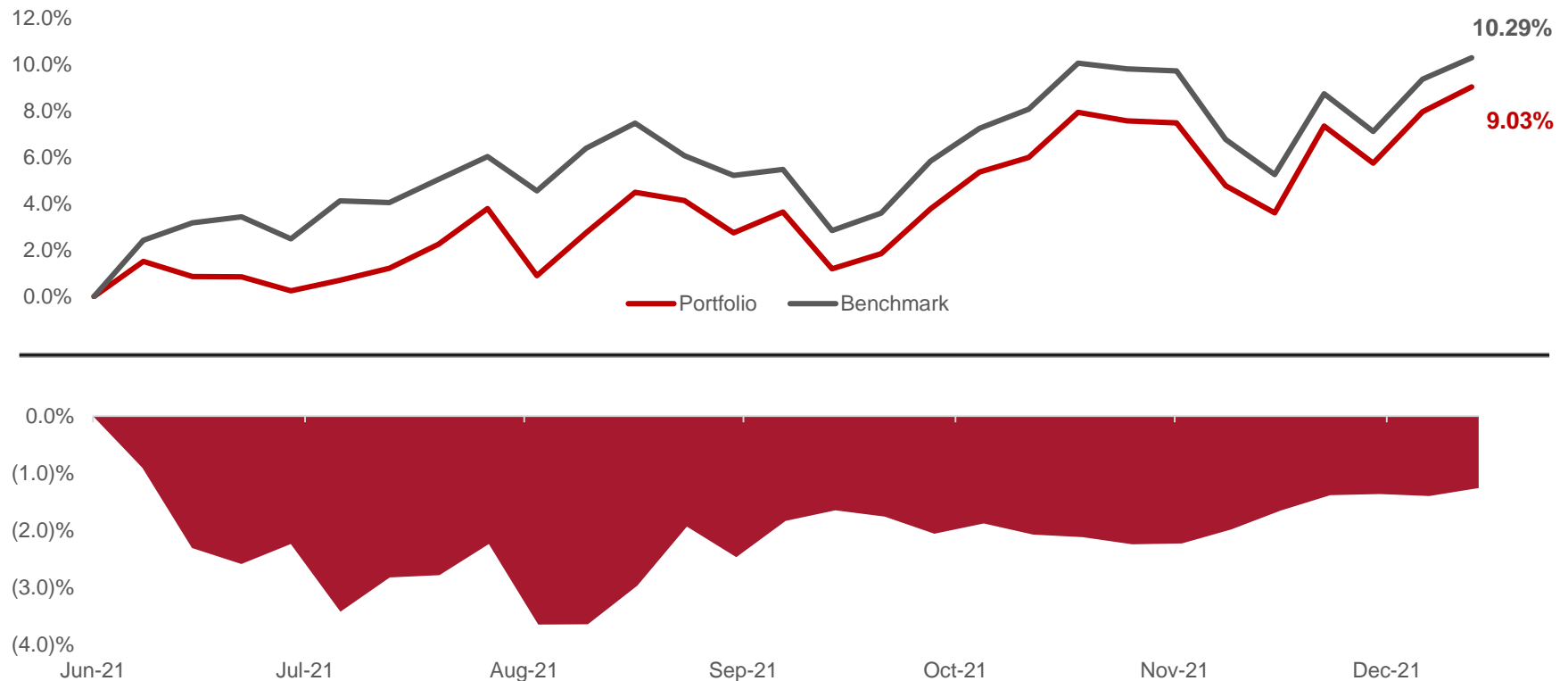
Sector	Average Weight (%)			Contribution to Return (%)			Total Return (%)			Contribution to Relative Returns (bps)		
	Port	Bench	Relative	Port	Bench	Relative	Port	Bench	Relative	Allocation Effect	Selection Effect	Total Attribution
Communication Services	8.6	8.6	-0.1	-0.3	-0.1	-0.1	-3.2	-1.7	-1.5	0.7	-15.1	-14.6
Consumer Discretionary	12.7	12.3	0.3	1.3	1	0.3	10.8	8.7	2.1	0.5	25.5	26.4
Consumer Staples	7	6.8	0.2	0.5	0.6	-0.2	6.9	9.4	-2.5	0.1	-17.1	-17.6
Energy	3	3.2	-0.2	0.2	0.2	0	5	4.8	0.2	0.7	0.9	1.4
Financials	12.9	13.4	-0.5	0.5	0.5	-0.1	3.3	3.8	-0.5	2.1	-6.4	-4.8
Health Care	12.6	12.4	0.3	1.1	1	0.1	8.8	8.1	0.7	0.2	8.8	9.2
Industrials	10.5	10.2	0.3	0.8	0.6	0.2	7.3	5.9	1.4	-0.4	14.7	14.3
Information Technology	23.3	23.2	0.1	3.3	3	0.3	14.5	13.3	1.2	-0.2	30.4	29.6
Materials	3.9	4.1	-0.2	0.4	0.4	0	10	9.8	0.2	-0.3	1	0.6
Real Estate	2.6	2.7	-0.1	0.3	0.3	0	11.6	10.9	0.7	-0.4	1.7	1.2
Utilities	2.8	2.7	0.1	0.3	0.3	0	11.5	11.7	-0.2	0.5	-0.4	0
Not Classified	0.3	0.3	0	0.1	-	0.1	1.6	-	1.6	-3.9	0.4	6
<b>Global Equity Portfolio</b>	<b>100</b>	<b>100</b>	<b>0.1</b>	<b>8.3</b>	<b>7.8</b>	<b>0.5</b>	<b>88.1</b>	<b>84.7</b>	<b>3.4</b>	<b>0.06</b>	<b>0.48</b>	<b>52</b>

# 2021 Global Equity Portfolio Return

BEAM's Global Equity portfolio underperformed the benchmark by 126 basis points in 2021

	Relative Return	Tracking Error	Information Ratio
2021	(1.26%)	3.26%	(0.39)

## Portfolio vs. Benchmark Total Return

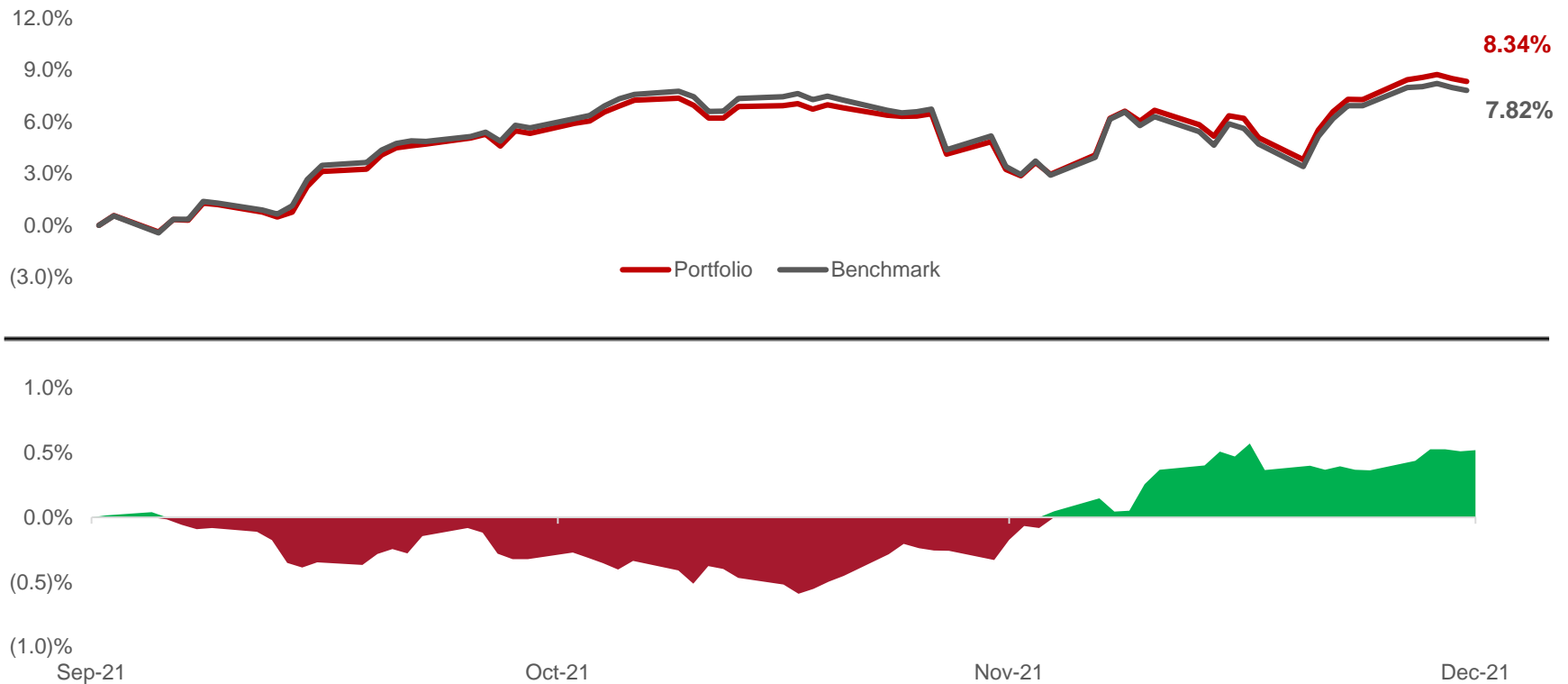


# Q4 2021 Global Equity Portfolio Return

BEAM's Global Equity portfolio outperformed the benchmark by 52 basis points in Q4 2021

	Relative Return	Tracking Error	Information Ratio
Q4 2021	0.52%	1.22%	0.43

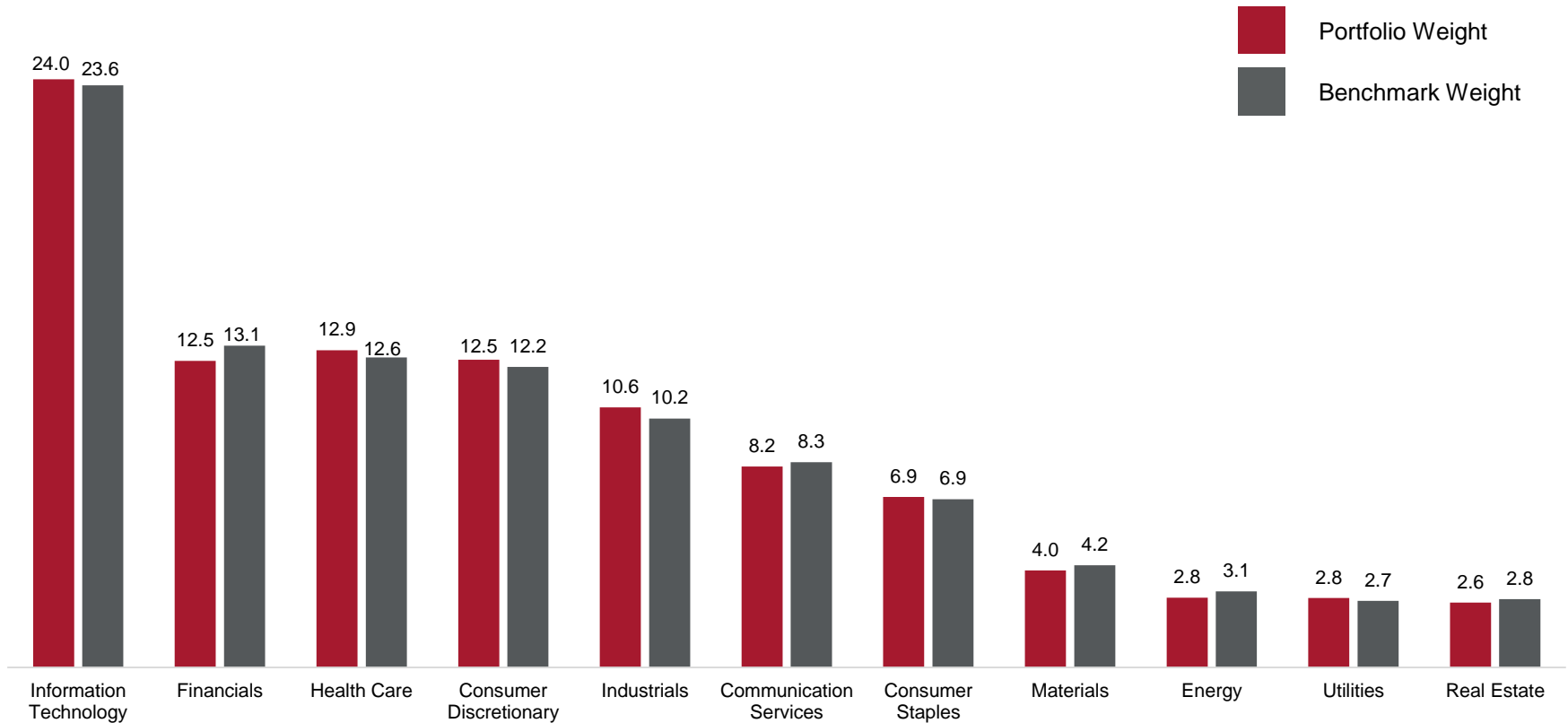
## Portfolio vs. Benchmark Total Return



# Global Equity Sector Allocation

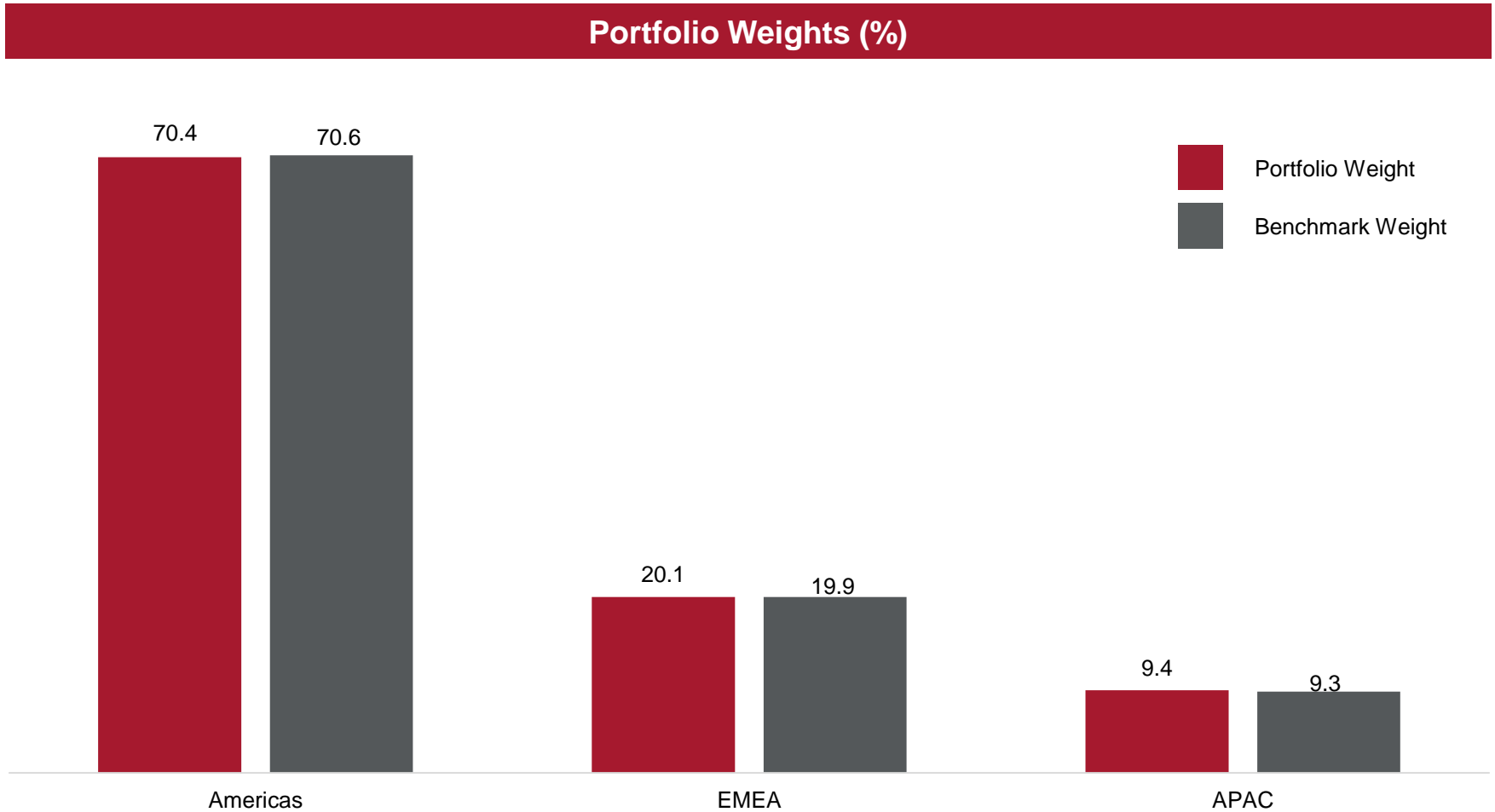
The Global Equities Portfolio is well-diversified across all sectors

## Portfolio Weights (%)



# Global Equity Region Allocation

The Global Equities Portfolio is well-diversified across all regions



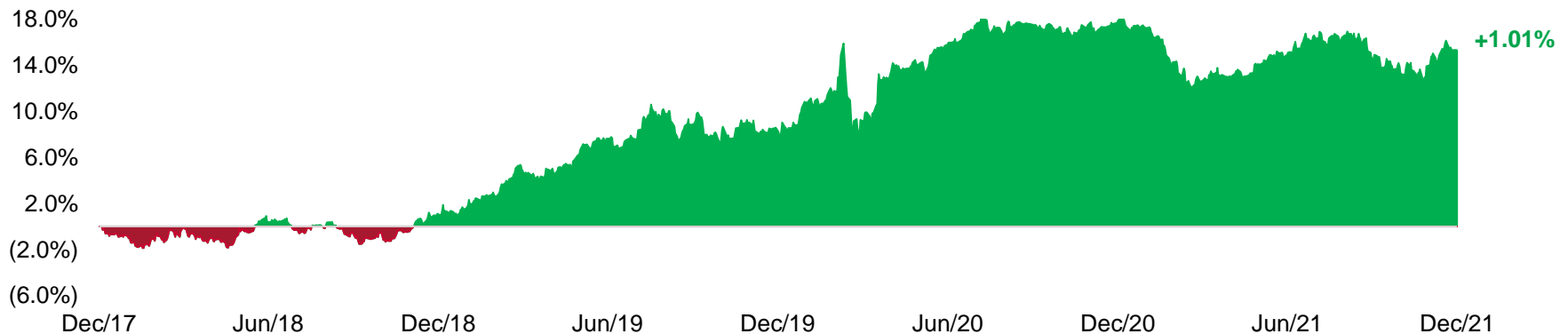
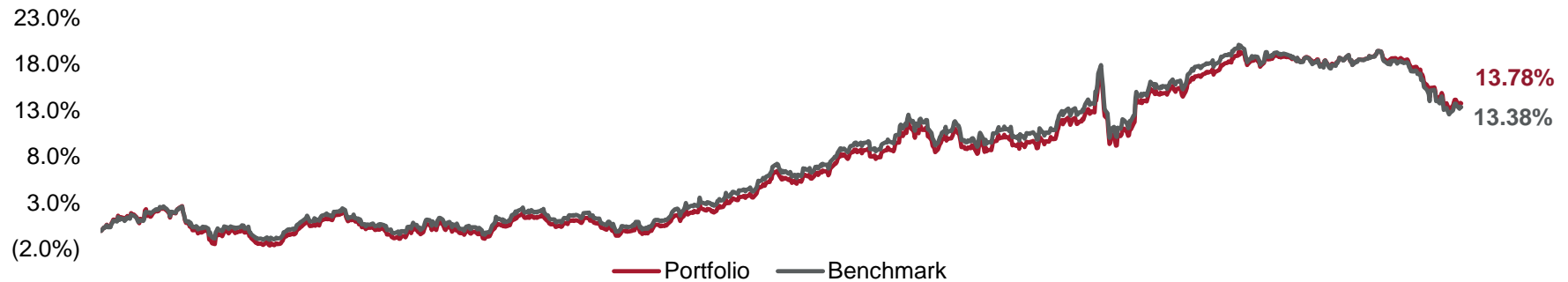
# Fixed Income

# Four-Year Fixed Income Performance

Fixed Income Portfolio outperformed by 101 basis points over the past four years

	Relative Return	Tracking Error	Information Ratio
4-Year	1.01%	0.45%	2.24

Portfolio vs. Benchmark Total Return<sup>(1)</sup>

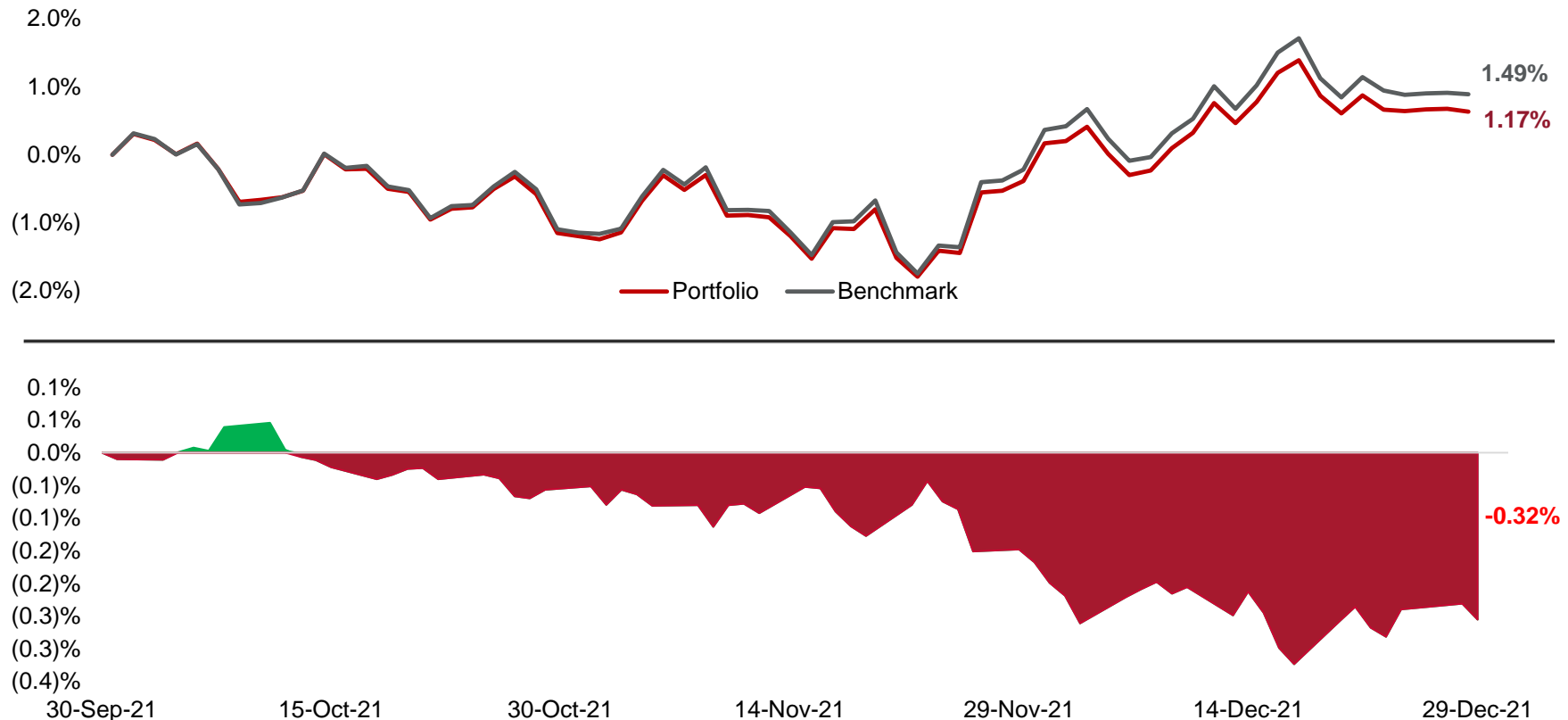


# Q4 2021 Fixed Income Performance

Fixed Income Portfolio underperformed by 32 basis points in Q4

	Relative Return	Tracking Error	Information Ratio
Q4	-0.32%	0.42%	-3.04

Portfolio vs. Benchmark Total Return<sup>(1)</sup>



# Contribution to Duration

Strategically underweight duration on portfolio level

Contribution to Duration <sup>(1)</sup>								
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
<b>Federal<sup>(2)</sup></b>	0.51	0.75	1.05	<b>2.32</b>	0.34	0.25	1.03	<b>1.63</b>
<b>Provincial</b>	0.23	0.70	3.20	<b>4.13</b>	0.09	0.37	3.82	<b>4.27</b>
<b>Municipal</b>	0.02	0.04	0.15	<b>0.21</b>	0.00	0.16	0.00	<b>0.16</b>
<b>Corporate</b>	0.27	0.42	1.10	<b>1.79</b>	0.62	0.60	0.42	<b>1.64</b>
<b>Total</b>	<b>1.03</b>	<b>1.92</b>	<b>5.50</b>	<b>8.44</b>	<b>1.05</b>	<b>1.38</b>	<b>5.27</b>	<b>7.70</b>

# Canadian Equity

# Full-Year 2021 Canadian Equity Portfolio Summary

BEAM's Canadian Equity Portfolio outperformed by 394 basis points in 2021

Sector	Average Weight (%)			Contribution to Return (%)			Total Return (%)			Contribution to Relative Returns (bps)		
	Port	Bench	Relative	Port	Bench	Relative	Port	Bench	Relative	Allocation Effect	Selection Effect	Total Attribution
Communication Services	3.6	4.8	-1.2	0.9	1.2	-0.3	23.7	24.7	-1	1.1	-3.3	-4.2
Consumer Discretionary	4.4	3.8	0.6	2.7	0.7	2	70.6	18	52.6	-5.4	183.9	221.3
Consumer Staples	3.9	3.6	0.2	0.9	0.8	0.1	16.8	20.5	-3.7	-4.2	-12.5	-10.7
Energy	10.9	12.5	-1.7	4.9	5.5	-0.6	48.9	49.1	-0.1	-40.7	13.1	-28.8
Financials	32.6	31.4	1.3	11.1	10.9	0.2	34.9	36.5	-1.6	16	-42.7	-30
Health Care	0	1.2	-1.2	0	-0.2	0.2	32.9	-19.4	52.3	60.5	-	59.3
Industrials	12.3	11.8	0.5	2.5	2.1	0.4	18.9	16.5	2.4	-2.1	39.7	33.7
Information Technology	11	10.8	0.2	1.8	1.9	-0.1	16.1	18.7	-2.6	19.5	-23.5	-18.5
Materials	13.7	12	1.7	3	0.5	2.5	21	3.8	17.2	-49.5	240	220.7
Real Estate	2.9	3.1	-0.2	1.8	1.1	0.7	72.6	37.2	35.3	-2.9	94.6	82.5
Utilities	4.6	4.7	0	-0.7	0.6	-1.2	-11.5	11.6	-23.1	-4.9	-130.8	-137.3
Not Classified	0	0.2	-0.2	0	0	0	-0.1	-0.3	0.2	6.3	-	6.3
<b>Canadian Equity Portfolio</b>	<b>100</b>	<b>100</b>	<b>0</b>	<b>28.9</b>	<b>25</b>	<b>3.9</b>	<b>344.8</b>	<b>216.9</b>	<b>127.9</b>	<b>-6</b>	<b>400</b>	<b>394</b>

# Q4 2021 Canadian Equity Portfolio Summary

BEAM's Canadian Equity Portfolio outperformed by 212 basis points in Q4 2021

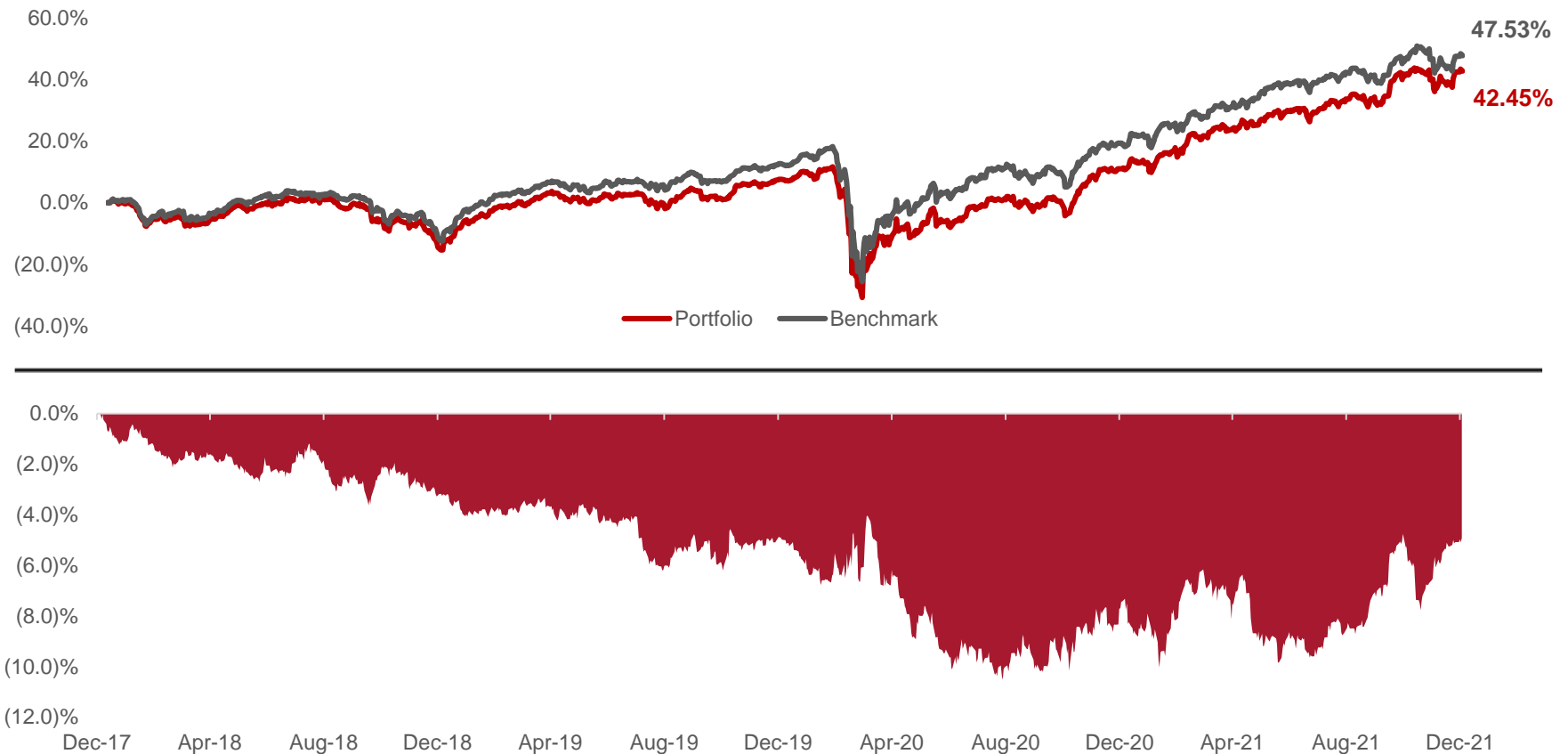
Sector	Average Weight (%)			Contribution to Return (%)			Total Return (%)			Contribution to Relative Returns (bps)		
	Port	Bench	Relative	Port	Bench	Relative	Port	Bench	Relative	Allocation Effect	Selection Effect	Total Attribution
Communication Services	3.5	4.7	-1.2	0.3	0.2	0	8.2	4.8	0	3.3	16.1	14.6
Consumer Discretionary	6.2	3.5	2.6	1.1	0.3	0.9	19.5	7.3	0.9	1.2	39.9	71.5
Consumer Staples	2.5	3.6	-1.2	0	0.2	-0.3	-1.9	6.1	-0.3	-0.4	-30.6	-21.1
Energy	11.8	13.1	-1.3	1.3	0.8	0.6	11.6	5.6	0.6	-2.8	81.6	68
Financials	32.8	32	0.8	3.2	3	0.2	9.6	9.4	0.2	5.9	7.9	13.5
Health Care	-	0.9	-0.9	-	-0.2	0.2	-	-18.3	0.2	25.3	-	25.3
Industrials	11.9	11.8	0.2	0.1	0.6	-0.5	0.4	5	-0.5	4.8	-55.2	-54.2
Information Technology	11.9	11.3	0.6	0.6	-0.2	0.7	4.7	-1.2	0.7	-2.3	67	66.9
Materials	12.3	11.4	0.9	1.6	1.1	0.5	13.4	10.4	0.5	6	33.4	41.5
Real Estate	2.9	3	-0.1	0.4	0.3	0.2	15	9.1	0.2	-0.7	16.8	16.2
Utilities	4.2	4.4	-0.2	-0.1	0.2	-0.3	-2.1	5.3	-0.3	-0.1	-35.2	-32.8
Not Classified	-	0.2	-0.2	-	0	0	-	-0.2	0	2	-	2.1
<b>Canadian Equity Portfolio</b>	<b>100</b>	<b>100</b>	<b>0</b>	<b>8.5</b>	<b>6.4</b>	<b>2.1</b>	<b>78.5</b>	<b>43.4</b>	<b>2.1</b>	<b>42</b>	<b>142</b>	<b>212</b>

# Four-Year Canadian Equity Portfolio Return

The Canadian Equity Portfolio underperformed over the last four years

	Relative Return	Tracking Error	Information Ratio
Since December 31, 2017	(4.92%)	3.60%	(1.37)

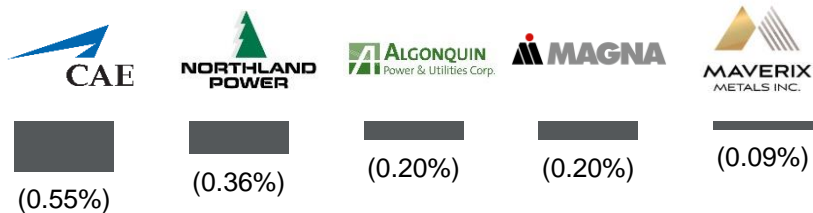
## Portfolio vs. Benchmark Total Return<sup>(1)</sup>



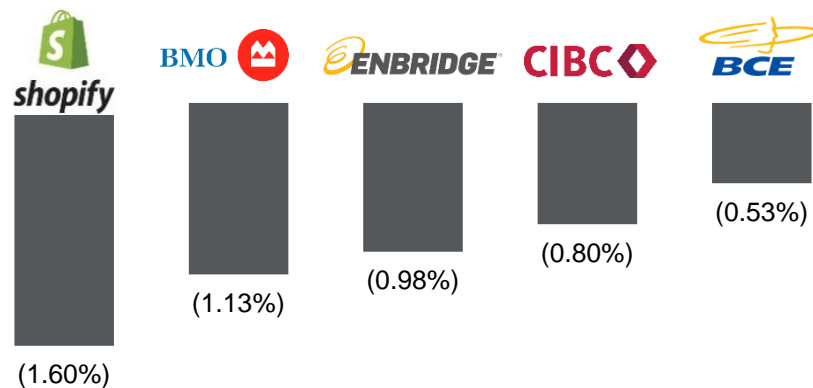
# 2021 Active Contribution to Return Breakdown

Aritzia contributed highest CTR while Shopify contributed lowest CTR

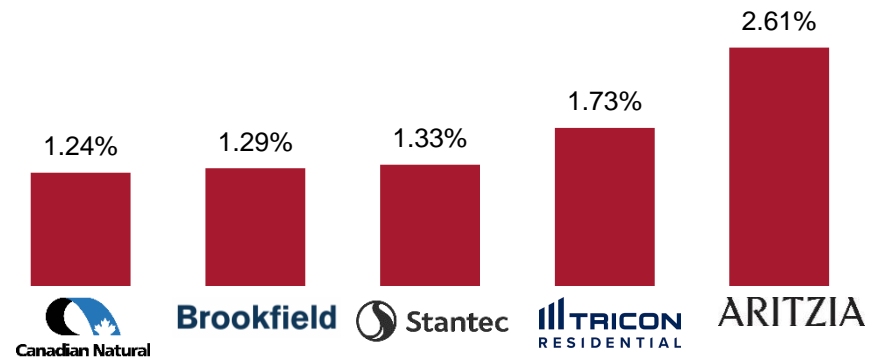
## Holdings: Lowest Active CTRs



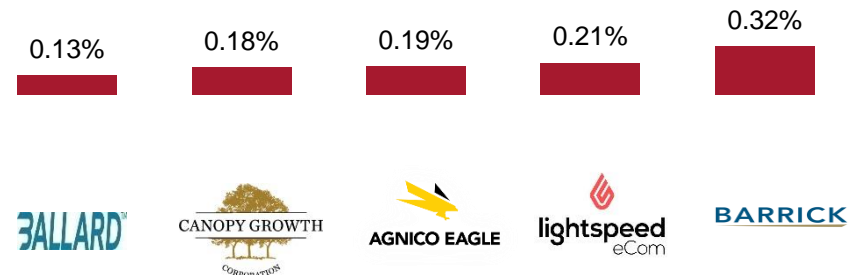
## Non-Holdings: Lowest Active CTRs



## Holdings: Highest Active CTRs



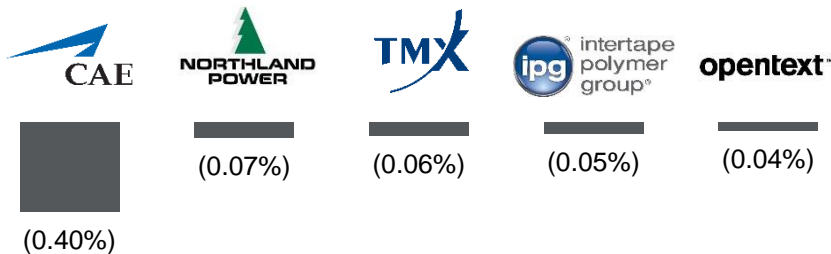
## Non-Holdings: Highest Active CTRs



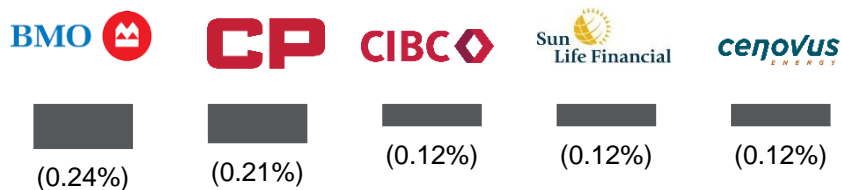
# Q4 2021 Active Contribution to Return Breakdown

Performance from numerous holdings fueled BEAM's strong active return in Q4 2021

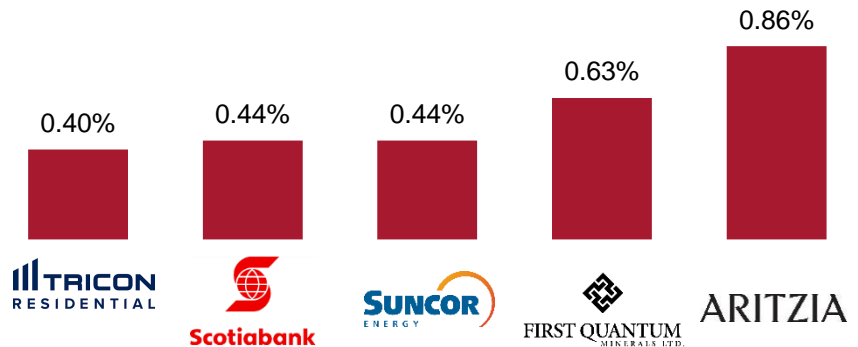
## Holdings: Lowest Active CTRs



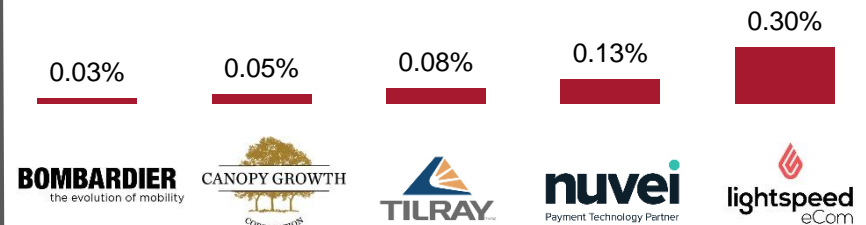
## Non-Holdings: Lowest Active CTRs



## Holdings: Highest Active CTRs



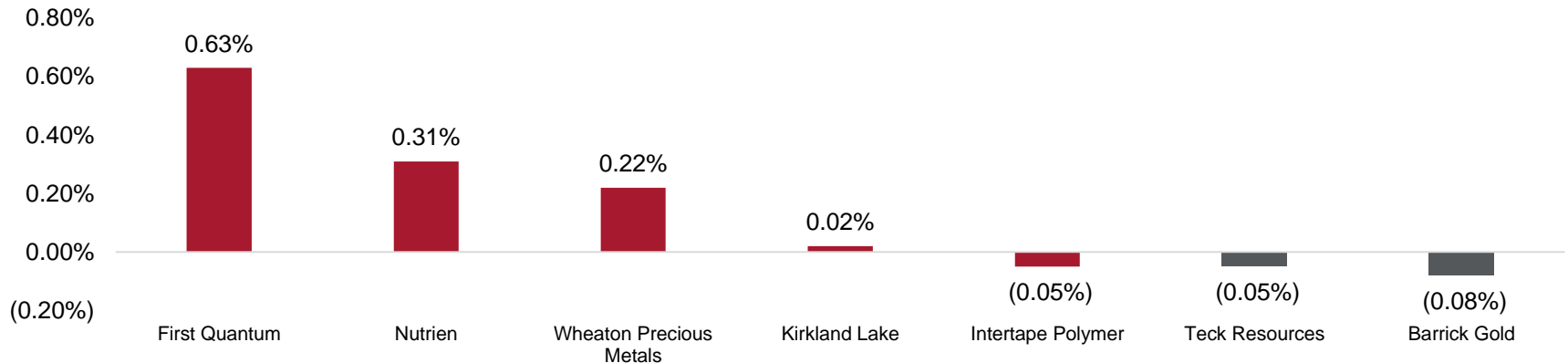
## Non-Holdings: Highest Active CTRs



# BEAM's Materials Holdings and Market Updates

The Materials portfolio continues it's strong performance generating +0.50% active CTR in Q4 2021

## Q4 2021 Materials Coverage List Active CTR



## Sector Commentary

- Gold continues to hover around the \$1,800/oz mark, in line with our expectations
  - As inflation continues to be a concern, we expect to see some price appreciation in the upcoming rising rate environment
- Copper have been relatively steady throughout the last quarter
  - There is growing evidence of slowing demand in China, which is a key factor in slower growth
  - Upcoming US Fed tapering has also caused some downwards pressure

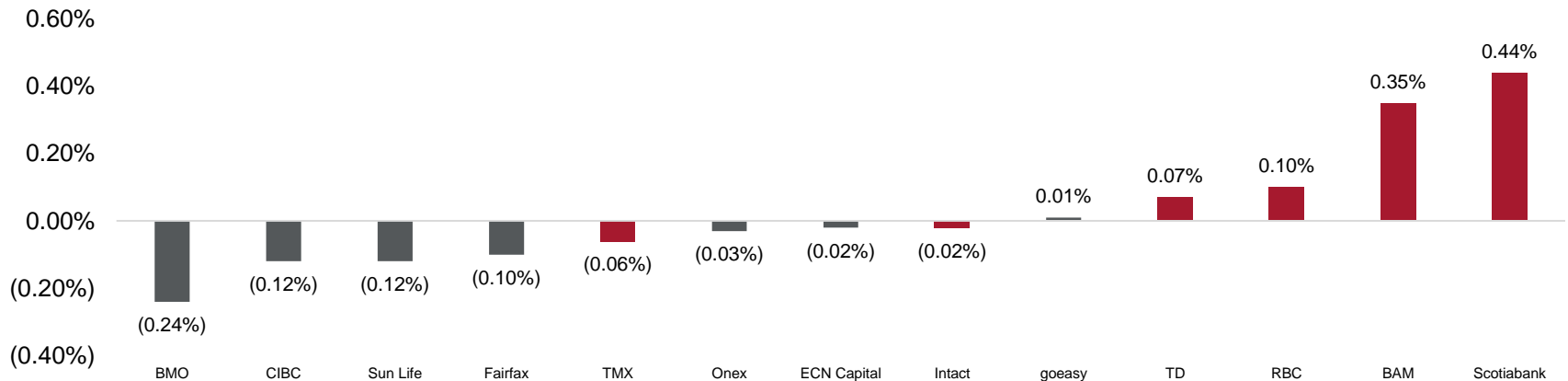
## Strategy Going Forward

- The Materials team aims to align its strategy by seeking:
  - Strong growth prospects that align with the current macro economic environment
  - High quality companies with proven business models that can withstand market cyclicality
  - Proven management teams that align strategy with macroeconomic conditions
- Current market conditions have led us to be overweight diversified materials; we are currently re-evaluating this position in the current inflationary environment

# BEAM's Financials Holdings and Selection Methodology

Improving economic conditions led the Financials portfolio to generate +0.19% active CTR in Q4 2021

## Q4 2021 Financials Coverage List Active CTR



## 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 with a strong management team
  - Strong and resilient balance sheet to outperform peers in any economic conditions
  - Above-average MSCI Social and Governance scores
  - Safe loan book, platform for growth, and runway to profitability at an attractive valuation

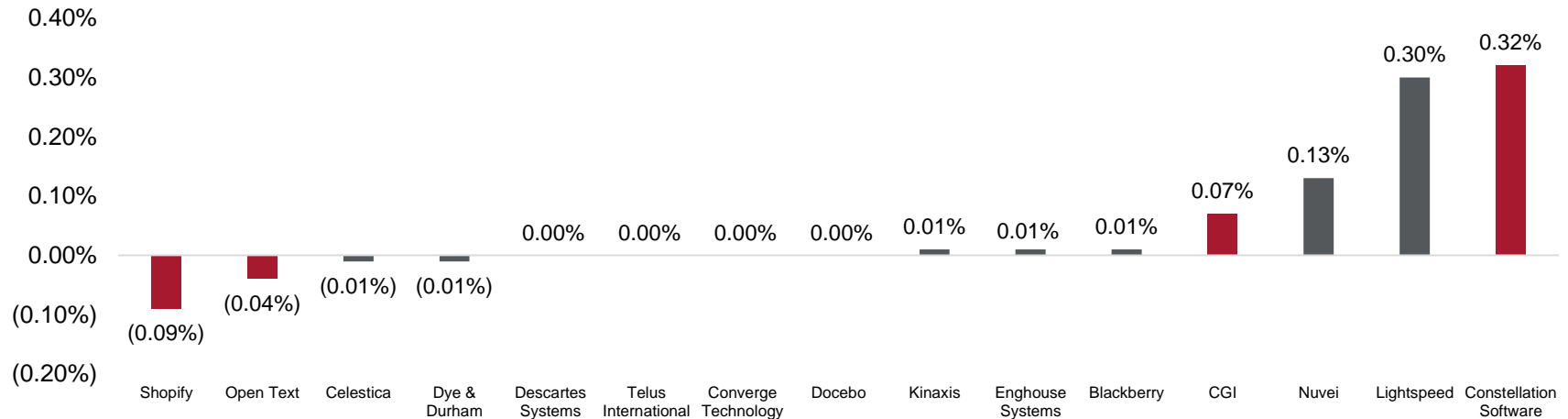
## Portfolio Alignment Strategy

- Rising interest rate should impact Lenders as follows:
  - Boost profitability in commercial and personal banking in the near-term
  - Reduce M&A and trading activities as the cost of lending increases
- Closely monitor profitability as big banks engage in a “talent war” to recruit highly skilled employees at high costs
- Invest in Non-Lenders companies that have diversified streams of revenue, strong management teams and attractive valuations

# BEAM's Technology Holdings and Selection Methodology

Strong CSU performance led to a CTR of +0.70% in Q4 2021

## Q4 2021 Information Technology Coverage List Active CTR



## Selection Methodology

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

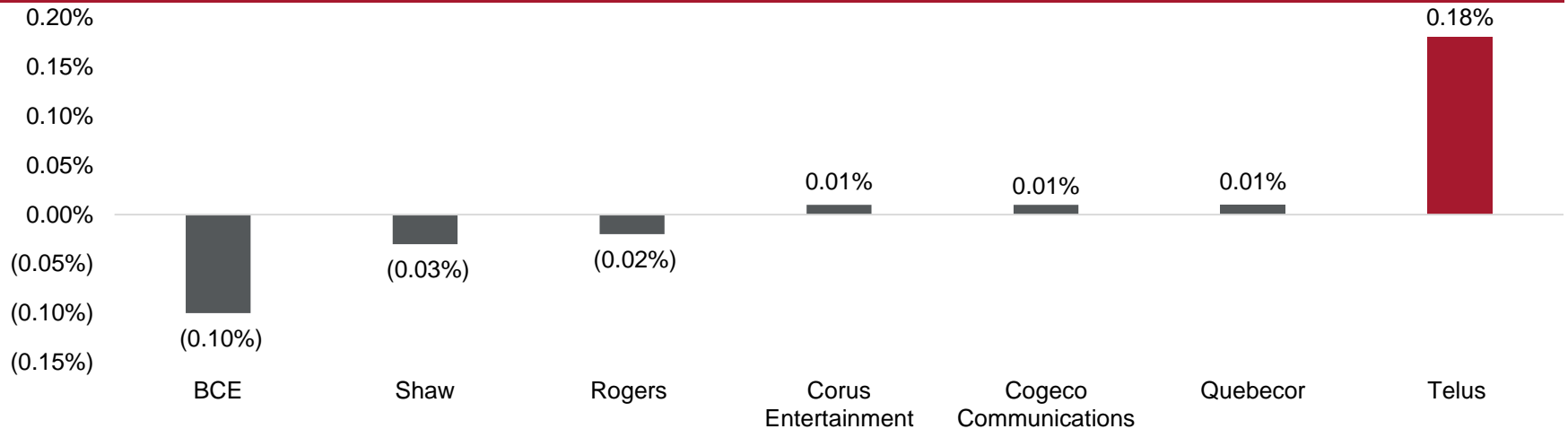
## What's Happening in the Market

- Rising risk of higher interest rates and tough growth comparisons are causing significant market volatility in the technology sector
- Shopify ended the year ~23% down from its November peak despite investing heavily into fulfillment in 2021
- Infrastructure as a Service (IaaS) is accelerating among enterprises due to increased spending on cloud, security and artificial intelligence
- Chip-equipment makers' shares continue to outperform due to strong demand for chipmaking equipment and chip fabrication amid widespread shortages

# BEAM's Telecom Holdings and Selection Methodology

Strong performance by Telus led to +0.05% active CTR in Q4 2021

## Q4 2021 Telecom Coverage List Active CTR



## 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

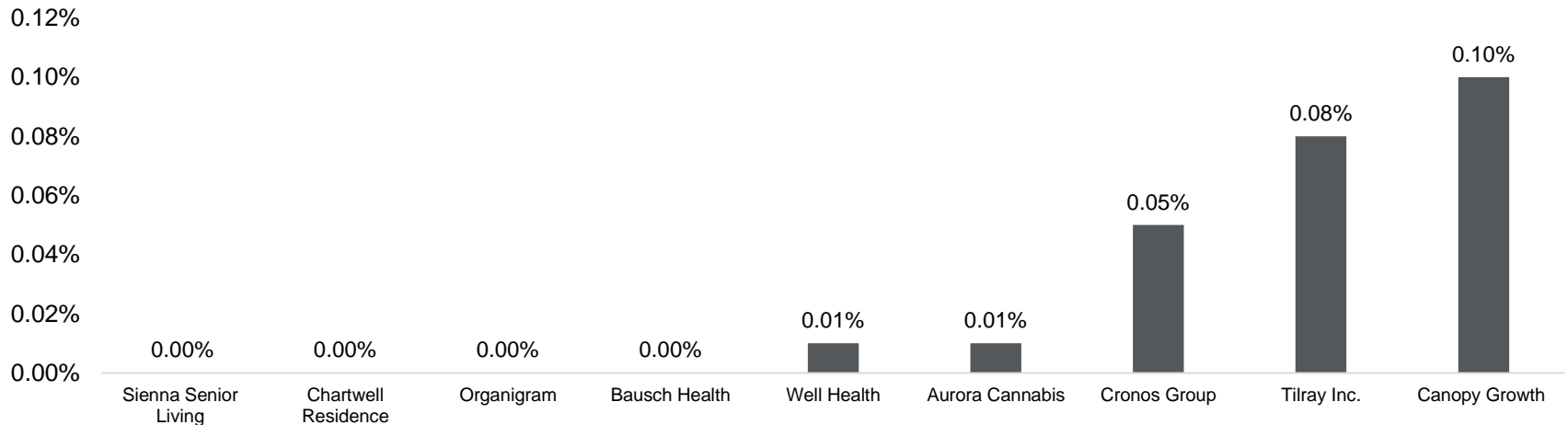
## What's Happening in the Market

- Growth outlook remains favourable due to new device launches, resumed travel, and 5G coverage expansion
- Telus' diversification into adjacent areas helped mitigate slowing growth in Canada's wireless market and a decline in wireline services
- BCE consolidated revenues climbed 1.8% YoY, with revenue growth in wireless segment reflecting pent-up consumer demand after consumer activity was impacted in 2020 by COVID-19
- Rogers proposed merger with Shaw Communications remains on track to close in the first half of 2022

# BEAM's Healthcare Holdings and Selection Methodology

Volatility in the cannabis industry was the primary driver for the sector's +0.18% active CTR in Q4 2021

## Q4 2021 Healthcare Coverage List Active CTR



## 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

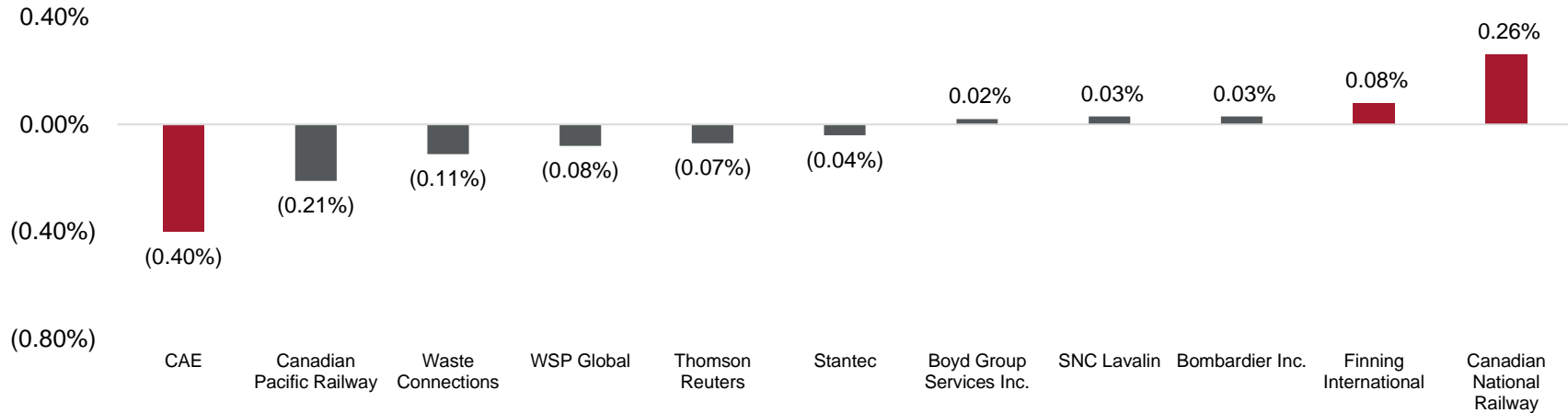
## What's Happening in the Market

- A tough environment for all home care companies this quarter, with shortfall in revenue and EBITDA given current labour supply pressures, and COVID-19 impacts
- Chartwell Residences, in light of ongoing concerns of Omicron variant, leasing activity could remain subdued, thereby placing downward pressure on occupancy recovery front over the near term
- The prospects of Canadian cannabis firms on the upswing momentum in the U.S. market continues to fade
- Digital health is set for continued expansion with more health care services going virtual

# BEAM's Industrials Holdings and Selection Methodology

The performance of BEAM's Industrials holdings contributed +0.48% of active CTR in Q4 2021

## Q4 2021 Industrials Coverage List Active CTR



## Selection Methodology

- The Industrials team seeks to invest in companies with:
  - Hard to replicate competitive advantages that are sustainable
  - Strong value generation capabilities coupled with attractive upside valuation
  - Positioned well to capitalize on long-term tailwinds (e.g. intermodal investments, consumer spending, return of air travel demand)
  - ESG excellence relative to peers and visible initiatives to improve existing sustainability practices

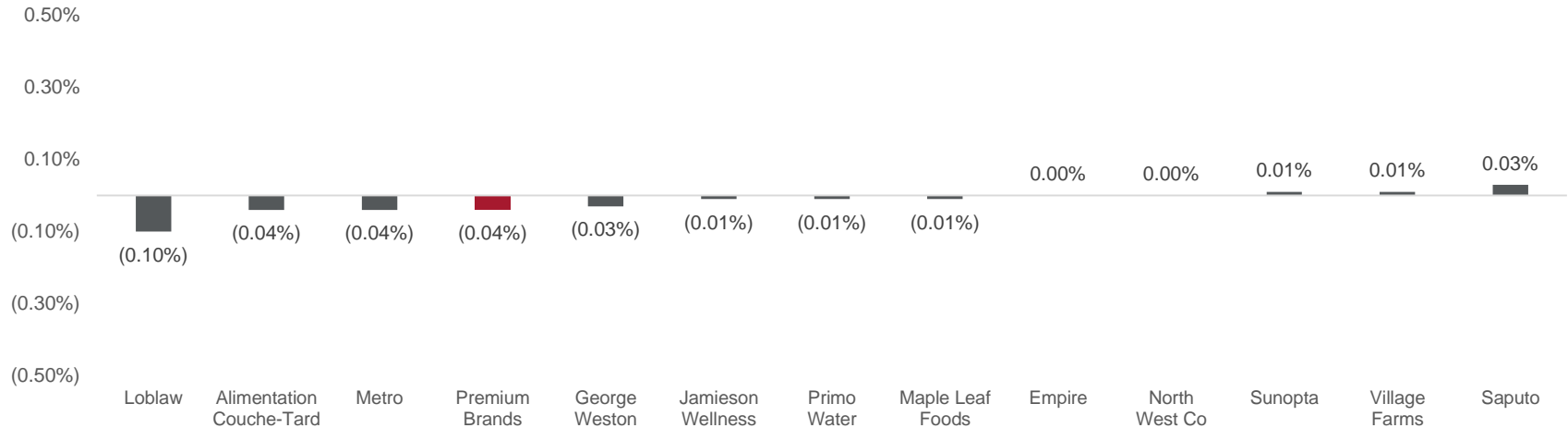
## Portfolio Strategy Alignment

- The Industrials team remains confident in maintaining an active weight in CNR due to confidence in strategic execution, end market exposure, most notably in intermodal, and upside-valuation.
- 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.
- We increased our active weight in CAE at an attractive valuation as we remain bullish on tailwinds in pilot and crew training demand.

# BEAM's Consumer Staples Selection Methodology

Consumer Staples generated an active CTR of (0.04%) in Q4 2021

## Q4 2021 Consumer Staples Coverage List Active CTR



## 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

- Supply chain constraints have significantly impacted food producers and retailers with increased costs ultimately being passed on to end consumers
- Some retailers have resorted to pandemic-era limitations on quantities purchased (i.e., one per customer) in order to extend inventory
- Continued inflationary headwinds expected, driving an increase in input costs for commodity producers
- Changes in consumer habits stemming from COVID-19 pandemic expected to remain (e.g., dining at home)

# BEAM's Energy Holdings and Selection Methodology

Strong sector performance while being underweight resulted in 58 bps active CTR in Q4 2021

## Q4 2021 Energy Coverage List Active CTR



## 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

## What's Happening in the Market?

- 2021 was a fantastic year for producers as oil prices bounced off their highest levels since 2014
- Producers were able to pay off debts and focus on return of capital through dividend increases and share buybacks
- Consolidation continued in Alberta with BIP's hostile takeover of IPL and the Arc - Seven Gens merger
- If commodity prices remain elevated through 2022, producers may switch focus from return of capital to organic growth

# Holdings and Transactions

# Holdings and Transactions

## Fixed Income Holdings

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
407 INTERNATIONAL INC	2030-03-06	119,710	3.14%	\$117,311.43	4.17%
ALTALINK L P	2026-05-29	70,684	2.75%	\$67,612.62	2.40%
BELL CANADA	2026-04-17	71,826	8.88%	\$66,418.09	2.36%
BELL CANADA	2027-08-16	47,715	1.65%	\$47,282.23	1.68%
BRITISH COLUMBIA FERRY SVCS	2034-10-13	72,329	6.25%	\$67,811.87	2.41%
CANADA HOUSING TRUST NO 1	2029-09-15	71,219	2.10%	\$65,739.95	2.33%
CONSUMERS GAS CO LTD	2023-07-05	58,075	6.05%	\$49,043.16	1.74%
GOVERNMENT OF CANADA	2027-06-01	60,465	8.00%	\$55,407.47	1.97%
GOVERNMENT OF CANADA	2022-06-01	77,816	2.75%	\$76,766.96	2.73%
GOVERNMENT OF CANADA	2045-12-01	84,754	3.50%	\$88,472.78	3.14%
GOVERNMENT OF CANADA	2024-06-01	57,456	2.50%	\$57,930.98	2.06%
GOVERNMENT OF CANADA	2024-03-01	153,281	2.25%	\$146,794.77	5.21%
GOVERNMENT OF CANADA	2051-12-01	56,224	2.00%	\$60,265.20	2.14%
GOVERNMENT OF CANADA	2026-06-01	69,202	1.50%	\$65,822.18	2.34%
GOVERNMENT OF CANADA	2025-03-01	68,988	1.25%	\$69,246.59	2.46%

# Holdings and Transactions

## Fixed Income Holdings Cont.

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
HYDRO ONE INC	2029-04-05	47,208	3.02%	\$44,533.98	1.58%
IGM FINANCIAL INC	2027-01-26	77,312	3.44%	\$80,380.19	2.85%
LOBLAW COMPANIES LTD	2028-12-11	61,441	4.49%	\$57,558.90	2.04%
MUNICIPAL FINANCE AUTH OF BC	2027-12-01	89,170	4.95%	\$87,213.64	3.10%
POWER CORPORATION OF CANADA	2039-04-22	39,780	8.57%	\$40,114.22	1.42%
POWER FINANCIAL CORP	2033-03-11	13,587	6.90%	\$13,434.27	0.48%
PROV OF ALBERTA	2040-12-01	129,679	4.50%	\$129,235.65	4.59%
PROV OF ALBERTA	2048-12-01	64,799	3.05%	\$71,150.04	2.53%
PROV OF ALBERTA	2024-06-01	61,719	3.10%	\$62,558.15	2.22%
PROV OF BRITISH COLUMBIA	2024-08-23	49,657	9.00%	\$45,562.58	1.62%
PROV OF BRITISH COLUMBIA	2031-06-18	96,634	5.00%	\$96,034.61	3.41%
PROV OF MANITOBA	2038-03-05	98,247	4.60%	\$104,119.94	3.70%
PROV OF MANITOBA	2041-03-05	118,955	4.40%	\$125,808.53	4.47%
PROV OF ONTARIO	2041-06-02	27,096	4.65%	\$26,778.50	0.95%
PROV OF ONTARIO	2046-12-02	44,042	2.90%	\$49,624.15	1.76%

# Holdings and Transactions

## Fixed Income Holdings Cont.

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
PROV OF ONTARIO	2037-06-02	55,470	4.70%	\$55,879.63	1.98%
PROV OF ONTARIO	2027-06-02	57,543	2.60%	\$57,653.18	2.05%
PROV OF SASKATCHEWAN	2035-09-05	62,213	5.60%	\$62,000.62	2.20%
PROV OF SASKATCHEWAN	2040-06-01	104,386	4.75%	\$106,359.95	3.78%
PROV OF SASKATCHEWAN	2033-09-05	81,061	5.80%	\$78,983.93	2.81%
ROYAL BANK OF CANADA	2023-12-05	109,774	2.33%	\$112,152.76	3.98%
TOROMONT INDUSTRIES LTD	2025-09-30	115,695	3.71%	\$111,780.97	3.97%
TORONTO DOMINION BANK	2024-07-24	98,609	3.23%	\$94,955.72	3.37%

# Holdings and Transactions

## Fixed Income Transactions

Date	Name	Buy/Sell	Shares/Par	Fill Price	Amount
11/04/2021	CAN 1.25 03/01/25	BUY	69,000	\$ 99.98	\$ (68,987.58)
11/04/2021	ALTALK 5.381 03/26/40	SELL	-46,000	\$128.58	\$ 59,148.64

# Holdings and Transactions

## Canadian Equity Holdings

Company Name	# of Shares	Price	Market Value	% of Total
ALGONQUIN POWER & UTIL CORP	2,783	\$ 18.27	\$ 50,845.41	2.16%
ARITZIA INC	1,281	\$ 52.35	\$ 67,060.35	2.85%
BANK OF NOVA SCOTIA	1,647	\$ 89.55	\$ 147,488.85	6.26%
BROOKFIELD ASSET MGMT INC	2,007	\$ 76.39	\$ 153,314.73	6.50%
CAE INC	2,270	\$ 31.91	\$ 72,435.70	3.07%
CANADIAN NATIONAL RAILWAY CO	748	\$ 155.38	\$ 116,224.24	4.93%
CANADIAN NATURAL RESOURCES LTD	1,920	\$ 53.45	\$ 102,624.00	4.35%
CGI INC	540	\$ 111.85	\$ 60,399.00	2.56%
CONSTELLATION SOFTWARE INC	39	\$ 2,346.94	\$ 91,530.66	3.88%
FINNING INTERNATIONAL INC	2,012	\$ 31.88	\$ 64,142.56	2.72%
FIRST QUANTUM MINERALS LTD	2,447	\$ 30.27	\$ 74,070.69	3.14%
GIBSON ENERGY INC	1,081	\$ 22.42	\$ 24,236.02	1.03%
INTACT FINANCIAL CORP	375	\$ 164.42	\$ 61,657.50	2.62%
INTERTAPE POLYMER GROUP INC	1,200	\$ 26.32	\$ 31,584.00	1.34%
KIRKLAND LAKE GOLD LTD	926	\$ 53.01	\$ 49,087.26	2.08%

# Holdings and Transactions

## Canadian Equity Holdings Cont.

Company Name	# of Shares	Price	Market Value	% of Total
MAGNA INTL INC	730	\$ 102.35	\$ 74,715.50	3.17%
NATIONAL BANK OF CANADA	830	\$ 96.44	\$ 80,045.20	3.40%
NORTHLAND POWER INC	1,235	\$ 37.95	\$ 46,868.25	1.99%
NUTRIEN LTD	925	\$ 95.08	\$ 87,949.00	3.73%
OPEN TEXT CORPORATION	900	\$ 60.04	\$ 54,036.00	2.29%
PREMIUM BRANDS HOLDINGS CORP	442	\$ 126.44	\$ 55,886.48	2.37%
ROYAL BANK OF CANADA	1,321	\$ 134.25	\$ 177,344.25	7.52%
SHOPIFY INC	43	\$ 1,741.69	\$ 74,892.67	3.18%
SUNCOR ENERGY INC	2,834	\$ 31.65	\$ 89,696.10	3.81%
TC ENERGY CORP	1,064	\$ 58.83	\$ 62,595.12	2.66%
TELUS CORP	2,836	\$ 29.79	\$ 84,484.44	3.58%
TMX GROUP LTD	232	\$ 128.25	\$ 29,754.00	1.26%
TORONTO DOMINION BANK	1,491	\$ 96.98	\$ 144,597.18	6.14%
TRICON RESIDENTIAL INC	3,440	\$ 19.36	\$ 66,598.40	2.83%
WHEATON PRECIOUS METALS CORP	1,119	\$ 54.28	\$ 60,739.32	2.58%

# Holdings and Transactions

## Canadian Equity Transactions

Date	Name	Buy/Sell	# of Shares	Fill Price	Amount
9/7/2021	CAE INC	BUY	1,900	\$ 38.23	\$ (72,807.00)
9/7/2021	STANTEC INC	SELL	-1,158	\$ 61.86	\$ 71,463.88
12/8/2021	ARITZIA INC	SELL	-500	\$ 48.86	\$ 24,282.00
12/8/2021	CAE INC	BUY	370	\$ 30.52	\$ (11,442.40)
12/8/2021	CANADIAN NATIONAL RAILWAY CO	SELL	-200	\$ 166.14	\$ 33,078.00
12/8/2021	MAGNA INTERNATIONAL INC	BUY	130	\$ 101.93	\$ (13,400.90)
12/8/2021	TRICON RESIDENTIAL INC	SELL	-550	\$ 18.42	\$ 9,981.00

# Holdings and Transactions

## Global Equity Holdings

Company Name	# of Shares	Price	Market Value	% of Total
APPLE INC	468	\$ 177.57	\$ 83,102.76	3.03%
VISA INC	222	\$ 216.71	\$ 48,109.62	1.75%
WALMART INC	437	\$ 144.69	\$ 63,229.53	2.30%
COMM SERV SELECT SECTOR SPDR	2,673	\$ 77.68	\$ 207,638.64	7.56%
CONSUMER DISCRETIONARY SELT	1,326	\$ 204.44	\$ 271,087.44	9.87%
CONSUMER STAPLES SPDR	757	\$ 77.11	\$ 58,372.27	2.13%
ENERGY SELECT SECTOR SPDR	1,029	\$ 55.50	\$ 57,109.50	2.08%
FINANCIAL SELECT SECTOR SPDR	5,962	\$ 39.05	\$ 232,816.10	8.48%
HEALTH CARE SELECT SECTOR	1,990	\$ 140.89	\$ 280,371.10	10.21%
INDUSTRIAL SELECT SECT SPDR	1,125	\$ 105.81	\$ 119,036.25	4.33%
ISHARES MSCI EAFE ETF	10,615	\$ 78.68	\$ 835,188.20	30.41%
ISHARES TRUST MSCI EAFE ETF	48	\$ 78.68	\$ 3,776.64	0.14%
MATERIALS SELECT SECTOR SPDR	610	\$ 90.61	\$ 55,272.10	2.01%
OTIS WORLDWIDE CORP	732	\$ 87.07	\$ 63,735.24	2.32%
REAL ESTATE SELECT SECT SPDR	1,078	\$ 51.81	\$ 55,851.18	2.03%

# Holdings and Transactions

## Global Equity Holdings Cont.

Company Name	# of Shares	Price	Market Value	% of Total
TECHNOLOGY SELECT SECT SPDR	2,913	\$ 173.87	\$ 506,483.31	18.44%
UTILITIES SELECT SECTOR SPDR	791	\$ 71.58	\$ 56,619.78	2.06%

# Holdings and Transactions

## Global Equity Transactions

Date	Name	Buy/Sell	# of Shares	Fill Price	Amount
9/23/2021	APPLE INC	BUY	468	\$ 144.00	\$ (67,561.86)
9/23/2021	TECHNOLOGY SELECT SECTOR SPDR	SELL	-448	\$ 153.01	\$ 68,378.17
10/04/2021	VISA INC	BUY	222	\$ 224.31	\$ (49,946.82)
10/04/2021	WALMART INC	BUY	437	\$ 140.28	\$ (61,472.19)
11/10/2021	OTIS WORLDWIDE CORPORATION	BUY	732	\$ 82.07	\$ (60,248.17)
11/10/2021	INDUSTRIAL SELECT SECTOR SPDR	SELL	-491	\$ 106.75	\$ 52,244.03

# Holdings and Transactions

## Fixed Income Holdings

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
407 INTERNATIONAL INC	3/6/2030	119,710	3.14%	\$ 117,311.43	4.17%
ALTALINK L P	5/29/2026	70,684	2.75%	\$ 67,612.62	2.40%
BELL CANADA	4/17/2026	71,826	8.88%	\$ 66,418.09	2.36%
BELL CANADA	8/16/2027	47,715	1.65%	\$ 47,282.23	1.68%
BRITISH COLUMBIA FERRY SVCS	10/13/2034	72,329	6.25%	\$ 67,811.87	2.41%
CANADA HOUSING TRUST NO 1	9/15/2029	71,219	2.10%	\$ 65,739.95	2.33%
CONSUMERS GAS CO LTD	7/5/2023	58,075	6.05%	\$ 49,043.16	1.74%
GOVERNMENT OF CANADA	6/1/2027	60,465	8.00%	\$ 55,407.47	1.97%
GOVERNMENT OF CANADA	6/1/2022	77,816	2.75%	\$ 76,766.96	2.73%
GOVERNMENT OF CANADA	12/1/2045	84,754	3.50%	\$ 88,472.78	3.14%
GOVERNMENT OF CANADA	6/1/2024	57,456	2.50%	\$ 57,930.98	2.06%
GOVERNMENT OF CANADA	3/1/2024	153,281	2.25%	\$ 146,794.77	5.21%
GOVERNMENT OF CANADA	12/1/2051	56,224	2.00%	\$ 60,265.20	2.14%
GOVERNMENT OF CANADA	6/1/2026	69,202	1.50%	\$ 65,822.18	2.34%
GOVERNMENT OF CANADA	3/1/2025	68,988	1.25%	\$ 69,246.59	2.46%

# Holdings and Transactions

## Fixed Income Holdings Cont.

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
HYDRO ONE INC	4/5/2029	47,208	3.02%	\$ 44,533.98	1.58%
IGM FINANCIAL INC	1/26/2027	77,312	3.44%	\$ 80,380.19	2.85%
LOBLAW COMPANIES LTD	12/11/2028	61,441	4.49%	\$ 57,558.90	2.04%
MUNICIPAL FINANCE AUTH OF BC	12/1/2027	89,170	4.95%	\$ 87,213.64	3.10%
POWER CORPORATION OF CANADA	4/22/2039	39,780	8.57%	\$ 40,114.22	1.42%
POWER FINANCIAL CORP	3/11/2033	13,587	6.90%	\$ 13,434.27	0.48%
PROV OF ALBERTA	12/1/2040	129,679	4.50%	\$ 129,235.65	4.59%
PROV OF ALBERTA	12/1/2048	64,799	3.05%	\$ 71,150.04	2.53%
PROV OF ALBERTA	6/1/2024	61,719	3.10%	\$ 62,558.15	2.22%
PROV OF BRITISH COLUMBIA	8/23/2024	49,657	9.00%	\$ 45,562.58	1.62%
PROV OF BRITISH COLUMBIA	6/18/2031	96,634	5.00%	\$ 96,034.61	3.41%
PROV OF MANITOBA	3/5/2038	98,247	4.60%	\$ 104,119.94	3.70%
PROV OF MANITOBA	3/5/2042	118,955	4.40%	\$ 125,808.53	4.47%
PROV OF ONTARIO	6/2/2041	27,096	4.65%	\$ 26,778.50	0.95%
PROV OF ONTARIO	12/2/2046	44,042	2.90%	\$ 49,624.15	1.76%

# Holdings and Transactions

## Fixed Income Holdings Cont.

Issuer	Maturity	# of Shares	Coupon Rate	Market Value	% of Total
PROV OF ONTARIO	6/2/2037	55,470	4.70%	\$ 55,879.63	1.98%
PROV OF ONTARIO	6/2/2027	57,543	2.60%	\$ 57,653.18	2.05%
PROV OF SASKATCHEWAN	9/5/2035	62,213	5.60%	\$ 62,000.62	2.20%
PROV OF SASKATCHEWAN	6/1/2040	104,386	4.75%	\$ 106,359.95	3.78%
PROV OF SASKATCHEWAN	9/5/2033	81,061	5.80%	\$ 78,983.93	2.81%
ROYAL BANK OF CANADA	12/5/2023	109,774	2.33%	\$ 112,152.76	3.98%
TOROMONT INDUSTRIES LTD	9/30/2025	115,695	3.71%	\$ 111,780.97	3.97%
TORONTO DOMINION BANK	7/24/2024	98,609	3.23%	\$ 94,955.72	3.37%

# Holdings and Transactions

## Fixed Income Transactions

Date	Name	Buy/Sell	Shares/Par	Fill Price	Amount
11/04/2021	CAN 1.25 03/01/25	BUY	69,000	\$ 99.98	\$ (68,987.58)
11/04/2021	ALTALK 5.381 03/26/40	SELL	-46,000	\$128.58	\$ 59,148.64