



# **Table of Contents**

Letter to Stakeholders	
Biographies	2
Portfolio Strategy and Sector Views	
Quarterly Snapshot	9
Quarter in Review	
Company Reports	
Apple	12
Canadian National Railway	14
Costco	17
Microsoft	19
TELUS	21
Waste Connections	23
Compliance and Performance	
Quarterly Performance	26
Long-Term Performance	29
Appendices	31

Dear Stakeholders,

The Calgary Portfolio Management Trust (CPMT) Class of 2023 would like to extend our gratitude to the Board of Trustees for its continued commitment to and engagement with the program. We would also like to sincerely thank the CFA Society of Calgary and the CPMT alumni for their commitment and support. Finally, we would like to thank all of our supporters in the Calgary business community for their vested interest in the program.

A vital component of the CPMT experience is the mentorship program, which provides students with invaluable support ranging from technical expertise to career guidance. The CPMT is grateful for all of the professionals who have made themselves available to students for the upcoming year. We have learned an enormous amount from our mentors and look forward to another year of collaborative mentorship.

Another important part of the CPMT is the speaker series program, where industry professionals take valuable time out of their days to speak with the Fund. The CPMT team is grateful to all of those professionals that have made the time to speak with us. The knowledge and relationships built through these engagements have greatly contributed to the ongoing improvement and success of the Fund.

After expanding our investment universe three years ago to include U.S. equities, the Fund currently sits at a 40/60 weighting between Canadian and U.S. equities. Following a volatile year in the market, the fund aims to carry the momentum and rigor of last year's work into continued fruition in 2022. The CPMT intends to remain focused and agile in the face of continued market volatility and macroeconomic uncertainty, retaining our commitment to a bottom-up approach of allocating funds to high-quality names that fit our investment mandate of: (1) high caliber management team, (2) sustainable competitive advantage, (3) strong balance sheet, and (4) growing free cash flow. We will continue to evaluate investment decisions in the context of portfolio strategy and our macroeconomic outlook.

Involvement in the CPMT program offers invaluable exposure to a challenging and scholastic environment, creating an unrivaled student experience. We hope that the ongoing effort put forth by students, along with external support, will continue to develop knowledgeable and skilled graduates from the program. We are eager to continue to innovate and improve the program and strive to maintain our commitment to excellence.

Sincerely,

Adrianna Dolata, Portfolio Manager	Arnuv Mayank, Portfolio Manager <u>Omw Mayank</u> ———————————————————————————————————		
Emily Chen, Portfolio Manager	Eric Xiao, Portfolio Manager		
Gavin Stalwick, Portfolio Manager	Karlen Slater, Portfolio Manager		
Noor Azeem, Portfolio Manager	Wesley Sherrard, Portfolio Manager		

Class of 2023

## **Biographies**

## **CPMT CLASS OF 2023**

# ADRIANNA DOLATA Portfolio Manager

### 5th Year, Finance / Economics

Adrianna joined the CPMT in March 2021 as an Investment Analyst. She is excited to develop her portfolio management, equity research, and financial modeling skills through the program. Adrianna is currently working on completing a dual degree in Finance and Economics with a concentration in Applied Energy Economics. This summer, Adrianna is completing an internship at National Bank Financial as an Investment Banking Summer Analyst in the Global Energy group. In her free time, Adrianna enjoys cooking, swimming, hiking, reading, and travelling.

### **ARNUV MAYANK**

## **Portfolio Manager**

### 5th Year, Finance / Mathematics

Arnuv joined the CPMT in March 2021 as an Investment Analyst. He is looking forward to further developing his skills in equity research and modelling, while also learning new skillsets as he transitions into his role of a Portfolio Manager. Arnuv is currently working on completing a dual degree in Finance and Mathematics. Currently, Arnuv is working as the Chief Strategy Officer for a Calgary-based startup called Collavidence. In summer 2021, Arnuv was an undergraduate researcher in financial mathematics at the University of Calgary. Arnuv has also completed a prior internship with Hicks Intellectual Property as a patent assistant. In his free time, Arnuv enjoys tennis, gaming, travelling, running, and hiking.

### **EMILY CHEN**

## **Portfolio Manager**

## 4th Year, Accounting / Data Science (Minor)

Emily joined the CPMT in March 2021 as an Investment Analyst. She is excited to develop her skills pertaining to equity research, portfolio management, and financial modelling over the course of the program. Emily is currently working towards a degree in Accounting with a minor in Data Sciences. In addition to CPMT, Emily is involved with the Inter-Collegiate Business Competition, the Calgary Social Value Fund, and the University of Calgary Consulting Association's McKinsey pro-bono consulting engagement. For summer 2022, Emily is interning at CIBC World Markets as an Investment Banking Summer Analyst in the Energy, Infrastructure and Transition group. Emily has also completed a prior audit internship with Deloitte and has worked at the University of Calgary as a summer research assistant. In her spare time, Emily enjoys baking, painting, music, fashion, yoga, and fitness.

### **ERIC XIAO**

## **Portfolio Manager**

#### 5th Year, Finance / Mathematics

Eric joined the CPMT in March 2021 as an Investment Analyst. He is excited to further develop skills in equity-research, valuation, and portfolio management throughout his time with the program. Eric is currently working towards completing a dual degree in Finance and Mathematics. In addition to the CPMT, Eric is a part of the University of Calgary Trading Team and has competed in the Rotman International Trading Competition in 2021 and 2020. Eric is currently interning at Macritchie this summer as a Private Equity Summer Analyst and previously completed an 8-month co-op term with Seven Generations Energy and ARC Resources as a Treasury intern. In summer 2023, he will be interning at Barclays as an Investment Banking Summer Analyst. Upon graduation, Eric intends to pursue a career in the capital markets. In his free time, Eric enjoys weightlifting, golf, cooking, and snowboarding.

## GAVIN STALWICK Portfolio Manager 4th Year, Finance

Gavin joined the CPMT in March 2021 as an Investment Analyst. He is thankful for the Board of Trustees and the alumni base that provide continued support of the program. Gavin is looking to develop his knowledge of financial markets, equity research, valuation, and portfolio management during his time in the program. Gavin is currently working towards completing a degree in Finance. In addition to the CPMT, he is a student-athlete with the University of Calgary Men's Rugby Club. Gavin is currently employed with National Bank Financial as a Summer Analyst in the Credit Capital Markets group. In the past Gavin has worked part-time throughout the school year with Invico Capital and completed a summer employment term with the University of Calgary's Endowment as a Treasury and Investments intern. In his spare time, Gavin enjoys snowboarding, weightlifting, rugby, and video games.

## KARLEN SLATER Portfolio Manager 5th Year, Finance

Karlen joined the CPMT in March 2021 as an Investment Analyst. Karlen is looking to develop his skills in equity research, portfolio management, and financial modeling during his time with the program. Karlen is currently working towards completing a degree in finance and an embedded certificate in leadership studies. Karlen completed an 8-month term work term at Macritchie as a Private Equity Analyst Intern through his 4<sup>th</sup> year and has also previously completed an internship at Radicle as a Global Markets and Strategy Intern. He is currently completing an internship with the investment banking team at National Bank Financial in Calgary. In his spare time, Karlen enjoys hockey, golf, and water sports.

## NOOR AZEEM Portfolio Manager 5th Year, Finance

Noor joined the CPMT in March 2021 to develop a deeper understanding of financial markets, valuation, and portfolio management. Noor is currently working towards completing a degree in finance. In addition to the CPMT, Noor has been involved with the University of Calgary Consulting Association, the CFA research challenge, and JDC West as a Business Strategy delegate. After completing a summer work term with Peters & Co. Limited as a Corporate Finance Intern, Noor joined BCI as a Canadian Large Cap Equities Analyst for the fall. She is currently completing an internship with the investment banking team at JP Morgan Calgary. In her spare time, Noor enjoys spin, hiking, paintball, and music.

# WESLEY SHERRARD

## **Portfolio Manager**

## 5<sup>th</sup> Year, Finance / Computer Science (Minor)

Wesley joined the CPMT in March 2021 as an Investment Analyst. He is looking forward to expanding his knowledge of portfolio management, financial markets, and financial modelling. Wesley is currently working towards completing a degree in Finance and a minor in Computer Science. In addition to the CPMT, Wesley has been involved with the University of Calgary Trading team. Wesley completed two summer employment terms with National Bank Financial as a Summer Analyst in Credit Capital Markets and Project Finance Teams. He also completed an internship with Merchant Equities Capital Corp as a Fall Co-op Analyst. Upon graduation, Wesley intends to pursue his CFA designation. In his spare time, Wesley enjoys hiking, snowboarding, and cooking.

### **CPMT CLASS OF 2024**

# DANIEL KRAPIWIN Investment Analyst

## 4th Year, Finance

Daniel joined the CPMT in March 2022 as an Investment Analyst. He is thankful to the Board of Trustees, mentors, and alumni for the continued support in making this opportunity possible. He looks forward to developing a deeper understanding of financial markets, portfolio management, and equity research. Daniel is currently working towards a degree in Finance. In addition to the CPMT, Daniel has been involved with the University of Calgary Consulting Association, JDC West as an International Business Delegate, and at DeNovo Student Investment Fund where he is currently the VP of Marketing. Presently, Daniel is working at BluEarth Renewables as a Summer Finance Student. In his spare time, Daniel enjoys disc golf, golf, hiking, and watching F1.

#### **JACOB KEMP**

## **Investment Analyst**

#### 4th Year, Finance / Economics

Jacob joined the CPMT in March 2022 as an Investment Analyst. He is thankful for the Board of Trustees and the alumni base that provide continued support of the program. He is excited to further develop skills in portfolio management, financial modelling, and valuation throughout his time with the program. Jacob is currently working towards completing a dual degree in Finance and Economics. In addition to the CPMT, Jacob is Vice President of Equity Research at the Haskayne Finance Club. Currently, Jacob is working at Macritchie as a Private Equity Summer Analyst. Jacob has previously completed co-op terms in capital markets and oil and gas with Acumen Capital Partners and TAQA. In summer 2023, Jacob will be interning at TD Securities as an Investment Banking Summer Analyst in the Global Energy Group. In his free time, Jacob enjoys weightlifting, golf, hockey, skiing, and reading.

#### **JEEVAN GILL**

## **Investment Analyst**

## 4th Year, Finance / Music (Minor)

Jeevan joined the CPMT in March 2022 as an Investment Analyst. He is looking to develop his skills in equity research, portfolio management, and financial modeling over the course of the program. Jeevan is currently working towards completing a degree in Finance and a minor in Music. In addition to the CPMT, Jeevan was involved with the DeNovo Student Investment Fund and the CFA Research Challenge. Jeevan is also an active musician in Calgary's jazz community and has performed as a drummer with various ensembles such as the University of Calgary Jazz Orchestra and the Calgary Youth Jazz Orchestra. Jeevan is currently working as a Staff Accountant at Deloitte in its Audit Public group and is excited to join Bank of America as an Investment Banking Summer Analyst in 2023. In his free time, Jeevan enjoys practicing his drumming, listening to music, and watching basketball.

# JOÃO VITOR BEANI Investment Analyst

### 3<sup>rd</sup> Year, Finance / Economics (Minor)

João joined the CPMT in March 2022 as an Investment Analyst, and would like to thank the Board of Trustees, mentors, and alumni for the continued support in making this opportunity possible. João is looking forward to developing a deeper understanding of financial markets, valuation, portfolio management, and equity research throughout the program. João is an international student from Brazil, currently working towards a degree in Finance and a minor in Economics. In addition to the CPMT, João is currently working at BRASA Talks: Financial Markets and Economics conference hosted at Columbia University as a Content Analyst. Previously, João completed a part-time internship at Pivotal Capital Advisory Group and is currently completing a Summer Internship at Stone Co. in the Software M&A division. In his spare time, João enjoys soccer, tennis, backgammon, hiking, and music.

## **JOEL HOMERSHAM**

## **Investment Analyst**

## 4th Year. Finance / Economics

Joel joined the CPMT in March 2022 as an Investment Analyst, and would like to thank the Board of Trustees, mentors, and alumni for the continued support in making this opportunity possible. He is excited to further develop his skills pertaining to portfolio management, equity research and financial modelling throughout his time with the program. Joel is currently working towards a dual degree in Finance and Economics. In addition to CPMT, Joel is involved with the Haskayne Finance Club and most recently served as the Director of Equity Research. Joel has completed internships in the Real Estate Private Equity and Energy Services with the Ayrshire Group and West Earth Sciences. In summer 2023, Joel will be joining RBC Capital Markets as an Investment Banking Summer Analyst in the Global Energy Group. In his free time, Joel enjoys playing golf, hockey, and reading.

#### **LUCAS FRAME**

## **Investment Analyst**

## 4th Year, Honours Finance / Computer Science

Lucas joined the CPMT in March 2022 as an Investment Analyst and looks forward to further develop his skills in and understanding of financial analysis and modeling. Throughout the next two years, he is determined to make a positive contribution to the program and help the University to continue to be a major player in Canadian business academia. Lucas is currently working towards completing an honours degree in Finance while also pursuing a degree in Computer Science. In addition to CPMT, Lucas is a part of the University of Calgary Haskayne Finance Club. He is currently working at Peters & Co. Limited as an Equity Research Summer Student. Last summer, he also completed an internship at Peters & Co Limited in the Institutional Equity Sales & Trading division. In his free time, Lucas enjoys hockey, golf, skiing, and camping.

#### **RAUNAK SANDHU**

## **Investment Analyst**

## 3<sup>rd</sup> Year, Honours Mathematics / Computer Science

Raunak joined the CPMT in March 2022 as an Investment Analyst and is looking forward to developing a deeper understanding of portfolio management and equity research. Raunak is currently working towards completing a dual degree in Mathematics and Computer Science and has a strong interest in financial markets. In addition to the CPMT, Raunak has worked as a mathematics tutor at Bright Minds Calgary and completed a summer software development internship with Dissolve. This summer, Raunak is working remotely as an undergraduate computer science researcher at the Shanghai Jiao Tong University. Outside of his academics, Raunak is a competitive badminton player, paying out of the Glencoe Club and enjoys travelling.

# REBECCA BUTLER **Investment Analyst**

## 4<sup>th</sup> Year, Finance

Rebecca joined the CPMT in March 2022 as an Investment Analyst, and would like to thank the Board of Trustees, mentors, and alumni for the continued support in making this opportunity possible. Rebecca is looking forward to developing a deeper understanding of financial markets, valuation, portfolio management, and equity research throughout the program. Rebecca is currently working towards a degree in Finance and an embedded certificate in sustainability studies. In addition to the CPMT, Rebecca teaches piano and music theory. Previously, Rebecca completed her first co-op term at Fidelity Investments as a Calgary Advisor Sales Intern, and is currently completing her second term as a Financial Analyst out of Fidelity's Toronto office. In summer 2023, Rebecca will be interning at NBF as an Investment Banking Summer Analyst in the Global Energy group. In her spare time, Rebecca enjoys fitness, skiing, wake surfing, music, and coffee.

## RYAN CRISALLI Investment Analyst 4<sup>th</sup> Year, Finance

Ryan joined the CPMT in March 2022 as an Investment Analyst, and would like to thank the Board of Trustees, mentors, and alumni for the continued support in making this opportunity possible. He is excited to further develop his skills in financial modeling, valuation, and portfolio management during his time with the program. Ryan is currently working towards completing a degree in Finance. In addition to CPMT, Ryan is a part of the University of Calgary Trading Team and served as Vice President of Finance for the Haskayne Finance Club. Ryan is currently working at CNOOC International as a Finance/Marketing Co-op Student. Previously, Ryan completed co-op terms in capital markets and oil and gas with Caldwell Investment Management and TAQA. In summer 2023, Ryan will be joining BMO Capital Markets as an Investment Banking Summer Analyst in the Energy Group. In his free time, Ryan enjoys hockey, golf, snowboarding, fitness, and traveling.



# **Portfolio Strategy and Sector Views**

#### **OVERVIEW**

During FY2023, the CPMT aims to supplement pitches and the analysis of new companies with a holistic view of the portfolio. This page provides a summary of the CPMT's outlook on each sector, which will help shape future capital allocation decisions. The CPMT investment philosophy is centred on intrinsic value combined with systematic investment selection. A systematic approach ensures discipline in purchase and sale decisions, focuses on owning high-quality businesses, and reduces the probability of errors. The Portfolio Managers seek investments that offer quality management, competitive advantages, strong balance sheets, and growing free cash flow, all while at an attractive valuation. We continue to monitor the U.S. and Canadian yield curves, credit spreads, labour market, and corporate profits to measure the extent of the economic recovery and believe that our efforts will lead to outperformance over the next year. The lasting macroeconomic impacts of COVID-19 affecting central bank interest rates and supply chains globally will be a continual area of consideration for us as we evaluate potential names, placing increased importance on mandate fit and the ability to remain resilient in the current circumstances.

#### COMMUNICATION SERVICES

After divesting its position in Comcast (NASDAQ: CMCS.A), the CPMT's sole holding in the Communication Services sector is Alphabet (NASDAQ: GOOGL). Following the divestiture, the Fund is currently 3.4% underweight in the sector relative to the blended benchmark. The CPMT will continue to monitor its current holding within the sector while evaluating other telecommunication and media names that meet our mandate and provide growth opportunities in a post-pandemic environment.

#### CONSUMER DISCRETIONARY

The CPMT's Consumer Discretionary weighting is currently in-line with the blended benchmark. Despite rising interest rates, a tight labour market, and potential declines in consumer disposable income, the Fund believes that the sector will continue to benefit from higher employment levels and strong sales momentum. The CPMT currently holds Aritzia (TSX: ATZ), Best Buy (NYSE: BBY), and lululemon athletica (NASDAQ: LULU), all of which possess strong consumer loyalty and omnichannel platforms that enable their resiliency in the current inflationary environment.

#### **CONSUMER STAPLES**

The CPMT's Consumer Staples weighting is currently in-line with the blended benchmark. We have a favourable view of the sector given its defensive nature and historical outperformance during recessionary periods and times of market uncertainty. The Fund has a strong conviction in our sole Consumer Staples holding, Costco Wholesale (NASDAQ: COST), and will continue to monitor the name to ensure its alignment with our investment mandate.

#### **ENERGY**

The CPMT's Energy weighting is currently in-line with the blended benchmark. The sector has benefitted from increased production activity, positive oil strip pricing, a recent surge in natural gas prices, and improved demand for oil due to lifted travel restrictions. The CPMT believes that the shift towards asset optimization, government support for decarbonization, pipeline and margin expansion projects, and positive price realizations for E&P firms will drive valuations forward. We aim to maintain exposure to energy through companies with distinct competitive advantages and the ability to generate free cash flow throughout commodity price cycles. Going forward, we will continue to monitor the mandate fit of our current energy holdings, Canadian Natural Resources (TSX: CNQ), Enbridge (TSX: ENB), and Tourmaline (TSX: TOU).

#### **FINANCIALS**

The CPMT is confident in the diversification and quality of its financial holdings; it looks to increase its exposure to the sector, given that it is currently 9.2% underweight relative to the blended benchmark. In addition, it believes that recent interest rate hikes and continued strong M&A activity in 2022 will serve as tailwinds to its bank holdings, which include JPMorgan Chase & Co. (NYSE: JPM) and the Royal Bank of Canada (NYSE: RY). The Fund noted an increase in the PCLs of several banks for the first time since the height of the pandemic, primarily due to increased downside risk stemming from the impact of rising rates on low-income mortgages, inflation, and geopolitical risks. Finally, it looks to capture anticipated growth in the investment management space through its position in Brookfield Asset Management (TSX: BAM.A), which has historically maintained superior share price performance relative to peers.

#### **HEALTH CARE**

The CPMT is comfortable remaining 2.6% overweight in Health Care, as the Fund has identified growth opportunities within the sector as a result of a high demand for technological and product innovation to accommodate ever-evolving health concerns and treatment methods. Additionally, the sector's historically low beta and non-discretionary nature allows it to remain defensive during recessionary periods. The Fund's Health Care holdings, Abbott Laboratories (NYSE: ABT), Thermo Fisher Scientific (NYSE: TMO), and Zoetis (NYSE: ZTS), all possess distinct competitive advantages, providing the Fund with strong diversification within the space.

#### **INDUSTRIALS**

While a period of high growth has supported the Industrial sector's performance, the CPMT has grown wary of the growth North American economies will experience in the coming year. The Fund currently holds Canadian National Railway (TSX: CNR), Cintas (NASDAQ: CTAS), and Waste Connections (TXS: WCN) within the sector. The CPMT is currently 4.3% overweight the sector relative to its blended benchmark. Moving forward the CPMT will look to reduce its exposure to the industrials sector to reflect the increased risk of a material slowdown in economic growth. Moreover, the Fund will continue to evaluate other companies in the sector that demonstrate economic resiliency and secular growth trends.

#### INFORMATION TECHNOLOGY

The Information Technology sector offers tremendous growth opportunities and diverse business models. Therefore, the CPMT is comfortable being 5.0% overweight the sector relative to its blended benchmark. After divesting its position in PayPal (NASDAQ: PYPL), the CPMT initiated a position in Visa (NYSE: V). The CPMT remains optimistic on the growth opportunities of its other technology holdings, which include Microsoft (NASDAQ: MSFT), Apple (NASDAQ: AAPL), Adobe (NASDAQ: ADBE), Constellation Software (TSX: CSU), and Topicus.com (TSXV: TOI). Although we expect long-term outperformance, the fund will continue to monitor the impacts of inflation and rising interest rates on the sector.

#### **MATERIALS**

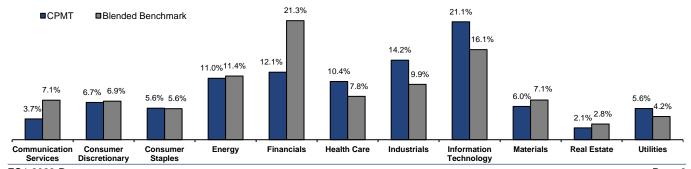
The CPMT is currently 1.1% underweight in Materials relative to the blended benchmark. Companies within the sector have experienced major shifts in scalability and profitability due to streamlined operations. The increasing demand for industrial gases, electrification, and construction/renovation products are expected to act as key catalysts in increasing the Fund's visibility in high-growing industries. Although fluctuating commodity prices, rising input costs due to labour, and ongoing supply chain issues have hindered the recent momentum experienced by major players, the CPMT's Materials holdings are well-suited to mitigate negative inflation effects through pricing power. The Fund will continue to monitor the impact of these developments on its diversified Materials portfolio, which includes CCL Industries (TSX: CCL.B), Linde Plc (NYSE: LIN), and Teck Resources (NYSE: TECK).

#### **REAL ESTATE**

The CPMT is currently 0.7% underweight in Real Estate, relative to the blended benchmark. In FQ3 2021, the Fund initiated a position in American Tower (NYSE: AMT), which continues to be the its sole holding in the sector. The CPMT maintains a strong view on telecommunications REITs due to the industry's high lease renewal rates, high operating margins, and low maintenance expenses. Additionally, AMT's international asset base and acquisition strategy continue to be key parts of our thesis on the name. Although we expect long-term outperformance, the Fund will continue to monitor developments throughout the sector, including changes in the interest rate environment, material input costs, and the progression of the ongoing economic reopening.

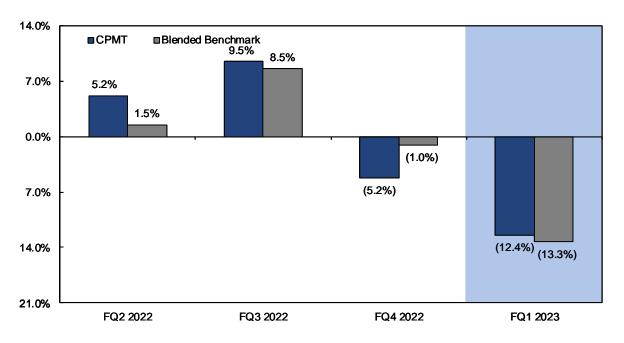
#### **UTILITIES**

Considering the wide range of potential outcomes for North American economies and continued tensions in the East, the CPMT expects further market volatility over the coming months and is comfortably positioned 1.4% overweight relative to the blended benchmark. The CPMT currently holds NextEra Energy (NYSE: NEE), and Brookfield Renewable Partners LP (TSX: BEP.UN) which are leading renewables producers, poised to capitalize on the energy transition. Given the increasing interest rate environment and the sector's underperformance in 2021 relative to the blended benchmark, the Fund is monitoring its positions but sees strong growth potential founded in rising regional demand and strong power market pricing.

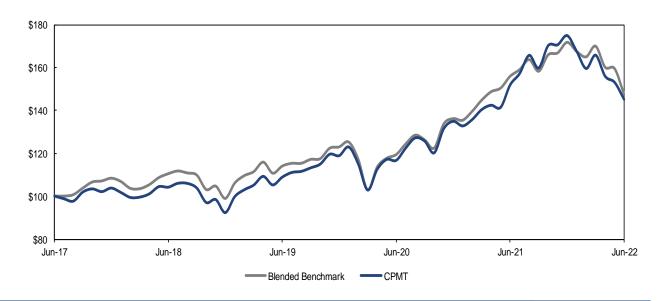


# **Quarterly Snapshot - FQ1 2023**

## **CPMT and Benchmark Total Return (TTM)**



## Value of \$100 (since June 30, 2017)

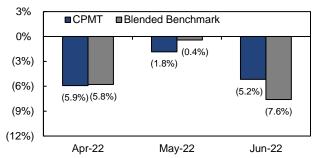


## **Fund Universe**

	FQ1	1 Year	3 Year	5 Year	10 Year
СРМТ	(12.44%)	(2.84%)	10.68%	8.08%	8.43%
Blended Benchmark	(13.31%)	(5.50%)	8.95%	8.06%	8.40%
Blended Benchmark Difference	0.87%	2.66%	1.73%	0.02%	0.03%

## **Quarter in Review**

## **QUARTER RETURN**



### **NOTE TO STAKEHOLDERS**

The CPMT Class of 2023 would like to extend our gratitude to the Board of Trustees, the CFA Society of Calgary, and CPMT alumni for their continued involvement and support of the program. We would like to thank all of our supporters in the Calgary business community for their vested interest in the program and the professionals who have volunteered their time to be a part of the mentorship program. This mentorship provides students with invaluable support, ranging from technical expertise to career guidance, and more.

Involvement in the CPMT program offers unique exposure to a challenging, rewarding, and scholastic environment, creating an unrivaled student experience. The goal of the Fund is to succeed long into the future and support student opportunities. This goal is driven by our commitment to research within the Fund as well as donating 4% of the 3-year trailing AUM annually in support of collaborative financial research.

#### **OVER THE QUARTER**

The Fund returned (12.44%) over the quarter, 87 bps above the Blended Benchmark's return of (13.31%). Our outperformance can be largely attributed to the Consumer Staples, Information Technology, and Materials sectors but was offset by underperformance in Financials and Health Care. The Fund currently has 40/60 Canada/U.S. equity exposure. We are comfortable being overweight U.S. names due to the quality and growth profiles of our U.S. holdings, but will continue to seek companies with a mandate fit in both Canada and the U.S.

This quarter marks the beginning of a new fiscal year for the Fund. In early April 2022, the Portfolio Managers and Investment Analysts of Class of 2022 and 2023 presented a number of pitches during our Annual Pitch Day. These pitches resulted in the execution of multiple trades to align the portfolio with

the Fund's current outlook and strategy amid the shifting macroeconomic backdrop.

The Fund initiated positions in the following names:

**Tourmaline (TSX: TOU):** TOU is a Canadian upstream energy company with assets located in the Western Canadian Sedimentary Basin. As the largest natural gas producer in Canada, TOU is expected to produce over 500 mboe/d of total production in FY 2022, with only ~20% being liquids. The Fund positively views TOU's balance sheet, management team, and acquisition strategy, making it an excellent fit for the CPMT's mandate. In April, the Fund entered a position at a 1 conviction.

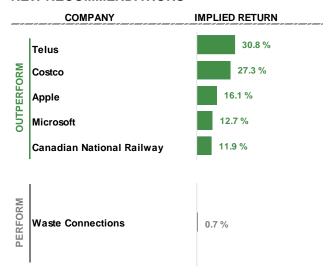
Visa (NYSE: V): V's strong financial and market positioning, demonstrated track record in its latest acquisitions, and excellent management expertise satisfies our investment mandate. As the largest payments processor in the world, V is the ideal candidate for the Fund to gain exposure to the secular shift to cashless payments. The Fund considers quality management fundamental to successful companies and will divest from companies that no longer fit our mandate as seen in the sale of Activision Blizzard in September 2021. The CPMT is currently monitoring the recent lawsuit relating to payments processing for MindGeek and will take necessary action pending further due diligence.

To fund these trades, the Fund made decisions to trim our positions in Costco (NASDAQ: COST) and Enbridge (TSX: ENB) in addition to divesting PayPal (NASDAQ: PYPL) and the iShares S&P/TSX Capped Energy Index ETF (TSX: XEG).

Furthermore, the Fund would also like to thank Mark Blackwell from Builders VC, National Bank Financial, TD Securities, and Tudor, Pickering, Holt & Co. for hosting speaker series for the Fund over the quarter.

Moving forward, members of the Fund will continue to conduct due diligence and evaluate current holdings to ensure alignment with our investment mandate. The Fund looks forward to our annual IA Pitch Day in early September, during which the new class of Investment Analysts will be presenting preliminary pitches on prospective portfolio additions as the final component of the summer training program.

## **NEW RECOMMENDATIONS**



\*Note: Reflects implied upside as of June 30, 2022.

## **TRANSACTION LOG**

COMPANY	OLD AUM	NEW AUM
COSTCO	7.0%	6.0%
ENBRIDGE	5.2%	4.0%
P PayPal	1.8%	0.0%
TOURMALINE OIL CORP.	0.0%	2.0%
VISA	0.0%	2.0%
XEG	1.0%	0.0%



# **Apple**

Information Technology NASDAQ: AAPL Market Outperform | Hold



#### June 30, 2022

Jacob Kemp, Investment Analyst	
Ryan Crisalli, Investment Analyst	

#### Return on Investment

Neturn on investment	
Current Share Price	\$142.92
Target Price	\$165.00
Dividend Yield	0.66%
Implied Return	16.1%
Conviction Rating	2

#### **Market Profile**

52-Week Range	\$130.06 - \$181.51
Market Capitalization (US\$B)	\$2,361
Net Debt (US\$B)	\$92
Enterprise Value (US\$B)	\$2,453
Beta (5-Year Monthly)	1.20

Metrics	2022E	2023E	2024E
Revenue (US\$B)	\$407	\$456	\$507
EBITDA (US\$B)	\$139	\$151	\$168
EPS (US\$)	\$6.72	\$7.33	\$8.16
EV/EBITDA	17.7x	16.2x	14.5x

## Holding Period Trading Performance (Indexed to \$100)

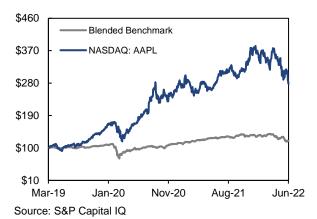
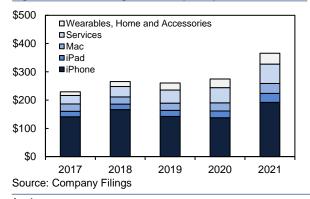


Figure 1: Revenue Segmentation (US\$B)



## **Business Description**

Apple (NASDAQ: AAPL) is a multinational technology company that sells smartphones, computers, tablets, wearables, and accessories. AAPL's key product offerings include the iPhone, iPad, Mac, and the Apple Watch, which are consumer electronics used entertainment, business, and communication purposes. Tο supplement its hardware offerings and ensure cross-device continuity, AAPL pre-installs its iOS, macOS, and iPadOS operating systems and provides additional service offerings, including Apple Music, iCloud, and Apple Care. These platforms aim to enhance the user experience and create additional value in the Company's attractive consumer portfolio. Its customers are primarily in the consumer, small and mid-sized business, education, enterprise, and government markets. The Company generates roughly 40% of its revenue from the Americas, with the remainder earned internationally. AAPL was founded in 1976 and remains the most valuable public company globally.

#### **Industry Overview and Competitive Landscape**

AAPL operates in multiple highly consolidated industries in the information technology sector, particularly the smartphone, computer, tablet, and digital content industries. Unlike its peers, the Company designs and develops nearly the entire value chain for its products, including the hardware, operating system, and numerous applications and services. Its closest competitors include Alphabet (NASDAQ: GOOGL), Samsung Electronics (KSE: 005930), Microsoft (NASDAQ: MSFT), Huawei, and Hewlett-Packard (NYSE: HPE). Supply chain issues have made the industry increasingly competitive for various components (i.e., semiconductors), including those made from multiple sources, that are sometimes subject to industry-wide shortages and significant commodity price fluctuations. Additionally, the sector has been subject to increasingly shortened product life cycles as companies continue to become more competitive on price and performance characteristics.

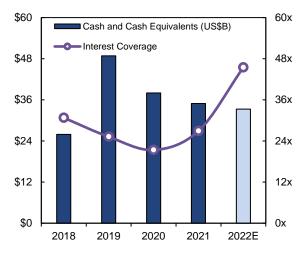
#### **Mandate Fit**

Quality Management: Tim Cook was appointed AAPL's CEO in 2011 after the death of former CEO and co-founder Steve Jobs. He previously served as COO of the Company for six years and Executive VP of Worldwide Sales & Operations, where he was responsible for end-to-end management of AAPL's supply chain, sales activities, service, and support in all markets and countries. He also headed AAPL's Macintosh division and previously played a crucial role in the continued development of strategic reseller and supplier relationships, ensuring flexibility in response to an increasingly demanding marketplace. Since being at the helm, Cook and his team have returned US\$658B in capital to shareholders, and the Company's stock value has realized a total shareholder return of over 1.200%.

Competitive Advantage: The Company has grown a loyal customer base, and as per a study conducted by the UBS Evidence Lab, the iPhone has a customer retention ratio of 87%. This has enabled AAPL to charge a premium on its products compared to its peers. Furthermore, AAPL's exclusive operating systems (iOS, macOS, etc.) elevate customer switching costs, (cont.)

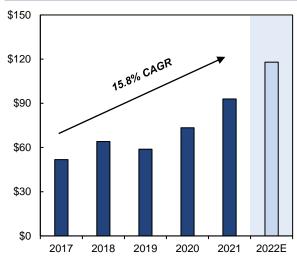
Apple Page 12

Figure 2: LHS Cash & Eq. vs RHS Interest Coverage



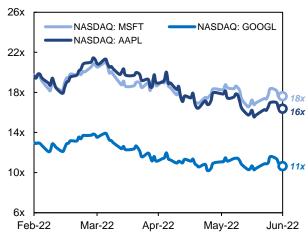
Source: Company Filings

Figure 3: Free Cash Flow (US\$B)



Source: Company Filings

Figure 4: NTM EV/EBITDA vs Peers



Source: Bloomberg

unlike its peers who compete to offer the best hardware that runs the same Windows or Android operating system. AAPL has capitalized on its proprietary operating system by creating supplemental products (Apple Watch, AirPods, etc.) and enhancing the AAPL ecosystem. Furthermore, AAPL's successful integration of services has reinforced and improved the Company's customer experience.

**Strong Balance Sheet:** AAPL's balance sheet is strong as it maintains a net debt position of US\$92B and cash equivalents of US\$28B as of Q2 2022. Rising interest rates have a limited impact on the Company's debt profile as ~93% of the debt is fixed. Management indicated that a 100 bps increase in interest rates across all maturities in 2021 would have caused a 7% (US\$186mm) increase in the Company's interest expense.

Growing Free Cash Flow: AAPL continues to maintain strong FCF generation, with a five-year FCF CAGR of 16%. FCF for 2021 was US\$93B, representing a 27% increase YoY. The Company allocates a significant portion of its FCF to returning capital to shareholders. In 2021, AAPL repurchased US\$86B of shares and paid US\$14B (US\$0.85/share) in dividends. Additionally, growth in the service subsidiary will stabilize FCF through expanding margins and reducing cyclicality as services are not subject to product life cycles.

#### **Risks**

Though AAPL controls most of its product development, its reliance on China for parts and manufacturing of its products poses a supply chain and sales risk if geopolitical tensions rise between the U.S. and China. In addition, COVID-19 pandemic-related lockdowns in these regions could result in demand fulfillment issues. AAPL faces the risk of smartphone unit sales stagnation as consumers are holding onto their phones longer due to the marginal improvements in new devices, which could gravitate them to mid-tier products. This could impact AAPL's ability to charge a premium as its features may no longer be unique. The Company's App Store faces regulatory risks in Europe through the newly proposed Digital Market Act that aims to make the digital sector more equal. The act could force AAPL to allow competing app stores to operate in Europe. Furthermore, the Company has ongoing antitrust investigations similar to the 2021 Epic Games lawsuit, which ruled that AAPL can no longer ban developers from routing payment options away from the App Store. As a result, the Fund views regulatory risk as a key issue the Company will be required to carefully navigate to achieve growth projections.

## **Revised Valuation and Investment Thesis**

The target price of US\$165 was derived using a 50/50 blend of (1) the Gordon Growth method (using a WACC of 9% and a 2% terminal growth rate) and (2) applying an EV/EBITDA exit multiple of 16x.

In April 2019, the Fund initiated a position in AAPL due to the Company's brand loyalty and management's strong history of strategic execution and disciplined capital allocation. The revised thesis in July 2020 determined that the Company continued to fit our mandate and has made significant progress in expanding successfully from a product-heavy business into streaming and transaction services. In accordance with this financial valuation, the CPMT maintains its original thesis, as the Company continues to meet the mandate. However, the CPMT will not increase conviction in the name due to performance concerns of growth equities during periods of rising rates, resulting in our Hold recommendation.

Apple Page 13



# **Canadian National Railway**

Industrials TSX: CNR Market Outperform | Hold



June 30, 2022

Eric Xiao, Portfolio Manager Rebecca Butler, Investment Analyst

#### **Return on Investment**

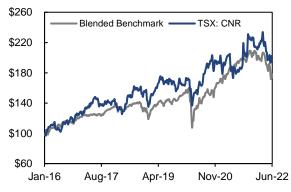
\$148.03
\$163.00
1.74%
12%
3

#### **Market Profile**

52-Week Range	\$129.65 - \$173.01
Market Capitalization (\$mm)	\$100,969
Net Debt (\$mm)	\$13,332
Enterprise Value (\$mm)	\$114,302
Beta (5-Year Monthly)	0.70

Metrics	2022E	2023E	2024E
Revenue (\$mm)	\$16,194	\$17,091	\$18,007
EBITDA (\$mm)	\$8,203	\$8,901	\$9,462
EPS	\$6.99	\$7.81	\$8.63
EV/EBITDA	13.9x	12.8x	12.1x

#### Holding Period Trading Performance (Indexed to \$100)



Source: S&P Capital IQ

Figure 1: LHS CNR vs RHS CP Network Maps



Source: Company Filings

## **Business Description**

Canadian National Railway (TSX: CNR) is a leading North American (N.A.) transportation company. Prior to the Canadian Pacific Railway (TSX:CP)-Kansas City Southern (KCS) merger, CNR's 32,000km railroad was the sole rail connection between Canada's eastern and western coasts, and the southern U.S. The Company transports ~300mm tonnes of natural resources, manufactured products, and finished goods annually. CNR's revenues originate from seven commodity groups: Petroleum & Chemicals, Metals & Minerals, Forest Products, Coal, Grain & Fertilizers, Intermodal, and Automotive. At Q1 2022-end, the two largest segments (Intermodal and Petrochemical & Chemicals) comprised 28% and 20% of total revenues, respectively. Intermodal transport involves the utilization of both rail and trucking services; trucking revenues are captured through CN-owned trucking companies TransX and H&R.

#### **Industry Overview and Competitive Landscape**

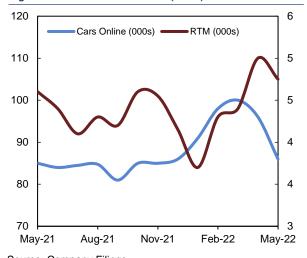
The Canadian railway industry is dominated by two major players: CNR and CP. CNR and CP are two of the seven Class 1 rail companies in N.A., operating the majority of tracks across the continent. In the first half of 2022, Canadian railroads experienced slower volumes of western grain as a result of extreme weather conditions in the previous year. However, in Q2, Canadian rails outperformed U.S. peers CSX (NASDAQ: CSX), Northfolk Southern (NYSE: NSC), and Union Pacific (NASDAQ: UNP) by more than 5% due to normalized volume expectations of western grain production. Geopolitical tensions and inflationary pressures have further impacted the N.A. rail industry in the form of rising average fuel prices. These circumstances have pressured competitors to address challenges to operating margins. In an emission-intensive industry, railway companies are expected to position themselves competitively through fuel efficiency and sustainable operations. In response to increasing government regulations, all Class 1 railroads have identified emission targets to reach by 2030.

## **Original Thesis**

The original investment thesis was predicated on cash flow stability provided by CNR's diversified revenue streams, in addition to operational expertise quantified through its best-in-class operating ratio relative to peers. CNR is the pioneer of Precision Scheduled Railroading (PSR), which involves the fixed scheduling of freights, instead of dispatch being dependent upon a set minimum length of the train. This results in more reliable freight schedules and a reduction in the number of idle cars and crew members needed.

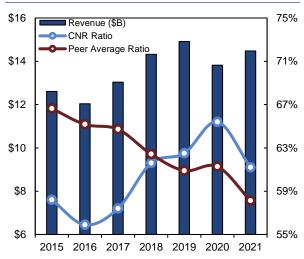
Revenue generation continues to display diverse characteristics; as of 2021 year-end, no single commodity group accounted for more than 30% of total revenues. Regarding operations, CNR's operating ratio has risen by 3% over the last six years, as the Company focused on the pursuit of "Operational and Service Excellence," attempting to strike a balance between operational efficiency and customer service. The Fund believes CNR lost operational discipline, and views this as the primary explanation for its significant underperformance. Over the five-year period, CNR returned 38%, while its peer group (NASDAQ: CSX, NYSE: NSC, UNP, TSX: CP) returned 58%, 82%, 91%, and 121%, respectively.

Figure 2: LHS CNR Cars Online (000's) vs RHS RTM



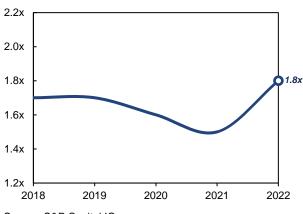
Source: Company Filings

Figure 3: LHS Revenue vs RHS Operating Ratio



Source: Company Financials

Figure 4: LTM Net Debt/EBITDA



Source: S&P Capital IQ

## **Updated Corporate Strategy**

Despite deterioration in operating efficiencies, the Fund believes that developments in late 2021 with activist TCI Fund Management ("TCI") have positively impacted CNR. A push towards the full readoption of PSR should drive operational efficiencies, resulting in long-term cash flow growth. If this occurs, CNR could deliver an operating ratio in the low-to-mid 50% range, re-positioning itself as a top operator. Among TCI's priorities is increasing the Company's promotion and awareness of rail transport as a cleaner alternative to truck; rail is four times more fuel efficient than trucks and produces ~75% less greenhouse gas emissions. The Fund believes this strategic approach may warrant an industry-wide multiple expansion.

Nearly concurrent with the announcement of TCI's plans, CNR announced the retirement of CEO Jean-Jacques Ruest. In January 2022, CNR announced the appointment of Tracy Robinson as CEO, who spoke at the Q1 2022 earnings call about the new near-term performance improvement plan. This initiative re-prioritizes the improvement of operations (namely velocity) and focuses on curating the customer base to better fit the network. Furthermore, investing in the network and capabilities will position the Company for top-line growth. Guidance surrounding the new plan did not involve specific targets, nor does this appear to be a full return to PSR. However, the CPMT believes this new mandate shifts the narrative positively from previous years. While all targets directly impact efficiency, they also benefit CNR's service, ensuring customer relationships remain intact in the long-term. Thus far in 2022, CNR's freight revenue per revenue ton miles (RTM) have seen an increase of ~15%, while cars online have fallen, providing some assurance on the realization of its operational goals.

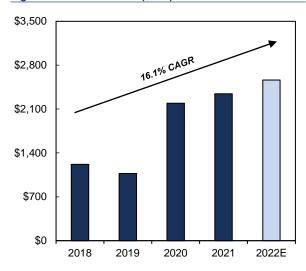
#### **Mandate Fit**

**Quality Management:** In Q1 2022, Tracy Robinson was appointed as President, CEO, and Director of CNR. Prior to CNR, Robinson has served as Executive VP at TC Energy (TSX: TRP) and has held various executive roles at CP. Robinson entered her role following concerns from TCI regarding an alleged lack of management railway expertise. With extensive experience through commercial, operations, and finance roles across multiple sectors, Robinson possesses the expertise required to target CNR's underperformance and support strong forward-looking results for the Company.

**Competitive Advantage:** CNR's primary advantage lay in the geographical breadth and unique efficiencies of its railroad assets. Prior to the CP-KCS Merger, its network was the sole N.A. tri-coastal connection; with the completion of the deal, CNR's competitive advantage is at risk. However, CNR does still have exclusive rail access to the third busiest seaport in Canada, the Port of Prince Rupert, which positions the Company strategically for long-term growth in the international intermodal business.

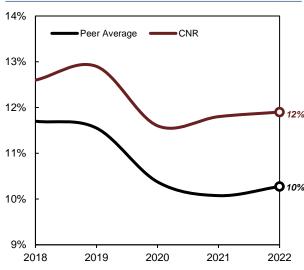
Balance Sheet: CNR has a strong balance sheet, with an interest coverage ratio of ~14x during the past four quarters. As of June 30, 2022, CNR had a net debt of \$13.3B, with a LTM Net Debt/EBITDA of 1.8x, compared to its main competitor (CP) at 4.5x. In March 2020, the Company entered a \$1.3B two-year unsecured revolving credit facility agreement, whereby it adopted a sustainability linked loan structure to achieve sustainability targets. This facility also serves to backstop for CNR's commercial paper programs in the U.S. and Canada, which had \$1.2B of borrowings as of March 2022. CNR continues to maintain a strong credit profile, with corporate investment grade credit ratings of A (S&P) and A (Moody's).

Figure 5: Free Cash Flow (\$mm)



Source: S&P Capital IQ

Figure 6: ROIC¹ vs Peers



Source: S&P Capital IQ (1) LTM NOPAT

Figure 7: NTM EV/EBITDA vs Peers

**Growing Free Cash Flow:** CNR displays a strong FCF profile, with a five-year FCF CAGR of ~16%. With this positive FCF generation, management repurchased 280,000 shares for \$40.9mm in Q1 2022.

#### Sustainability

CNR consumes ~15% less locomotive fuel (per GTM) than the industry average, positioning the Company as an industry leader in fuel efficiency. Rather than primarily using carbon credits, the Company focuses on lowering emissions through existing technologies. Sustainalytics' ESG Assessment continues to classify CNR as "low risk" regarding the potential impact on economic value.

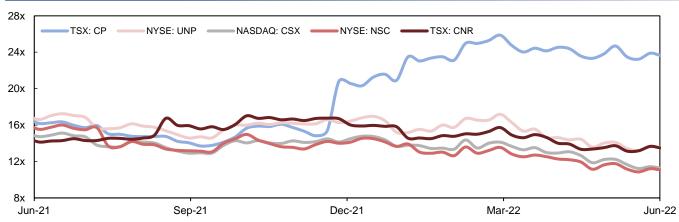
#### **Risks**

Similar to its railway peers, CNR is exposed to changes in fuel pricing, labour conflicts, poor weather conditions, and other factors affecting operations. Given that the railway industry is capital intensive, the inflation-sensitivity of labour and capex costs could negatively impact the Company's strong FCF margins. Additionally, the increasing risk of recession and a resulting slowdown in industrial production would negatively impact the freight cycle. Company-specific risks involve labour conflicts, as seen in CNR's recent union strike. Such disruptions to operations are likely to add pressure to supply chain issues resulting from reduced rail capacity.

#### Investment Thesis and Valuation

Upon review, it appears as though the Company's strategy began to deviate from the CPMT's original thesis, especially when identifying CNR as the premier Canadian railway operator. Despite the runway that was laid out for the Company in the form of PSR, a shift away from its full adoption led to operations that lagged peers over a five-year period. However, a transition in strategy has changed this narrative, and due to CNR's historic success as a leading N.A. railway operator, the Fund sees a smooth reversal to a focus on operations. In conjunction with realized operational improvements, the original thesis now appears to be intact; however, the CP-KCS merger still represents a major threat to CNR's competitive advantage. While the CPMT recommends a Hold at the current conviction of 3, further due diligence will be conducted to determine if other peers represent a better fit for the portfolio.

The CPMT valued CNR using a five-year DCF analysis with a WACC of 7.9%, consisting of a 50/50 blend of (1) the Gordon Growth method using a terminal growth rate of 2.0%, and (2) the application of an 11x EV/EBITDA exit multiple, yielding a target price of \$163.



Source: S&P Capital IQ



# Costco

Consumer Discretionary NASDAQ: COST Market Outperform | Hold



#### June 30, 2022

Joao Beani, Investment Analyst		
Lucas Frame, Investment Analyst		

#### Return on Investment

Current Share Price	\$489.92
Target Price	\$620.00
Dividend Yield	0.70%
Holding Period Return	27%
Conviction Rating	3

### **Market Profile**

52-Week Range	\$404.70 - \$612.27
Market Capitalization (US\$mm)	\$216,025
Net Debt (US\$mm)	(\$2,795)
Enterprise Value (US\$mm)	\$213,230
Beta (5-Year Monthly)	0.65

Metrics	2022E	2023E	2024E
Revenue (US\$mm)	\$226,220	\$246,127	\$257,612
EBITDA (US\$mm)	\$9,863	\$11,048	\$12,367
EPS	\$13.08	\$14.47	\$16.31
EV/EBITDA	21.6x	19.3x	17.2x

#### Holding Period Trading Performance (Indexed to \$100)

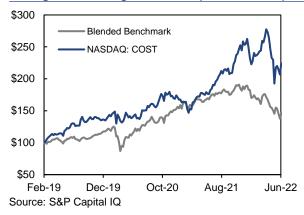
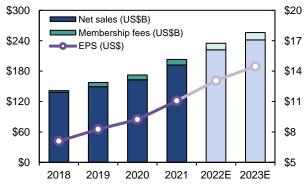


Figure 1: LHS Segmented Revenue vs RHS EPS



Source: Company Filings, CPMT Estimates

## **Business Description**

Costco Wholesale (NASDAQ: COST) operates an international retail chain of 830 membership warehouses across 12 countries and is headquartered in Issaguah, Washington. COST competitively priced wholesale goods, many of which are under its signature Kirkland brand. COST also offers a wide range of home and business services, including insurance, telecommunications, storage, payroll, and travel. It remains a cost leader primarily by reducing its operational workload to transfer its savings to its members. It achieves this through its high inventory turnover, ordering fewer higher-quality items in bulk, purchasing directly from manufacturers, and saving on display costs by selling items directly off shipping pallets. As reported on COST's 2021 annual financials, U.S. Operations represent 72% of total revenue; Canadian Operations, 14%; and Other International Operations, 14%.

#### **Industry Overview**

COST operates in a highly competitive environment in terms of price and quality. Factors like distribution strategy, convenience, and customer service determine success in the Company's industry. Customer utilization of online purchasing options has increased significantly after the COVID-19 pandemic. The percentage of customers that never used online options fell ~43% from Fall 2020 to Spring 2022. Although COST grocery pick-up options, the Company benefits considerably from its membership structure. The Company's structure enables customer retention and a consistent increase of ~3% in membership fee revenues. In the retail and warehouse industry, COST's direct competitors include Walmart's Sam's Club (NYSE: WMT), BJ's Wholesale Club (NYSE: BJ), Target (NYSE: TGT), Kroger (NYSE: KR), and Amazon (NASDAQ: AMZN).

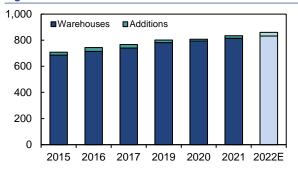
#### **Mandate Fit**

Quality Management: CEO Craig Jelinek is a primary contributor to the success of COST, successfully guiding the Company through several economic cycles since taking the role in 2012. From FY2018 to Q1 2022 Jelinek has grown COST's revenue and EBITDA by 54% and 70%, respectively. Over the same 5-year period, Jelinek simultaneously increased shareholder returns by 74% from US\$1.2B to US\$2.1B with the Company ending Q1 2022 with a favorable net cash position to further increase returns.

Competitive Advantage: COST's intentional low-margin operating model is superior to peers as it results in higher quality memberships for consumers through lower prices on higher quality items and lower employee turnover rates (6% after one year versus ~40% industry average). Its 90% membership renewal rate as of Q3 2022 evidences its excellent value proposition, which is especially advantageous in the current high-inflation environment as customers limit spending. With the average customer spending ~US\$100 per visit, they are able to breakeven on their membership in just 6 visits. COST's competitive benefits are representative within its net promoter score (NPS) relative to the grocery industry. The Company has the highest NPS of 79 compared to its industry at 24. Looking forward, there stands a risk of other cost-leaders undercutting COST, evidenced by the introduction of AMZN's physical stores.

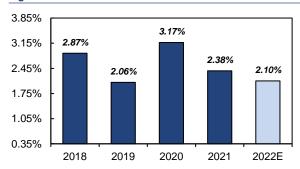
Costco Wholesale Page 17

Figure 2: Warehouses & Additions



Source: Company Filings, S&P Capital IQ

Figure 3: Free Cash Flow Yield



Source: S&P Capital IQ

Figure 4: Valuation Football Field (US\$)



Source: CPMT Estimates, S&P Capital IQ, Street Research

**Strong Balance Sheet:** COST has a large cash balance of US\$11.2B and a net cash position of US\$2.8B as of Q3 2022. In addition, COST has a LTM Total Debt/EBITDA of 0.9x while its main competitor WMT's has a multiple of 2.0x and net debt of US\$68.5B. COST's fair value of long-term debt excluding the current position was approximately ~US\$6.5B as of May 8, 2022. Furthermore, the Company's outstanding senior unsecured notes have an A+credit rating provided by S&P.

**Growing Free Cash Flow:** COST largely achieves its growing free cash flow through solid membership retention and growth, reaching 90% globally for the first time in the Company's history as of Q3 2022. The Company achieved this rate through penetration of auto-renewals and executive memberships, which now represent ~43% of its entire member base. As a result, COST has steadily grown its free cash flow to consistently increase dividends (~13% CAGR since 2018) and repurchase shares (US\$495mm in FY2021).

#### **Risks**

Sanctions relating to the Russia-Ukraine conflict have put significant pressure on U.S. domestic commodity production in the form of insufficient international supply, leading to elevated commodity prices. The resulting increase in transportation and warehouse utility costs have decreased profit margins across the industry. Since the Fund started its position in COST during Q1 2019, membership fees as a percent of EBIT have fallen from ~70% to ~54%. Before the COVID-19 pandemic, on average, COST experienced significant increases in membership fee revenues during Q4 (~35%). In contrast, membership fee revenues in 2020 and 2021 only increased ~3% YoY, showing the Company's inability to capture seasonal demand post-pandemic.

#### **Investment Thesis**

The revised valuation for COST returned a US\$620 target price offering a 27% implied return. While COST has done well in the current economic environment, terminal growth and exit multiple assumptions were adjusted to account for the Company's warranted premium over its peers. The terminal value was a 50/50 blend of (1) the Gordon Growth method, using a 2.2% terminal growth rate, and (2) an EV/EBITDA exit multiple of 18x.

The CPMT believes COST's premium valuation is justified by the Company's best-in-class business model and ability to offer resilient performance during the current economic conditions. COST has a loyal customer base and consistent comparable-store sales growth. The Fund will continue to monitor COST's performance and valuation to ensure it continues to fulfill the mandate.

Figure 5: Peer Group Overview Table

Company Name	Ticker	Price 30-Jun-22	Mkt Cap (US\$B)	Net Debt (US\$B)	EV/ EBITDA	Net Debt/ EBITDA	EBITDA 2Y CAGR	Basic EPS (US\$)	Total Payout <sup>1</sup>
Walmart	NYSE: WMT	\$122	\$333.3	\$56.7	10.5x	1.6x	10.8%	\$4.68	2.6%
Costco Wholesale	NASDAQ: COST	\$489	\$212.3	(\$2.8)	19.8x	(0.3x)	23.5%	\$12.73	1.0%
Target	NYSE: TGT	\$141	\$65.5	\$16.2	7.4x	1.5x	26.9%	\$12.22	3.2%
Loblaw Companies	TSX: L	\$116	\$38.1	\$14.0	9.6x	3.1x	10.5%	\$5.92	4.6%
The Kroger Company	NYSE: KR	\$47	\$33.9	\$19.4	6.6x	2.7x	7.5%	\$2.93	5.5%
Albertsons Companies	NYSE: ACI	\$27	\$14.2	\$11.1	5.0x	2.6x	25.5%	\$2.73	14.5%
BJ's Wholesale Club	NYSE: BJ	\$62	\$8.4	\$3.1	9.8x	3.6x	41.0%	\$3.39	1.3%
Median					9.6x	2.6x	23.5%	\$4.68	3.2%
Mean					9.8x	2.1x	20.8%	\$6.37	4.7%

Source: S&P Capital IQ

Costco Wholesale Page 18

<sup>(1)</sup> Total payout is share repurchases plus dividends as a % of market capitalization.



# **Microsoft**

Information Technology NASDAQ: MSFT Market Outperform | Hold



June 30, 2022

Daniel Krapiwin, Investment Analyst

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Netuill	UII	mivestillent

Current Share Price	\$256.83
Target Price	\$287.00
Dividend Yield	0.93%
Implied Return	13%
Conviction Rating	3

#### **Market Profile**

52-Week Range	\$241.51 - \$349.67
Market Capitalization (US\$B)	\$1,921
Net Debt (US\$B)	(\$27)
Enterprise Value (US\$B)	\$1,894
Beta (5-Year Monthly)	0.93

Metrics	2022E	2023E	2024E
Revenue (US\$B)	\$198	\$220	\$237
EBITDA (US\$B)	\$89	\$101	\$109
EPS (US\$)	\$9.30	\$10.54	\$12.18
EV/EBITDA	21.3x	18.8x	17.4x

#### Holding Period Trading Performance (Indexed to \$100)

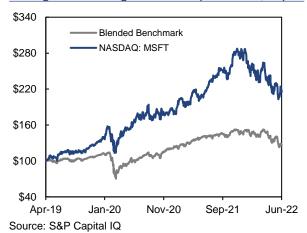
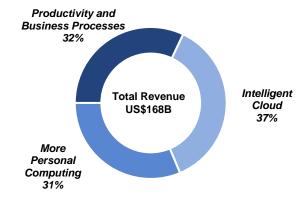


Figure 1: Revenue Segmentation FY2022



Source: Company Filings

## **Business Description**

Microsoft (NASDAQ: MSFT) develops, licenses, and supports a variety of software products, devices, and services. MSFT operates under three business segments: (1) Productivity and Business Processes; (2) More Personal Computing; and (3) Intelligent Cloud. The Company designs, manufactures, and sells devices, such as personal computers, phones, tablets, gaming consoles, and related accessories, all of which are integrated with its cloud-based systems. MSFT also offers cloud-based solutions to consumers with its software, platforms, content, and support services. MSFT employs 181,000 people with headquarters in Redmond, Washington.

#### **Industry Overview**

MSFT operates in the information technology sector where the Company creates and distributes media to consumers and business globally. Over the next five years, the sector is expected to grow in line with the economy at an annualized rate of 2.5% resulting in US\$2.2T in annual U.S. revenues. This industry is under intense competition with numerous large competitors such as Apple (NASDAQ: AAPL), Alphabet (NASDAQ: GOOGL), and Amazon (NASDAQ: AMZN) competing for market share in various niches such as cloud computing or productivity software.

## **Activision Blizzard Acquisition**

On January 18, 2022, MSFT announced the acquisition of Activision Blizzard (NASDAQ: ATVI) for US\$95.00 per share in an all-cash transaction valued at US\$68.7B. The acquisition will accelerate the growth in MSFT's gaming business across mobile, PC, console, and cloud, as well as provide building blocks for the Company's entrance to the metaverse. The acquisition will bolster MSFT's Game Pass portfolio with plans to launch ATVI's games, which include Warcraft, Diablo, Overwatch, Call of Duty, and Candy Crush into MSFT's gaming subscription service. The Fund originally held ATVI due to its leading market position within the e-sports industry, promising content pipeline, and top-tier franchises which currently has ~372mm monthly active users. However, the CPMT divested ATVI in September 2021 due to uncertainty about management following sexual harassment lawsuits. The Fund believes the acquisition will mitigate the risks surrounding ATVI's management as the ATVI management team will report internally to the MSFT management team who will ultimately drive the Company's success.

### **Original Investment Thesis**

The CPMT entered a position in April 2019 based on MSFT's strong alignment with our mandate points. MSFT Windows OS is deeply embedded in enterprises and personal computing globally, which has allowed the Company to build valuable relationships with other organizations and a brand of delivering high-quality ubiquitous products. The Fund believes that MSFT will outperform the market as a result of its competitive advantages in cloud computing, artificial intelligence, machine learning, and augmented reality. Furthermore, the Company's creation and deployment of software that improves business processes and communication coupled with its ~140mm installed user base has created an economic moat which the CPMT believes will drive sustainable growth for the Company.

Microsoft Page 19

Figure 2: LHS Debt vs RHS LTM Debt/EBITDA Ratio

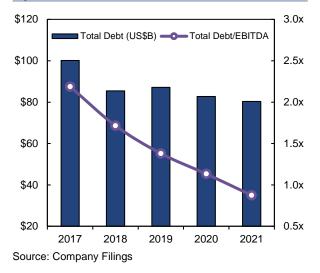


Figure 3: Cash & Cash Equivalents (US\$B)

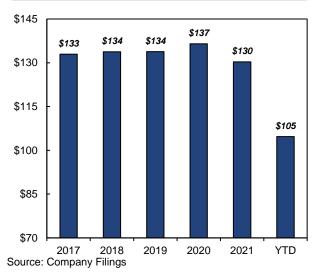
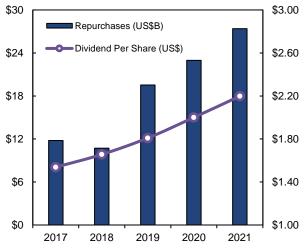


Figure 4: LHS Repurchases vs RHS Dividend Per Share



Source: Company Filings

#### **Mandate Fit**

**Quality Management:** MSFT's management team is led by CEO Satya Nadella, who has held the position for over eight years and served in the Company for over three decades. Nadella's previous leadership roles in the Company's enterprise and consumer businesses have enabled him to progress MSFT's development with accessibility for all users in mind. The management team has continued to provide value by returning US\$72B in dividends and US\$108B in stock repurchases over the last five years.

Competitive Advantage: MSFT holds an advantage over its competitors through its network effect resulting in added value for customers. This is enabled by the Company's patents and proprietary software that make their products familiar in homes across the world. As a result of its legacy product bundles, the Company's market share in office products and operating software has been further boosted during the work from home environment. The Company also has a wide moat for its Intelligent Cloud segment, which is driven by high switching costs and cost advantages for products like Windows and Azure. Lastly, MSFT's expansion in the gaming segment positions it to take advantage of current e-sports and metaverse trends.

Strong Balance Sheet: As of March 31, 2022, the Company had US\$78B of total debt on its balance sheet, offset by US\$104B of cash & short-term investments resulting in a net cash position of US\$26B. MSFT has maintained a healthy LTM current ratio of 2.0x and a LTM Debt/EBITDA of 0.8x. MSFT is rated AAA and Aaa by S&P and Moody's, respectively. The Company's healthy balance sheet enables it to take on more strategic acquisitions such as ATVI.

**Growing Free Cash Flow:** MSFT has increased their EBITDA margin from 36% in 2016 to 48% in 2021, which has resulted in a strong FCF CAGR of 17.6% over the past five years. The Company has also increased their dividend per share from US\$1.41/share in 2016 to US\$2.20/share in 2021 (7.8% 5-year CAGR). As of March 31, 2022, the Company had US\$48.5B remaining on its US\$60B share repurchase program.

#### **Risks**

Due to MSFT's global operations, the Company is subject to major foreign exchange headwinds through currency fluctuations which could have a material impact on the share price. Furthermore, the enterprise software industry is subject to intense competition through disruptive technology, which could negatively impact the Company's long-term growth prospects if it is unable to maintain its leadership position. Lastly, MSFT has material risks surrounding failed transformative acquisitions or failed strategic campaigns as it attempts to scale within certain verticals (such as gaming) which may negatively impact profitability margins.

#### Valuation & Investment Thesis

MSFT was valued using a 2023E EV/EBITDA multiple of 21x on the Fund EBITDA estimate. The multiple is a slight premium to the competitive peer group (NASDAQ: AMZN, INTU, ADBE, AAPL, GOOG, META; NYSE: CRM) accounting for MSFT's strong economic moat, which can be attributed to the Company being a top vender for numerous enterprise software such as Azure, Office, and GitHub. Furthermore, MSFT is also a market leader in other technology verticals such as networking through LinkedIn, and video games through Xbox and the pending ATVI acquisition. The Fund currently holds MSFT at a conviction of 3, which is the maximum any single name can be held at.

Microsoft Page 20



Joel Homersham, Investment Analyst

# **TELUS**

#### Communication Services TSX: T

**Market Outperform | No Action** 



June 30, 2022

Return on Investment	
Current Share Price	\$28.56
Toward Dalos	<b>የ</b> ንር

Current Share Price	\$28.56
Target Price	\$36.00
Dividend Yield	4.72%
Implied Return	26%
Conviction Rating	N/A

#### **Market Profile**

52-Week Range	\$27.34 - \$34.65
Market Capitalization (\$mm)	\$39,464
Net Debt (\$mm)	\$20,800
Minority Interest (\$mm)	\$953
Enterprise Value (\$mm)	\$61,217
Beta (5-Year Monthly)	0.54

Metrics	2021A	2022E	2023E
Revenue (\$mm)	\$17,258	\$18,203	\$19,710
EBITDA (\$mm)	\$6,069	\$6,612	\$7,154
EPS	\$1.23	\$1.14	\$1.30
EV/EBITDA	10.1x	9.3x	8.6x

#### **Historical Trading Performance (Indexed to \$100)**

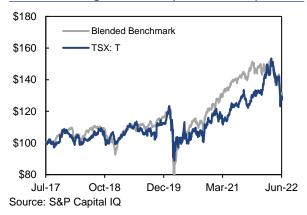
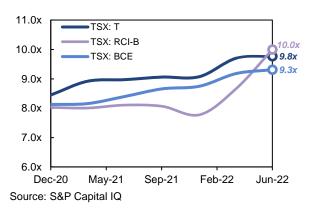


Figure 1: NTM EV/EBITDA vs Canadian Peers



## **Business Description**

TELUS (TSX: T) is a diversified telecommunications technology company that provides a broad range of products and services including mobile, television, data and cloud-based services, IP, entertainment, video, and security across its networks. In addition to its core operations, T operates three subsidiaries: (1) TELUS Health; (2) TELUS Agriculture; and (3) TELUS International. The Health subsidiary is Canada's leading digital health technology provider and aims to improve access to health and wellness services. The Agriculture subsidiary provides digital solutions throughout the agriculture value chain. T's International subsidiary designs, builds, and delivers solutions for global brands across High-Growth industry verticals. The Company currently has 36mm subscriber connections and is headquartered in Vancouver, Canada.

### **Industry Overview and Competitive Landscape**

The Canadian telecommunications sector is highly concentrated with Bell (TSX: BCE), Rogers (TSX: RCI-B) and T each controlling ~30% of the national market share in wireless and wireline telecommunication services. T has pursued a different strategy from major Canadian peers, where it has eschewed ownership of media assets and instead expanded into digital services through acquisitions complementary to its Health, Agriculture, and International subsidiaries. Most notably, in June 2022 T announced the acquisition of digital health provider LifeWorks for \$2.9B, offering shareholders cash or stock, which represented an ~80% premium at the time of announcement.

Conversely, RCI-B has been pursuing a \$26B merger with Shaw Communications (TSX: SJR-B) to achieve the economies of scale required to deliver substantial wireless and wireline network investments. The RCI-B – SJR-B merger has raised antitrust concerns and has forced SJR-B to sell Freedom Mobile to Quebecor, which may be insufficient when addressing the Competition Bureau's concerns.

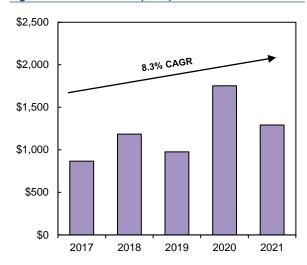
T's strategy of partnering, acquiring, and divesting to accelerate presence in high growth markets while maintaining focus on its core business leaves the Company well-positioned to execute acquisitions with less regulatory scrutiny and retain market share in its wireless and wireline infrastructure-based operations.

#### **Mandate Fit**

Quality Management: The Company is led by Darren Entwistle, the longest serving CEO in the global telecommunications industry. During his tenure, T has grown from a regional telephone company to a national communications and technology leader with an earnings CAGR of 6.2% since 2000. T has been able to maintain its "TELUS family" culture despite the organization's growt; it consistently ranks in Canada's Top 10 Most Admired Cultures by Waterstone Human Capital. T is focused on returning capital to shareholders and announced in May 2022 that it would target 7% - 10% annual dividend increases from 2023 to the end of 2025. The Company targets a common share dividend payout ratio of 60% - 75% of free cash flow. Despite a high payout ratio, T can use the remainder to continue making small, high-volume acquisitions.

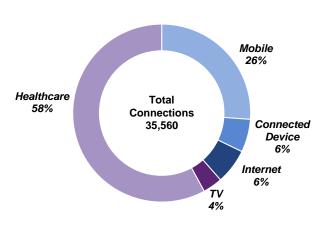
TELUS Page 21

Figure 2: Free Cash Flow (\$mm)



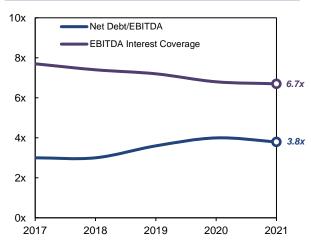
Source: Company Filings, S&P Capital IQ

Figure 3: Segmented Customer Connections (000s)



Source: Company Filings

Figure 4: Net Debt/EBITDA & EBITDA Interest Coverage



Source: S&P Capital IQ

Competitive Advantage: T is well-positioned to capitalize on the growth of 5G and fiberoptic through its accelerated investments in its broadband network while continuing to grow its diversified Healthcare, Agriculture, and International subsidiaries through M&A. Its differentiated growth strategy relative to its peers allows for more access to more fragmented, high growth markets of which its entry does not require regulatory approval. T is expected to have fiberoptic coverage of 85% - 90% of its targeted broadband footprint by year-end 2022, providing a first-mover advantage given the stickiness of connected fiberoptic customers. The Company's fixed data services, voice systems, and equipment provides T with higher-than-average operating leverage positions T to earn higher margins than its peers as its fiberoptic and 5G assets are completed and operational efficiencies can be realized.

**Strong Balance Sheet:** T possesses a strong LTM EBITDA interest coverage ratio of 6.7x while maintaining a lower-than-average debt/equity ratio amongst its major Canadian peers. The Company had \$2.1B in available liquidity as of Q1 2022 and received an investment grade rating of BBB+ and Baa from S&P and Moody's. Maintaining a strong financial position enables T to execute on strategic inorganic growth opportunities across its Healthcare, Agriculture, and International subsidiaries.

**Growing Free Cash Flow:** T boasts a strong five-year FCF CAGR despite accelerated investments in 5G, broadband and digitization to increase system capacity and reliability. The Company believes these accelerated capital investments in its 5G and fiberoptic infrastructure will accelerate top-line growth and operating expense efficiency. FCF is expected to be strengthened by an expected capex decline of ~\$1B in 2022 alongside strong EBITDA growth.

## **Original Investment Thesis**

The Fund entered into a position in 2015 with the thesis that the Company's industry-leading average revenue per user with the lowest churn rate would continue to drive shareholder value through EPS and dividend growth. The CPMT divested its position in August 2021 due to concerns regarding the Company's future growth prospects and balance sheet strength, as the Company took on more debt to capitalize on 5G and fiberoptic.

### Revised Investment Thesis

The Fund believes that T's data focused strategy, accelerated investments in Fiberoptic, and the pursuit high-growth industry verticals instead of media assets position the Company for outsized growth vs its peers. The IPO of its International subsidiary affirms the Company's growth strategy as it saw operating revenue and EBITDA grow 33% and 13% YoY, respectively.

T was valued using a five-year DCF with a WACC of 6.17% and a 9.5x NTM EV/EBITDA to arrive at a target price of \$36. The Fund elected to reduce the peer average multiple due to the uncertainties regarding the regulatory environment and capital constraints T could experience as a result of its accelerated investments in fiberoptic and 5G. T trades at a discount to its major Canadian peers on a NTM EV/EBITDA basis, which represents an attractive valuation for the Company given its best-in-class management team and differentiated strategy. T trades at a premium on an NTM P/E basis to its peers given the inclusion of the D&A associated with accelerated capital expenditures in its valuation. The CPMT currently recommends No Action due to the risks surrounding the success of 5G and Fiberoptic assets alongside T's ability to successfully integrate acquisitions, pending further due diligence.

TELUS Page 22



# **Waste Connections**

Industrials
NYSE: WCN | TSX: WCN
Market Perform | Hold



June 30, 2022

Arnuv Mayank, Portfolio Manager Jeevan Gill, Investment Analyst Raunak Sandhu, Investment Analyst

Return on	Investment
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Current Share Price	\$123.96
Target Price	\$124.00
Dividend Yield	0.7%
Implied Return	1%
Conviction Rating	2

#### **Market Profile**

52-Week Range	\$113.50 - \$145.62
Market Capitalization (US\$mm)	\$32,175
Net Debt (US\$mm)	\$5,650
Minority Interest (US\$mm)	\$5
Enterprise Value (US\$mm)	\$37,829
Beta (5-Year Monthly)	0.71

Metrics	2021A	2022E	2023E
Revenue (US\$mm)	\$6,151	\$6,951	\$7,368
EBITDA (US\$mm)	\$1,744	\$2,103	\$2,229
EPS	\$2.40	\$3.22	\$3.46
NTM EV/EBITDA	19.2x	18.1x	18.2x

#### Holding Period Trading Performance (Indexed to \$100)

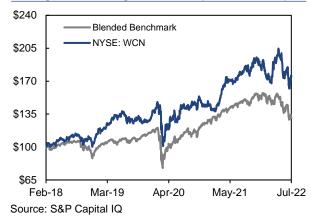
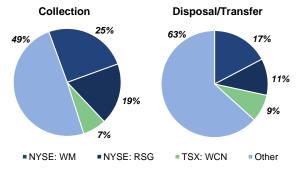


Figure 1: Waste Services Industry Market Share (2022)



Source: IBISWorld

### **Business Description**

Waste Connections (TSX: WCN) is the third-largest non-hazardous solid waste services company in North America. The Company provides waste collection, transfer, disposal, and recycling services in both exclusive and competitive markets in the U.S. and Canada. Through its R360 Environmental Solutions subsidiary, WCN is a leading provider of non-hazardous exploration & production (E&P) waste treatment, recovery, and disposal services in the most active natural resource producing areas in the U.S. The Company's merger with Progressive Waste in 2016 enabled WCN to expand its services throughout Canada as one of the largest full-service providers of waste collection in the country. Currently operating in 44 U.S. states and six Canadian provinces, WCN is committed to providing superior services to residential, commercial, industrial, and E&P customers.

#### **Industry Overview**

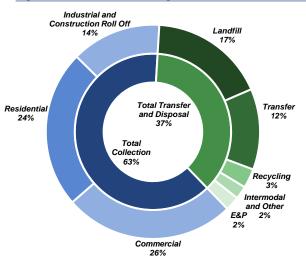
The waste collection, waste disposal, and transfer service industries were negatively impacted by reduced business activity during the COVID-19 pandemic. sufferina from declinina industrial manufacturing and construction output. In contrast, residential waste serves as a source of stability, and coupled with the essentiality of waste services, the industry delivers consistent growth, despite cyclical influences. As such, it has been dubbed "first derivative cyclical," with growth rates moving with the ebbs and flows of the economy, but rarely moving negative. As pandemic restrictions subside, population growth, business creation, residential and nonresidential construction, and increased consumer spending are expected to boost demand for waste services. Additionally, government legislation surrounding environmentally safe practices and increased recycling efforts are expected to drive demand for waste transfer and disposal services.

Landfill revenues primarily come from tipping fees, which dramatically change throughout North America, and while there are several factors that decide this fee, the ultimate driver is population density in the area. For environmental protection and safety reasons, average distances between landfills and population centres have increased, resulting in larger, well-engineered landfills and the introduction of the transfer station as an intermediary. Not only does this introduce another cost markup along the waste stream, but environmental protection regulations make transfer centres and landfills increasingly costly to maintain. With a high capital input requirement and high fees collected along the waste stream, the waste services industry has seen the emergence of larger, vertically integrated operators. By controlling the waste stream from start to finish, these operators can optimize volume sourcing and routing to its network of disposal centres, which drastically increases margins. This enables the operators to offer lower prices at the collection level, so they can consistently outbid smaller operators for contracts (residential or industrial) and grow the top-line. The result is a virtuous flywheel that rewards internalization and access to capital; accordingly, the industry continually sees increasing consolidation.

Government legislation encourages waste transfer and disposal companies to utilize waste-to-energy services to capture (cont.)

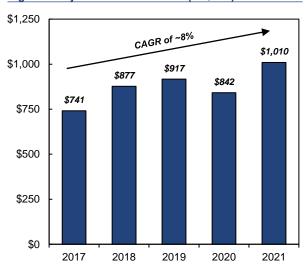
Waste Connections Page 23

Figure 2: FY2021 Revenue Segmentation



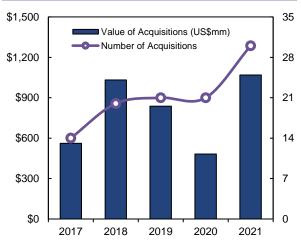
Source: Company Filings

Figure 3: Adjusted Free Cash Flow (US\$mm)



Source: Company Filings

Figure 4: LHS Acquisitions Value vs RHS Number



Source: Company Filings

methane gas from landfills to produce energy. To become more closely affiliated with recycling and renewable energy activities, companies will be required to continue implementing environmentally friendly practices. In turn, this may increase operating costs and capex and potentially lower the incredibly high barriers to entry.

#### **Mandate Fit**

Quality Management: WCN's management team is led by President and CEO Worthing F. Jackman, who has served in the role since July 2019. Jackman took over the role after having held various positions since joining the Company in 2003, including CFO. In 2021, the Company doubled its return of capital to shareholders through US\$560mm of dividends and share repurchases. Management continues to emphasize strong capital discipline by focusing on return of capital to shareholders, strategic acquisitions, and further capex to sustain long-term business growth. Moving forward, management has guided a robust M&A pipeline for 2022 that may result in yet another year of US\$1B acquisition spending.

Competitive Advantage: WCN currently operates in a mix of competitive urban markets (~60% of contracts) and exclusive markets (~40%). In smaller markets with less competition, WCN holds a high market share through exclusive contracts, vertical integration, and asset positioning. The last of these is where WCN differentiates itself among the other large operators; for municipal solid waste (MSW) and E&P waste services, WCN only purchases assets that fit well within its existing network and avoids competing in areas saturated by major competitors Waste Management (NYSE: WM) and Republic Services (NYSE: RSG). Exclusive and franchise contracts in Western America are the most coveted, which is WCN's highest EBITDA geographical subsidiary at ~22%. However, by competing in secondary/rural markets, WCN can effectively replicate the franchise model anywhere and achieve ~90% internalization rates. Additionally, WCN gains a high market share in disposalneutral regions, in which disposals are a pass-through cost. Since there is no advantage to owning the landfill, the Company only collects and halves the capex requirement. Although non-integrated operations in competitive markets typically produce the lowest FCF margins, WCN can turn these into FCF margins of greater than 15%, comparable with integrated operations in exclusive markets. Though this strategy is easily replicable, the number of disposal-neutral regions is limited, and WCN benefits from a first-mover advantage.

Strong Balance Sheet: WCN continues to hold a strong balance sheet position as the economy recovers from the COVID-19 pandemic. WCN maintained a Net Debt/EBITDA ratio of 2.4x throughout 2021. Additionally, the Company reduced its Total Debt/EBITDA ratio to 2.7x from 3.0x in 2021, which is consistent with its target leverage ratio, and WCN boasts a BBB+ credit rating from S&P. The Company demonstrated an excellent ability to preserve balance sheet health during the pandemic, and with its debt issuance of US\$500mm in Q1 2022, it has more than doubled its cash on hand. The CPMT believes this debt issuance is the ideal method to fuel its future growth while maintaining its desired capital structure of a Total Debt/EBITDA ratio between 2.5x and 3.0x.

**Growing Free Cash Flow**: WCN has grown FCF at a 17% five-year CAGR and adjusted FCF at an 8% CAGR. The Company's industry-leading FCF growth is driven by its competitive advantage and management's discipline in expanding into areas with the highest potential ROIC. By growing volume through acquisitions and (cont.)

Waste Connections Page 24

Figure 5: FCF Margin vs Peers

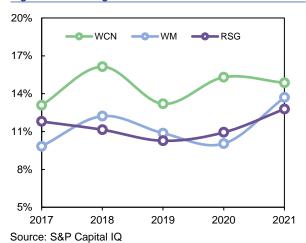
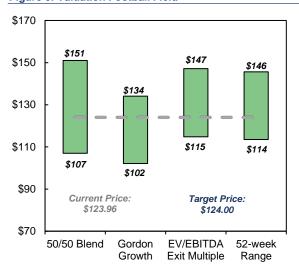
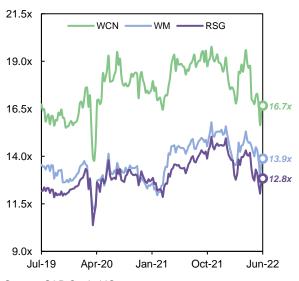


Figure 6: Valuation Football Field



Source: CPMT Analysis

Figure 7: NTM EV/EBITDA vs Peers



Source: S&P Capital IQ

new biddings, as well as increased fees per contract (up 5.7% in Q4) and lower capex, WCN has maintained a stable free cash flow margin (between 13% and 20%) for the last ten years.

#### **ESG** Initiatives

Key ESG considerations impacting WCN include environmental stewardship, health and safety, and employee and community engagement. Currently, the Company has committed US\$500mm towards renewable gas and resource recovery projects. The construction of two recycling plants will commence in 2022 and two renewable natural gas facilities will be constructed in 2023. Additionally, WCN has set goals of increasing offsets to emissions by at least 50%, increasing resources recovered by at least 50%, increasing biogas recovery by at least 40%, and processing at least 50% of leachate on site. As well, WCN continues to invest in landfill gas recovery systems and will begin evaluating implementation of electric vehicles into its fleets. The Company set a long-term goal of reducing employee incident rates by 25%. WCN has taken strides to improve employee safety by implementing Al-drive truck camera systems and advanced safety features in fleets, as well as revised employee training and development opportunities. WCN has also implemented a formal diversity policy for board and senior management to improve gender and minority representation.

During the COVID-19 pandemic, WCN spent US\$50mm providing its frontline employees with bonus payments and supplemental wages, covering COVID-19 testing and related medical costs, and expanded access to its Employee Relief Fund.

#### **Risks**

Though WCN has strong pricing power, labour and capex costs are sensitive to inflation, which could erode the Company's strong FCF margins. Changes in regulations in the U.S. and Canada could influence landfill capping (the covering of contaminated material in a landfill) and the hazardous classification of waste. This has the potential to make it more difficult for WCN to engage in its landfill services, which comprises approximately 20% of its total revenue. Lastly, a decline in commodity prices negatively impacts the demand for recycling and E&P services, which WCN provides.

#### **Investment Thesis and Valuation**

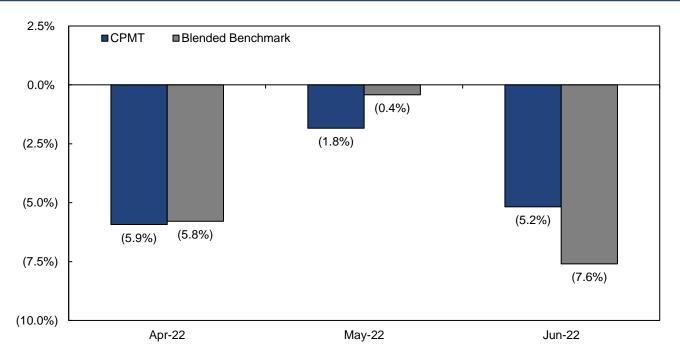
WCN was valued at \$124 using a five-year DCF with a WACC of 6.79%. The terminal value was a 50/50 blend of (1) the Gordon Growth method, using a 3% terminal growth rate, and (2) an EV/EBITDA exit multiple of 16x. WCN has historically traded at a premium to WM and RSG, which the CPMT believes to be justified given its best-in-class EBITDA growth and FCF generation. The CPMT believes that the Company lies in the sweet spot of size, as it is sufficiently large to be vertically integrated and handle the industry's capital intensiveness, while remaining small enough to not be burdened with low profitability operations. Management has exhibited an incredible ability to grow where the highest NPV opportunities lie. Indeed, whereas the original investment thesis was predicated around growth through internalization, on which management delivered, the new thesis focuses on growth through acquisitions, with 2021 and 2022 shaping up to be historic years in acquisition spending. However, the Fund believes that the market understands and appreciates the features that make WCN such a strong company, which is reflected in the target price being negligibly different from the current price. Thus, while the CPMT maintains conviction that WCN will return its cost of equity, we recognize this to be an opportunity to search for new names with higher alpha.

Waste Connections Page 25

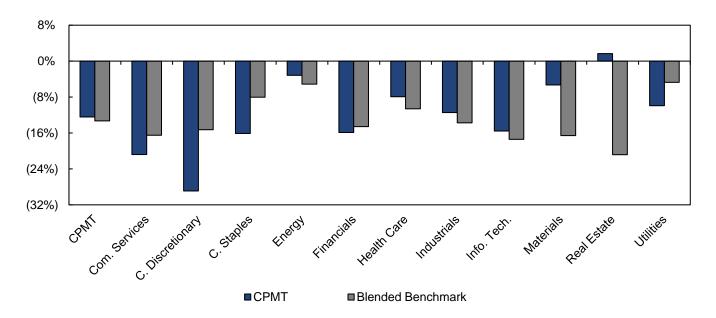
# **Compliance and Performance**

## **QUARTERLY PERFORMANCE**

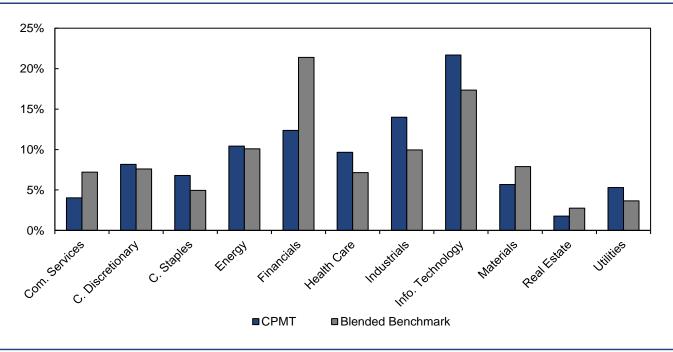
## **CPMT** and Blended Benchmark Monthly Returns



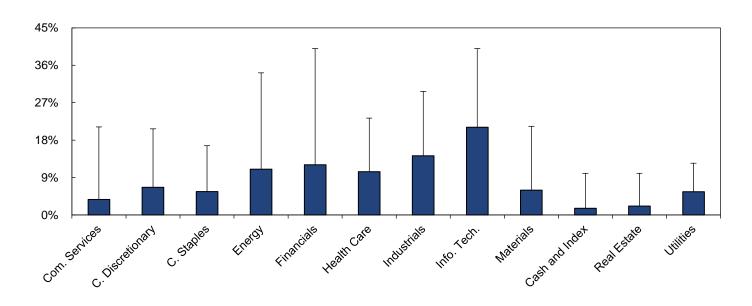
## **CPMT and Blended Benchmark Quarterly Sector Returns**



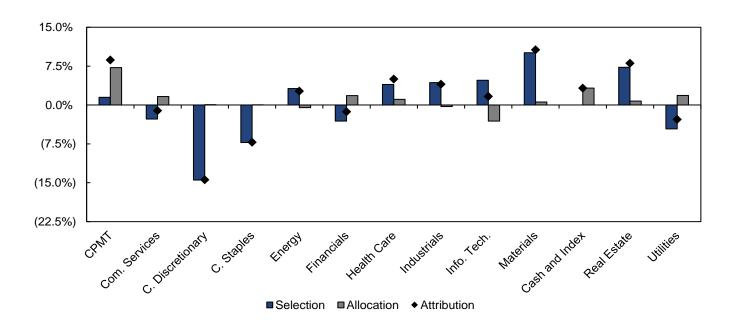
## **CPMT** and Blended Benchmark Sector Weightings



## **CPMT Sector Weights vs Maximum Weight**



## **Attribution Analysis (FQ1 2023)**



## **CPMT Attribution Analysis**

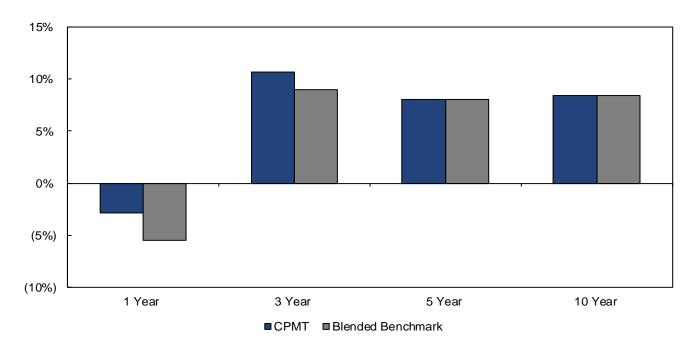
Q1 2023	Attribution	Allocation	Selection
СРМТ	8.70%	7.22%	1.48%
<b>Communication Services</b>	(1.08%)	1.63%	(2.71%)
<b>Consumer Discretionary</b>	(14.41%)	0.08%	(14.49%)
Consumer Staples	(7.17%)	0.05%	(7.23%)
Energy	2.68%	(0.50%)	3.18%
Financials	(1.28%)	1.81%	(3.09%)
Health Care	5.03%	1.08%	3.95%
Industrials	4.03%	(0.29%)	4.32%
Information Technology	1.67%	(3.11%)	4.79%
Materials	10.66%	0.57%	10.09%
Other	3.26%	3.26%	0.00%
Real Estate	8.06%	0.77%	7.29%
Utilities	(2.77%)	1.85%	(4.62%)

Year	Attribution	Allocation	Selection
СРМТ	2.66%	0.93%	1.73%
Communication Services	(0.52%)	0.44%	(0.96%)
<b>Consumer Discretionary</b>	(3.45%)	(0.02%)	(3.42%)
Consumer Staples	(1.45%)	0.05%	(1.50%)
Energy	0.87%	(0.14%)	1.00%
Financials	(0.66%)	0.42%	(1.08%)
Health Care	1.64%	(0.02%)	1.66%
Industrials	1.35%	(0.07%)	1.42%
Information Technology	0.54%	(1.26%)	1.80%
Materials	2.25%	(0.04%)	2.28%
Other	0.86%	0.87%	(0.01%)
Real Estate	1.97%	0.18%	1.80%
Utilities	(0.73%)	0.52%	(1.26%)

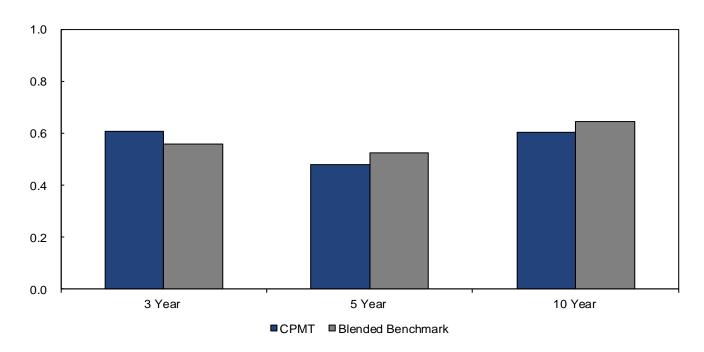
# **Compliance and Performance**

## LONG-TERM PERFORMANCE

## **CPMT** and Blended Benchmark Total Return (Annualized)



## **CPMT** and Blended Benchmark Composite Index Sharpe Ratios



## **The CPMT Long-Term Performance Targets**

		1 Year		3 Year		5 Year		10 Year	
Absolute Returns (annua	alized)								
CPMT (1)	×	(2.84%)	4	10.68%	4	8.08%	4	8.43%	
Relative Returns (bps)									
Blended Benchmark (2)	4	266	✓	173	×	2	×	3	
Risk Adjusted Returns (	(bps)								
Blended Benchmark (3)	4	194	4	116	×	(27)	×	(2)	

- (1) Performance target of 7.0% annual returns.
- (2) Performance target to exceed the Blended TSX & S&P 500 Benchmark by 100 bps.
- (3) Performance target to exceed the Blended TSX & S&P 500 Benchmark by 100 bps on a risk adjusted basis.

## **CPMT Long-Term Performance Details**

	1 Year	3 Year	5 Year	10 Year
Annualized Return				
CPMT	(2.84%)	10.68%	8.08%	8.43%
Blended Benchmark	(5.50%)	8.95%	8.06%	8.40%
Annualized Volatility				
CPMT	15.05%	15.56%	14.06%	11.41%
Blended Benchmark	12.90%	14.83%	13.30%	10.80%
Sharpe				
CPMT	(0.36)	0.61	0.48	0.60
Blended Benchmark	(0.52)	0.56	0.52	0.64

#### **APPENDICES**

## Appendix 1: CFA Code of Ethics

The following is the CFA Code of Ethics to be complied with at all times by Portfolio Managers:

- To act with integrity, competence, diligence, respect, and in an ethical manner with the public, clients, prospective clients, employers, employees, colleagues in the investment profession, and other participants in the global capital markets.
- To place the integrity of the investment profession and the interests of clients above personal interests.
- To use reasonable care and exercise independent professional judgment when conducting investment analysis, making investment recommendations, taking investment actions, and engaging in other professional activities.
- To practice and encourage others to practice in a professional and ethical manner that will reflect credit on ourselves and the profession.
- To promote the integrity and viability of the global capital markets for the ultimate benefit of society.
- To maintain and improve their professional competence and strive to maintain and improve the competence of other investment professionals.

## Appendix 2: Account Activity

## **CPMT Transactions Log (YTD)**

FQ1 2023	Date	Action	Shares	Purchase Price	Sale Price	Currency	Capital Gain (CAD)	Return
PYPL	28-Apr-22	Sell	93	\$209.01	\$84.57	USD	-\$11,572.69	(59.54%)
XEG	28-Apr-22	Sell	445	\$9.12	\$14.60	CAD	\$2,439.84	60.14%
ENB	28-Apr-22	Sell	135	\$47.29	\$56.11	CAD	\$1,190.70	18.65%
TOU	28-Apr-22	Buy	200	\$62.45				
COST	28-Apr-22	Sell	10	\$217.56	\$555.48	USD	\$3,379.20	155.32%
V	28-Apr-22	Buy	50	\$202.41				
Total				-			(\$4,562.95)	-14.23%

## Appendix 2: Account Activity (Continued)

## **Dividend Summary**

April, 2022								
Equity	Date	DPS	Credit (CAD)					
CNQ	05-Apr-22	\$0.75	\$300.75					
CSU	12-Apr-22	\$1.27	\$17.81					
BBY	14-Apr-22	\$0.79	\$79.29					
TMO	14-Apr-22	\$0.27	\$11.08					
AMT	29-Apr-22	\$1.78	\$69.60					
TD	30-Apr-21	\$0.79	\$158.00					
Total			\$636.53					

May, 2022								
Equity	Date	DPS	Credit (CAD)					
JPM	02-May-22	\$1.29	\$184.06					
AAPL	12-May-22	\$0.30	\$45.59					
COST	13-May-22	\$1.16	\$63.71					
ABT	16-May-22	\$0.60	\$89.49					
TOU	19-May-22	\$1.50	\$300.00					
RY	21-May-21	\$1.20	\$257.55					
WCN	26-May-21	\$0.25	\$32.24					
Total			\$972.64					

	June, 202	2	
Equity	Date	DPS	Credit (CAD)
ENB	01-Jun-22	\$0.86	\$399.90
V	01-Jun-22	\$0.48	\$24.13
WCN	01-Jun-22	\$0.30	\$38.39
ZTS	01-Jun-22	\$0.42	\$25.52
MSFT	09-Jun-22	\$0.80	\$83.79
CTAS	15-Jun-22	\$1.22	\$73.37
NEE	15-Jun-22	\$0.55	\$126.91
LIN	17-Jun-22	\$1.51	\$52.71
BAM.A	30-Jun-22	\$0.18	\$80.18
CCL.B	30-Jun-22	\$0.24	\$48.00
CNR	30-Jun-22	\$0.73	\$183.13
TECK.B	30-Jun-22	\$0.12	\$34.16
TOU	30-Jun-22	\$0.23	\$45.00
Total			\$1,215.20

CPMT Holdings - June 30, 2022	Market Cap	Conviction		Position Size		Taro	Target Price		Stock Price	Total Return	eturn
Financials			Current	Target	Difference	Prior		Current	End of Period	QTD	MLL
Brookfield Asset Management	Large	2	4.20%	4.00%	0.20%	\$70.00		\$70.00	\$57.26	(18.99%)	(11.66%)
JPMorgan Chase & Co.	Large	2	3.43%	4.00%	(0.57%)	\$158.00		\$158.00	\$112.61	(17.39%)	(26.94%)
Royal Bank of Canada	Large	2	4.44%	4.00%	0.44%	\$136.00		\$136.00	\$96.82	(12.20%)	(4.51%)
Information Technology											
Adobe Inc	Large	2	3.04%	4.00%	(%96:0)	\$575.00		\$575.00	\$366.06	(19.66%)	(38.03%)
Apple Inc	Large	2	4.49%	4.00%	0.49%	\$148.00	4	\$165.00	\$136.72	(21.70%)	0.29%
Constellation Software	Large	2	4.43%	4.00%	0.43%	\$1,800.00	<b>\$</b>	\$1,800.00	\$1,910.87	(10.58%)	%98.0
Mcrosoft Corp.	Large	က	2.75%	%00:9	(0.25%)	\$270.00	4	\$287.00	\$256.83	(16.70%)	(2.37%)
Topicus.com	Mid	_	1.27%	2.00%	(0.73%)	\$145.00		\$145.00	\$72.63	(22.11%)	(17.68%)
Visa Inc.	Large	-	2.10%	2.00%	0.10%	\$290.00		\$290.00	\$196.89	(11.22%)	(2.73%)
Materials											
CCL Industries	Large	_	2.01%	2.00%	0.01%	\$82.00		\$82.00	\$60.84	7.87%	(11.62%)
Linde PLC	Large	_	2.14%	2.00%	0.14%	\$282.00		\$282.00	\$287.53	(%66.6)	(%86.0)
Teck Resources	Large	-	1.79%	2.00%	(0.21%)	\$62.00		\$62.00	\$30.57	(24.31%)	(22.58%)
Energy											
Canadian Natural Resources Ltd.	Large	2	4.59%	4.00%	0.59%	\$84.00		\$84.00	\$69.17	(10.64%)	54.71%
Enbridge	Large	2	4.19%	4.00%	0.19%	\$59.00		\$59.00	\$54.36	(5.54%)	10.04%
Tourmaline Oil Corp	Large	-	2.22%	2.00%	0.22%	\$70.00		\$70.00	\$66.93	16.20%	7.17%
Consumer Discretionary											
Aritzia	Mid	2	3.75%	4.00%	(0.25%)	\$33.00		\$33.00	\$34.85	(31.71%)	(2.53%)
BestBuy	Large	_	1.39%	2.00%	(0.61%)	\$133.00		\$133.00	\$65.19	(28.28%)	(40.44%)
lululemon athletica	Large	_	1.51%	2.00%	(0.49%)	\$426.00		\$426.00	\$272.61	(25.36%)	(25.65%)
Consumer Staples											
Costco	Large	က	5.62%	%00.9	(0.38%)	\$380.00	4	\$610.00	\$479.28	(16.77%)	20.18%
Telecommunications											
Aphabet Inc Class A	Large	2	3.72%	4.00%	(0.28%)	\$161.00		\$161.00	\$108.96	(21.65%)	(24.46%)
Healthcare											
Abbott Laboratories	Large	2	3.43%	4.00%	(0.57%)	\$126.00		\$126.00	\$108.65	(8.20%)	(7.30%)
Thermo Fisher Scientific Inc.	Large	2	4.75%	4.00%	0.75%	\$563.00		\$563.00	\$543.28	(8.02%)	%68.9
Zoetis Inc	Large	-	2.23%	2.00%	0.23%	\$189.00		\$189.00	\$171.89	(8.86%)	(8.56%)
Industrials											
Canadian National Railway	Large	က	2.99%	%00.9	(0.01%)	\$154.00	4	\$163.00	\$144.79	(13.66%)	9.84%
Cintas Corp.	Large	2	4.78%	4.00%	%82.0	\$430.00		\$430.00	\$373.53	(12.19%)	(2.35%)
Waste Connection Inc.	Large	2	3.44%	4.00%	(0.56%)	\$140.00	<b>•</b>	\$124.00	\$159.60	(8.71%)	7.06%
Real Estate											
American Tower Corp.	Large	<b>-</b>	2.12%	2.00%	0.12%	\$279.00	I	\$279.00	\$255.59	1.74%	(6.31%)
Utilities											
Brookfield Renewable Partners LP	Large	_	1.74%	2.00%	(0.26%)	\$51.00		\$51.00	\$44.73	(12.82%)	(7.39%)
NextEra Energy	Large	2	3.83%	4.00%	(0.17%)	\$88.00		\$88.00	\$77.46	(8.56%)	4.56%