

# DYNAMIC LIVE

**Dynamic Funds®**  
Invest with advice.



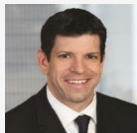
# Taking Advantage of Canadian Dividends

**Don Simpson**, BBA, CFA  
Vice President & Portfolio Manager

**Rory Ronan**, CFA  
Vice President & Portfolio Manager

**Eric Mencke**, CPA, CA, CFA  
Vice President & Portfolio Manager

# The Investment Team



**Don Simpson**, BBA, CFA  
Vice President & Portfolio Manager

25+ years industry experience



**Rory Ronan**, CFA  
Vice President & Portfolio Manager

25+ years industry experience



**Eric Mencke**, CPA, CA, CFA  
Vice President & Portfolio Manager

20+ years industry experience



**Pete Robic**, CFA, CPA, CA  
Senior Equity Analyst

10+ years industry experience



**Greg Limburg**, CFA, MBA, MFin  
Equity Analyst

5+ years industry experience



**90+** combined years  
of industry experience



**Over \$7.5 billion AUM**  
across Dynamic, Scotia  
and High Net Worth channels



## Funds managed

- Dynamic Value Fund of Canada / Canadian Value Class
- Dynamic Dividend Advantage Fund / Class
- Dynamic Value Balanced Fund / Class
- Dynamic Canadian Dividend Fund
- Dynamic Canadian Equity Private Pool Class
- Dynamic Active Canadian Dividend ETF<sup>1</sup>

<sup>1</sup>The investment team manage the ETF's underlying Dynamic Active Canadian Dividend Fund. Series O units of this fund are available for purchase exclusively by Dynamic Active ETFs and are not otherwise available for purchase.

# A Stock Picker's Market

## Historical Look at the S&P/TSX Composite Index

	2016	2017	2018	2019	2020
<b>Top Contributors</b>	Royal Bank Of Canada	Royal Bank Of Canada	Shopify Inc.	Shopify Inc.	Shopify Inc.
	Bank Of Nova Scotia	Toronto-Dominion Bank	Thompson Reuters Corp.	Enbridge Inc.	Canadian Natl Railway Co.
	Toronto-Dominion Bank	Canadian Natl Railway Co.	CGI Group Inc.	Brookfield Asset Mgt.	Canadian Pacific Railway Ltd.
	Canadian Natural Resources	Bank Of Nova Scotia	Waste Connections	Royal Bank of Canada	Barrick Gold Corp.
	Barrick Gold Corp.	Brookfield Asset Mgt.	Crocodile Gold Corp.	Transcanada Corp.	Wheaton Precious Metals
<b>Bottom Detractors</b>	Valeant Pharms. Intl.	Enbridge Inc.	Canadian Natural Resources	Prescient Mining Corp.	Suncor Energy Inc.
	Concordia Intl.	Cenovus Energy Inc.	Bank Of Nova Scotia	Teck Resources Ltd.	Enbridge Inc.
	Blackberry Ltd.	Crescent Point Energy Corp.	Manulife Financial Corp.	Encana Corp.	Canadian Natural Resources
	Empire Company Ltd.	Barrick Gold Corp.	Suncor Energy Inc.	SNC-Lavalin Group Inc.	Pembina Pipeline Corp.
	Gildan Activewear Inc.	Seven Generations Energy	Transcanada Corp.	Oceanagold Corp.	Manulife Financial Corp.
<b>Legend</b>	<b>FINANCIALS</b>	<b>ENERGY</b>	<b>MATERIALS</b>	<b>TECHNOLOGY</b>	<b>INDUSTRIALS</b>
	<b>HEALTHCARE</b>	<b>DISCRETIONARY</b>	<b>STAPLES</b>	<b>REAL ESTATE</b>	<b>UTILITIES</b>

Source: Dynamic Funds

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# Buy Discipline

What triggers a buy:



A better risk/return opportunity



An undervalued, overlooked,  
or misunderstood business



Short-term uncertainty



# Sell Discipline

What triggers a sell:



Material adverse change



Persistent operational issues



Better opportunity available



# Investing in Quality For The Long-Term



POWER CORPORATION  
DU CANADA

Brookfield



Shaw)

AIR  
PRODUCTS 



NORTHLAND  
POWER

Medtronic

 TEXAS  
INSTRUMENTS

CP

ARC RESOURCES LTD.

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# Dynamic Canadian Dividend Fund Portfolio Overview

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- Lead Portfolio Manager: Don Simpson, BBA, CFA
- Invests in high-quality dividend-paying companies trading at a discount
- Dividend growth investment philosophy
- Owns companies of any capitalization size (10-15% Small Cap exposure)
- Min. 70% Canadian holdings with flexibility to search outside of Canada
- Fixed monthly distribution
- Significant investment by Portfolio Managers



# Dynamic Dividend Advantage Fund Portfolio Overview

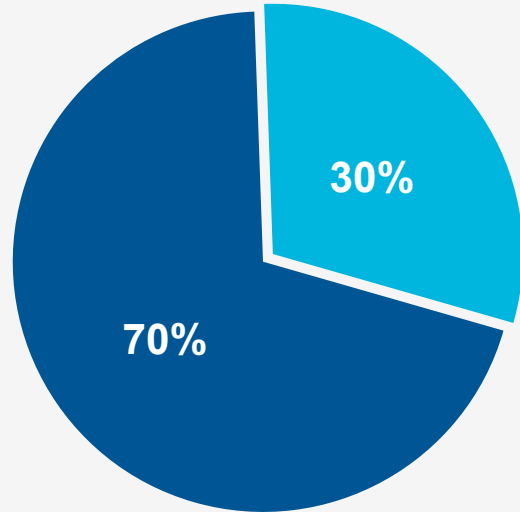
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- Lead Portfolio Manager: Rory Ronan, CFA
- Invests in high-quality & select misunderstood dividend-paying companies
- More value-titled than our other mandates
- Owns companies of any capitalization size
- Min. 70% Canadian holdings with flexibility to search outside of Canada
- Fixed monthly distribution
- Significant investment by Portfolio Managers

# Dynamic Dividend Advantage Fund

## 3.5 Years in the Making

### A Unique Barbell Approach



- High-Quality Companies
- Select Misunderstood Companies

- **70% of the portfolio** is invested in high-quality long-term compounders
  - i.e., banks, insurance companies, railroads, and pipelines
- **30% of the portfolio** is invested in undervalued, overlooked, or misunderstood companies that are less likely to be in a traditional dividend fund
  - i.e., Fairfax Financial Holdings, SNC-Lavalin Group, George Weston, and ARC Resources

# Important information

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