

**Team Members**

**Wolfgang Klein, BBM, CIM, AIFP**

Portfolio Manager, Senior Vice President,  
Senior Investment Advisor  
416.869.7338  
wklein@cgf.com  
@CGWM\_WolfOnBay  
www.wolfgangklein.com



**Jack Hardill, B.A., CIM**

Portfolio Manager, Associate  
Investment Advisor  
416.869.7306  
jhardill@cgf.com

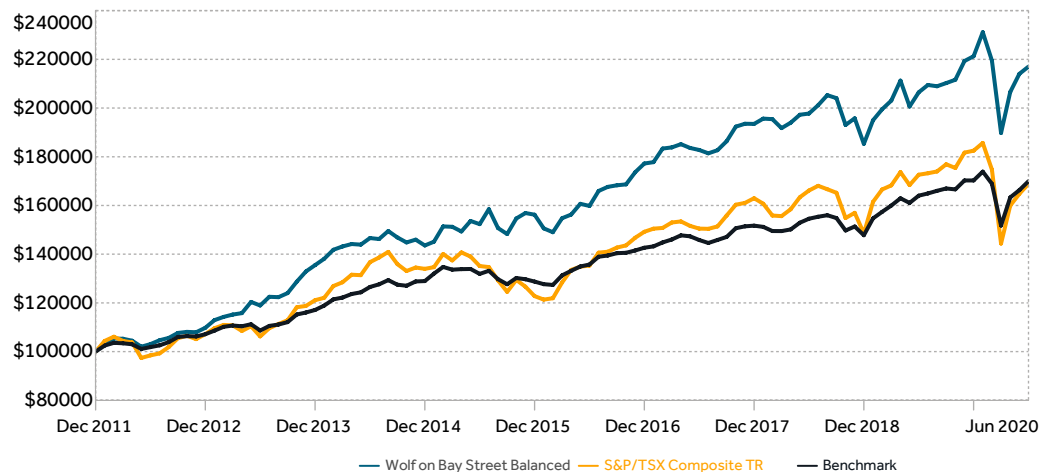
**Mandate Overview**

Start Date	Jan 01, 2012
Asset Category	Mixed
Risk Profile	Balanced
1 Year Turnover	44%

**Mandate Description**

The objective of the Wolf on Bay Street Balanced mandate is to achieve balanced returns over market cycles. The mandate manages risk first and capital growth second. An agnostic approach to both asset allocation and security selection drives the investment strategy, and allows the manager to identify and benefit from emerging themes in the global equity, fixed income and currency markets. The Wolf on Bay Street Balanced mandate is suitable for assets with a medium-term time horizon, generally greater than seven years, and higher volatility must be acceptable for the potential longer-term capital gains. The portfolio will invest in stocks, bonds, cash, ETFs, mutual funds and some alternative securities, allowing for a go-anywhere approach. The long-term objective of the strategy is to achieve a 7% annualized return over a full market cycle.

**Historical Performance (Gross of Fees in Canadian Dollars)**



	1 month	1 quarter	6 months	YTD	1 year	3 years	5 years	Since Inception
Portfolio	1.39%	14.35%	-1.92%	-1.92	5.11%	5.89%	7.33%	9.54%
S&P/TSX	2.46%	16.97%	-7.48%	-7.48	-2.20	3.91%	4.55%	6.92%
Benchmark	2.21%	12.02%	-0.18%	-0.18	3.63%	5.24%	5.20%	6.44%

**Risk/Return Characteristics\***

	Portfolio	S&P/TSX	Benchmark	Asset Class Breakdown	
					% Weight
YTD	-1.92%	-7.48%	-0.18%	U.S Equities	46.90
2019	19.41%	22.88%	15.22%	Canadian Equities	27.00
2018	-4.23%	-8.88%	-2.58%	Fixed Income	22.00
2017	9.17%	9.24%	6.35%	Cash and Equivalents	4.10
2016	13.45%	21.51%	10.79%		
2015	8.80%	-8.36%	-0.15%		
Since Inception	9.54%	6.92%	6.44%		
Std. Deviation	9.47%	11.34%	6.39%		
Sharpe Ratio	0.90	0.47	0.86		
Sortino Ratio	1.47	0.78	1.49		
Alpha	0.97%	-4.03%	-		
Beta	1.34	1.69	-		
Max Drawdown	-17.90%	-22.25%	-12.75%		
Upside Capture	147.50%	155.78%	-		
Downside Capture	133.87%	196.86%	-		

\*since inception annualized returns and analytics

Blended Benchmark: 5% FTSETMX91 10% SP500 45% FTSETMXCB 40% TSXCo

Return Data Source: Returns representative gross, composite WRAP returns in C\$ provided by Canaccord. The information herein has been obtained from sources that Canaccord Genuity Wealth Management believe to be reliable. However, Canaccord Genuity Wealth Management does not guarantee its accuracy or completeness and is not responsible for any errors or omissions. Reported returns and analytics are gross of fees but net of transactions costs, and are annualized for periods of longer than 12 months, unless otherwise stated. Past performance is not necessarily indicative of future results. Canaccord Genuity Wealth Management is a division of Canaccord Genuity Corp., Member of the Canadian Investor Protection Fund.

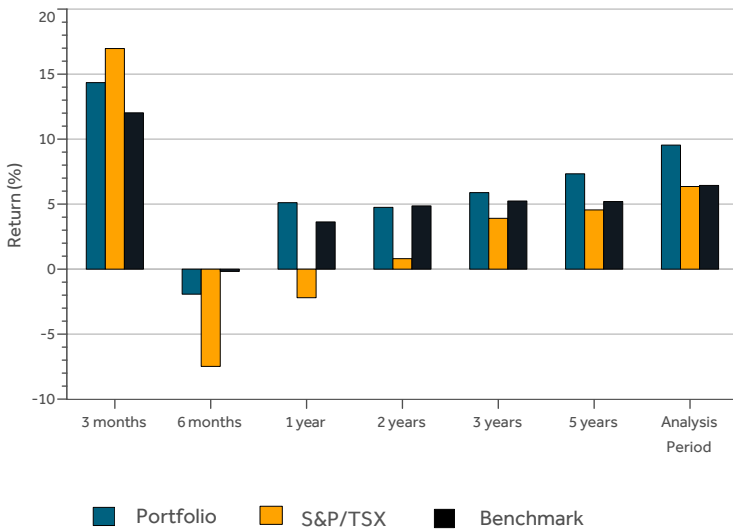
**Periodic Returns**

January, 2012 - June, 2020

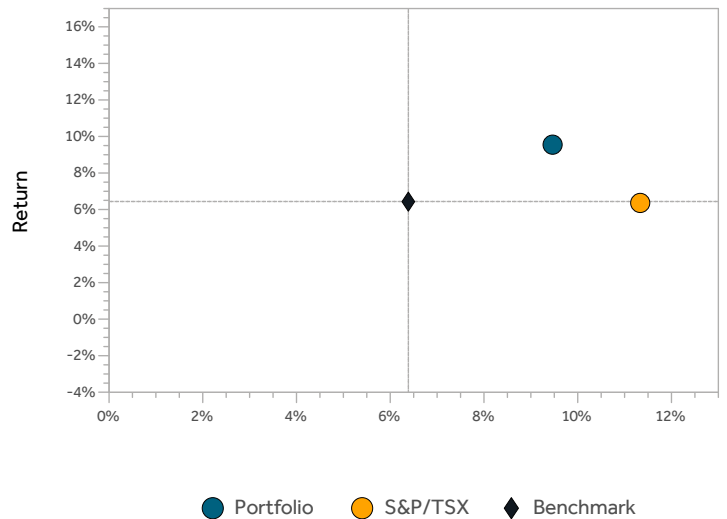
		Jan	Feb	Mar	Q1	Apr	May	Jun	Q2	Jul	Aug	Sep	Q3	Oct	Nov	Dec	Q4	Year
Portfolio	2020	4.47	-5.04	-13.54	-14.23	8.86	3.60	1.39	14.35	-	-	-	-	-	-	-	-	-1.92
	2019	5.22	2.33	1.77	9.58	4.06	-5.05	2.91	1.68	1.47	-0.26	0.62	1.83	0.66	3.64	0.88	5.24	19.41
	2018	1.13	-0.12	-1.89	-0.90	1.17	1.69	0.25	3.14	1.72	2.06	-0.59	3.20	-5.40	1.41	-5.36	-9.21	-4.23
	2017	0.31	3.14	0.26	3.73	0.73	-0.84	-0.46	-0.58	-0.74	0.70	2.02	1.97	3.22	0.60	-0.03	3.81	9.17
	2016	-3.60	-1.05	3.86	-0.93	0.97	2.83	-0.54	3.27	3.85	1.00	0.39	5.30	0.22	2.97	2.05	5.31	13.45
	2015	1.07	4.33	-0.10	5.34	-1.28	2.90	-0.85	0.72	4.02	-4.89	-1.62	-2.67	4.31	1.45	-0.44	5.36	8.80
	2014	1.93	2.68	0.95	5.66	0.70	-0.17	1.87	2.41	-0.27	2.26	-1.78	0.17	-1.38	0.78	-1.63	-2.23	5.97
	2013	2.85	1.19	0.84	4.95	0.51	3.97	-1.21	3.24	3.00	-0.14	1.37	4.26	3.79	3.25	1.96	9.26	23.43
	2012	3.42	1.88	-0.07	5.29	-0.79	-2.33	1.04	-2.09	1.52	0.94	1.93	4.45	0.39	-0.13	1.69	1.95	9.78
Benchmark	2020	2.13	-2.87	-10.17	-10.89	7.61	1.85	2.21	12.02	-	-	-	-	-	-	-	-	-0.18
	2019	4.68	1.73	1.64	8.24	1.87	-1.17	1.85	2.54	0.56	0.66	0.57	1.80	-0.21	2.19	0.00	1.98	15.22
	2018	-0.31	-1.14	-0.03	-1.48	0.46	1.85	1.08	3.42	0.51	0.41	-0.74	0.18	-3.30	1.08	-2.36	-4.56	-2.58
	2017	0.40	1.13	0.83	2.38	1.17	-0.27	-1.04	-0.15	-0.82	0.85	0.86	0.88	2.42	0.52	0.17	3.13	6.35
	2016	-0.83	-0.25	3.09	1.98	1.42	1.33	0.61	3.40	2.35	0.37	0.67	3.42	0.11	0.69	0.79	1.60	10.79
	2015	2.40	2.06	-0.82	3.65	0.15	0.04	-1.49	-1.30	0.97	-2.60	-1.59	-3.22	2.00	-0.40	-0.73	0.85	-0.15
	2014	1.52	2.16	0.61	4.35	1.19	0.55	1.77	3.55	0.87	1.36	-1.47	0.74	-0.34	1.39	0.11	1.16	10.10
	2013	1.34	1.48	0.46	3.31	-0.27	0.77	-2.34	-1.85	1.76	0.50	0.89	3.18	2.80	0.69	0.93	4.47	9.30
	2012	2.49	1.10	-0.18	3.43	-0.39	-1.87	0.74	-1.53	0.71	1.27	2.03	4.06	0.36	-0.15	0.89	1.10	7.15

**Risk**

Manager vs Benchmark: Return



Return vs. Standard Deviation (Risk)



Blended Benchmark: 5% FTSETMX91 10% SP500 45% FTSETMXCB 40% TSXCo

Return Data Source: Returns representative gross, composite WRAP returns in C\$ provided by Canaccord. The information herein has been obtained from sources that Canaccord Genuity Wealth Management believe to be reliable. However, Canaccord Genuity Wealth Management does not guarantee its accuracy or completeness and is not responsible for any errors or omissions. Reported returns and analytics are gross of fees but net of transactions costs, and are annualized for periods of longer than 12 months, unless otherwise stated. Past performance is not necessarily indicative of future results. Canaccord Genuity Wealth Management is a division of Canaccord Genuity Corp., Member of the Canadian Investor Protection Fund.