

To: ONE Joint Investment Board
From: Keith Taylor, Chief Investment Officer, ONE Investment
Date: November 29, 2023
Re: Investment Manager Presentation – Guardian Capital
Report: ONE JIB 2023-O68

1. RECOMMENDATIONS

It is recommended that the Board:

1. Receive the report.

2. SUMMARY

Guardian Capital (Guardian) manages the ONE Canadian Equity Fund. The strategy is a Growth-at-a-Reasonable Price (GARP) style that seeks companies with above average growth and quality characteristics. This Fund provides exposure to Canadian equities using a fundamental analysis to select securities for the Fund. Guardian will make a presentation to ONE JIB describing the basic features of the Fund and providing details on current positioning, performance, and outlook.

3. BACKGROUND

Guardian has worked with ONE Investment since 2007 to offer Canadian equities to Ontario municipalities

Guardian has partnered with ONE Investment to provide Ontario municipalities with the ability to invest in Canadian equities under the Legal List since 2007. The ONE Canadian Equity Fund, which is structured specifically to be available to Participating Municipalities of ONE JIB, has a nearly identical investment mandate as the portfolio offered under the Legal List.

Guardian is an active manager that manages the Fund with a well-defined investment style

Guardian is an active investment manager that uses a fundamental approach to selecting equities to include in the Fund. Guardian typically seeks to include companies in the Fund that have long-term growth potential, high and stable level of cashflows, robust profitability, and strong management that is shareholder friendly. The mandate is intended to give exposure to the Canadian equity markets in a way that reduces some of the market volatility. This typically means the Fund will be positioned with light exposure to the materials and energy sectors, which can be more cyclical in nature and where investment outcomes are often more about commodity

prices than the acumen of management. Guardian also integrates Environmental, Social, and Governance considerations into its investment process.

Guardian's presentation will summarize the **key aspects of the mandate and characterize recent performance**

Guardian will make a presentation to ONE JIB to explain the investment mandate and to discuss recent performance. Typically, ONE's external managers present to ONE JIB on an annual basis to provide an update and to provide an opportunity for ONE JIB members to ask about holdings, strategy or performance of the mandates.

4. CONCLUSION

ONE Investment has had a long relationship with Guardian Capital to offer a Canadian Equity portfolio to Ontario municipalities, initially under the Legal List and now also under the Prudent Investment Offering. Guardian's presentation to the ONE JIB is an opportunity to learn more about the Fund's mandate and more recent performance and positioning.

Drafted by: Keith Taylor, Chief Investment Officer

Approved for submission by: Judy Dezell and Donna Herridge - Co-Presidents/CEO