

Setanta EAFE Equity Fund (CAD)

Q2 2019

Fund Description

The **EAFE Equity Fund** (‘the Fund’) is managed by Setanta Asset Management Limited (‘Setanta’) and is a representative account of the EAFE Equity strategy.

The Fund is an actively managed equity portfolio which holds c.30-35 stocks in the European, Australasian and Far East regions. The portfolio is managed in accordance with the Setanta investment philosophy. The Fund is managed by three portfolio managers, who also look to leverage off the experience and knowledge of their colleagues. The aim is to achieve a sensible level of diversification on a sector and geographic basis. The Fund can hold up to 10% cash where investments of sufficient quality cannot be found.

The investment objective of the Fund is to outperform the MSCI EAFE benchmark over the long term.

Fund Commentary

Squaring the Circle

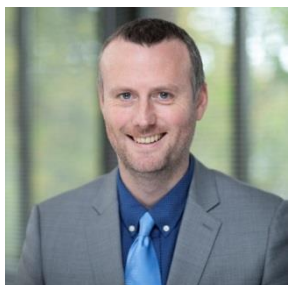
How can an asset manager ‘labelled’ as a value manager outperform consistently over the past 10 years at a time when growth stocks have trounced value stocks?

Simple Answer: Stock Picking

(Fund Commentary continued on Page 3)

Portfolio Managers

Rowan Smith; Fergal Sarsfield, CFA & Conor Walshe



Our Investment Principles

We do not believe markets are efficient

We invest below our estimate of intrinsic value

We invest in businesses rather than buying stocks

Preservation of our clients’ capital is key

Investing is a marathon, not a sprint

We are not afraid to swim against the tide

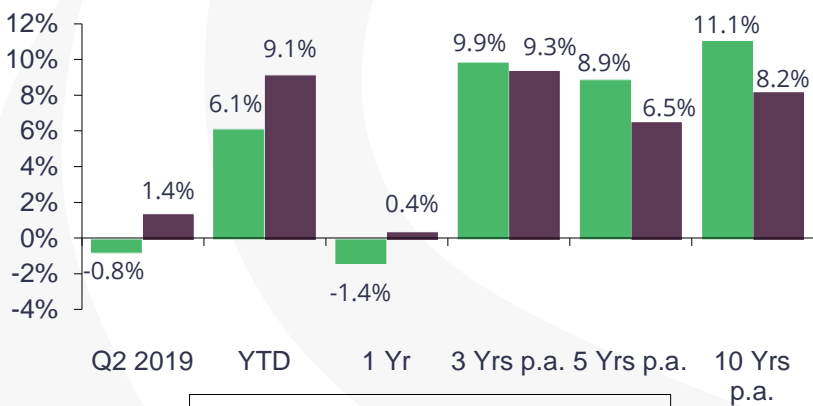
We consider scenarios rather than making forecasts

Businesses we own must have strong balance sheets

We make mistakes and always endeavour to learn from them

We will act with integrity in everything we do

Fund Performance – 30.06.19



Yearly Performance

Year %	2014	2015	2016	2017	2018
Fund	4.5	25.2	7.0	16.7	-2.7
Benchmark	3.7	19.0	-2.5	16.8	-6.0

Performance Source: GWL Unit Prices. Based on CLA EAFE Equity (SF035). Returns are in CAD and are gross of management fees. Benchmark is MSCI EAFE. The performance will be reduced by the impact of management fees paid, the amount of which varies.

Holdings Source: Setanta. Sector allocations based on invested portfolio only (excludes cash). **Fund Statistics Source:** Bloomberg

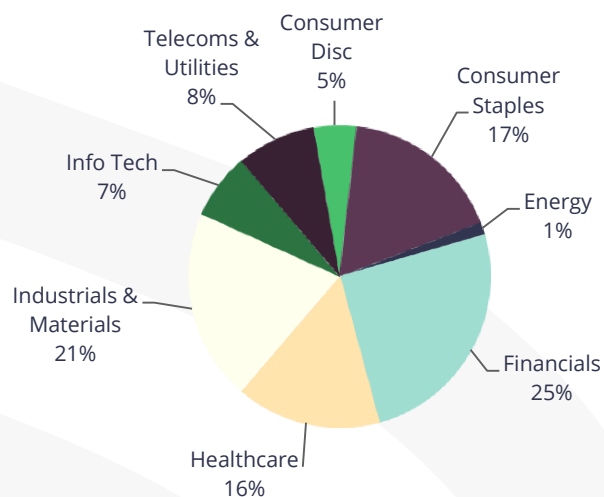
Top 10 Holdings

COMPANY	SECTOR	% OF FUND
DCC	INDUSTRIALS & MATERIALS	5.7%
GPE BRUXELLES LAMBERT	FINANCIALS	5.3%
UNILEVER NV	CONSUMER STAPLES	4.1%
ALFRESA HOLDINGS	HEALTHCARE	4.0%
MELROSE INDUSTRIES	INDUSTRIALS & MATERIALS	3.8%
LANCASHIRE HOLDINGS	FINANCIALS	3.8%
COCA-COLA AMATIL	CONSUMER STAPLES	3.7%
DIAGEO	CONSUMER STAPLES	3.6%
NOVARTIS AG	HEALTHCARE	3.4%
SANOI	HEALTHCARE	3.4%

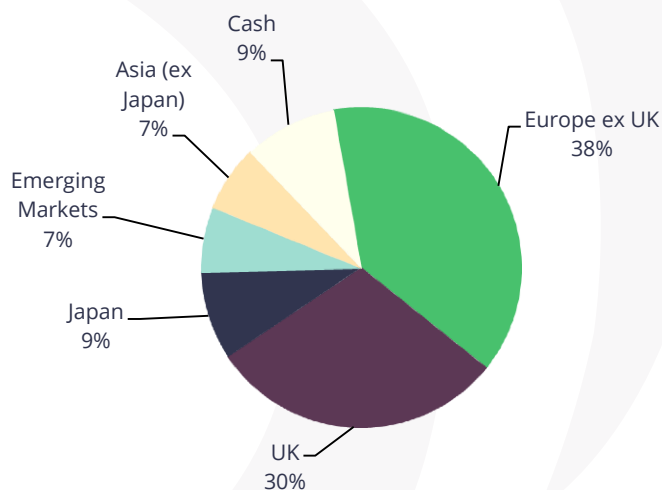
Fund Statistics

PRICE/BOOK	1.5
PRICE/EARNINGS RATIO (FY 1)	13.9
DIVIDEND YIELD %	3.4
AVERAGE MARKET CAP C\$BN	51.6
NO. OF HOLDINGS	35
DEBT/EQUITY %	61.6
ACTIVE SHARE %	89.7

Sector Distribution



Geographic Distribution



Commentary

But let me elaborate; firstly by informing you of what has happened over the past 10 years with respect to performance of the so called EAFE Value and Growth Indices and the Setanta EAFE Fund and secondly explaining why it has happened.

PERFORMANCE - 10 YEARS TO 30.06.19	ABSOLUTE	P.A.
Setanta EAFE Equity Fund (CAD\$)	185%	11.1%
MSCI EAFE Value Index (CAD\$)	106%	7.5%
MSCI EAFE Growth Index (CAD\$)	159%	10.0%

As you can see growth stocks have performed very strongly relative to their value brethren, outperforming by 2.5% p.a. over 10 years.

Perhaps this is somewhat unsurprising, over the past 10 years we've had unprecedented quantitative easing on a globally coordinated basis leading to a flood of effectively free money and of course this money needs to be invested somewhere, so in a pro-growth environment where else should one invest but in growth stocks?

The Fund has endured a difficult first half of the year, underperforming our MSCI EAFE benchmark by 3.0% but given the backdrop outlined above its perhaps somewhat surprising to see the Setanta EAFE Equity Fund with its so called value label outperforming both Value and Growth indices over the longer term and returning 11.1%p.a.

So how can this be the case?

Firstly let me say that I believe every investor is at the most basic level a value investor. Every investor invests to create value, it just so happens that different investors adapt different methods of creating value.

In Setanta our primary belief is that investing for the long term (5 years or more) in above average (higher quality) companies at below average (lower relative valuation) prices gives us the best possible opportunity to create value. In short we believe stock picking gives us our edge and good stock picking is done through a combination of rigorous qualitative and quantitative analysis.

It's very important to recognise the link between quality and value and the absence of this linkage when looking at Value or Growth indices.

Commentary

The following are the variables used by MSCI when constructing their MSCI EAFE Value and MSCI EAFE Growth indices.

Value Investment style characteristics	Growth Investment style characteristics
<ul style="list-style-type: none">> Book value to price ratio> 12 month forward earnings to price ratio> Dividend Yield	<ul style="list-style-type: none">> Long term forward earnings per share growth rate> Short term forward EPS growth rate> Current internal growth rate> Long term historical EPS growth trend> Long term historical sales per share growth trend

Unsurprisingly, all of the variables used by MSCI to decide if a particular company belongs to a Value or Growth index are quantitative by nature. Absent is any consideration given to qualitative variables but yet these are the exact variables which we in Setanta place so much emphasis on and it's the combination of these qualitative variables with industry wide quantitative variables which are significant contributors to our strong relative performance.

So don't always judge a book by its cover. Evaluate a fund in the same way as we evaluate our companies, with a deep dive of both the qualitative and quantitative aspects of the Fund. Look at the people managing the fund, their tenure, consistency of process and whether they've stuck to their core principles through both good and bad times.

Transactions during Q2 2019

During the second quarter the Fund inherited a modest position in Alcon Inc. via a full spin off from Novartis AG. Alcon's was a subsidiary of Novartis, in which the Fund is invested. Alcon had been acquired by Novartis in 2011 but it had not been able to get the best out of the business and, wisely in our view, its management decided to spin Alcon off and allow it operate on a fully independent basis. We have followed Alcon for many years both before and subsequent to the acquisition by Novartis. Ahead of the spin we undertook extensive research on the company to reappraise its strategic positioning. Alcon operates two somewhat distinct global businesses. One produces and sells a wide range of contact lenses. The other produces and sells a range of surgical equipment and consumables used by practitioners to treat conditions such as cataract, refractive eye surgery and glaucoma. We believe the company's end markets should continue to grow, driven by rising incomes and developing healthcare infrastructure in emerging markets and ageing and lifestyle changes in developed markets. We also believe that the company's competitive positioning is strong as a result of a number of factors including manufacturing scale and expertise, strong relationships with professional users and an r&d budget vastly larger than virtually all of its competitors. Valuation has restricted us from increasing the position size. So for the moment we have retained a modest position but we will keep this under review.

Fergal Sarsfield – Portfolio Manager



Contact Details:

Suite S8-02,
Eight Floor,
190 Simcoe Street,
Toronto,
Ontario,
M5T 2W5.

Rocco Vessio, (T) 416-552-5061 , (M) 647-823-4813

E-mail: rocco.vessio@setanta-asset.com

www.setanta-asset.com

IMPORTANT INFORMATION

The EAFE Equity Fund is managed by Setanta Asset Management Limited and is a representative account of the EAFE Equity strategy. The Fund is available on a separate account basis to institutional investors. Investors should consider the investment objectives, risks, charges and expenses carefully before investing. See 'WARNING' and IMPORTANT INFORMATION' sections below. Setanta Asset Management Limited is regulated by the Central Bank of Ireland, New Wapping Street, North Wall Quay, Dublin 1, Ireland and has been granted the International Adviser exemption from registration in Manitoba, Ontario, Quebec, British Columbia and Alberta. This exemption enables it to provide advisory services to clients in these provinces in accordance with the applicable securities legislation of Manitoba, Ontario, Quebec, British Columbia and Alberta. Setanta, who is an investment sub-advisor to a number of Great-West Life Group companies, does not trade on its own account. Units in the Canadian segregated and mutual funds are not offered for sale by Setanta but may be acquired by prospective investors via the relevant Great-West Life Group company. This factsheet, which is for information purposes only, does not form part of any contract. This is a marketing communication that (a) has not been prepared in accordance with legal requirements designed to promote the independence of investment research, and (b) is not subject to any prohibition on dealing ahead of the dissemination investment research. The information contained in this document is based on current legislation and is, therefore subject to change. The contents are intended as a guideline only and should not be construed as an interpretation of the law. You should always seek the advice of an appropriately qualified professional. Performance disclosures are stated above. Setanta Asset Management Limited is registered as an Investment Adviser with the Securities and Exchange Commission (the "SEC") - CRD# 281781 / SEC# 801-107083.

The MSCI information may only be used for your internal use, may not be reproduced or re-disseminated in any form and may not be used as a basis for or a component of any financial instruments or products or indices. None of the MSCI information is intended to constitute investment advice or a recommendation to make (or refrain from making) any kind of investment decision and may not be relied on as such. Historical data and analysis should not be taken as an indication or guarantee of any future performance analysis, forecast or prediction. The MSCI information is provided on an "as is" basis and the user of this information assumes the entire risk of any use made of this information. MSCI, each of its affiliates and each other person involved in or related to compiling, computing or creating any MSCI information (collectively, the "MSCI Parties") expressly disclaims all warranties (including, without limitation, any warranties of originality, accuracy, completeness, timeliness, non-infringement, merchantability and fitness for a particular purpose) with respect to this information. Without limiting any of the foregoing, in no event shall any MSCI Party have any liability for any direct, indirect, special, incidental, punitive, consequential (including, without limitation, lost profits) or any other damages

WARNING: Past performance is not a reliable indicator of future results. The price of units and the income from them may go down as well as up and investors may not get back the amount invested. The return may increase or decrease as a result of currency fluctuations. Forecasts are not a reliable indicator of future performance