







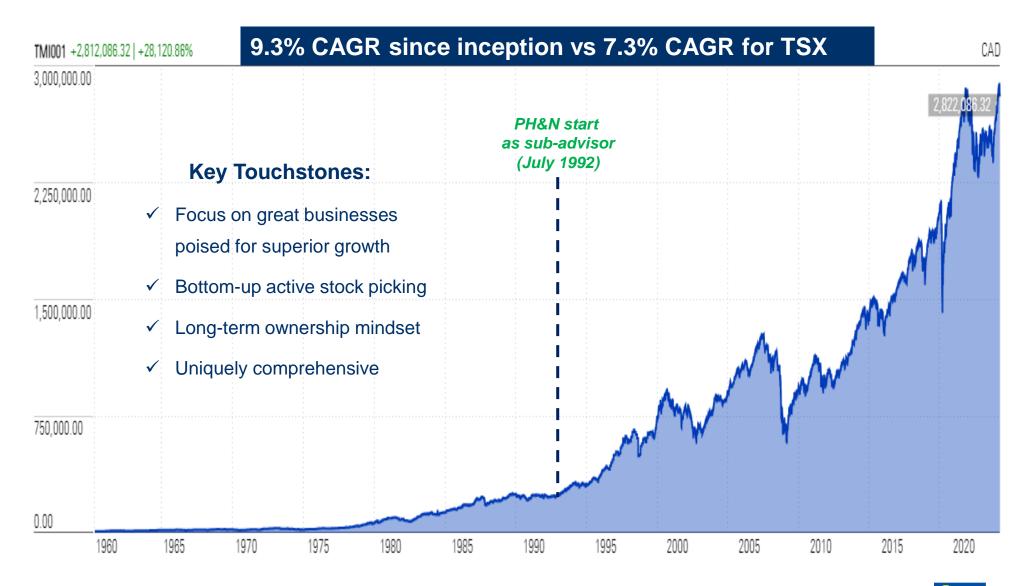






# Tradex Equity Fund Cumulative Return Since Inception

A long-term record of compounding capital...



Source: Morningstar

# Performance Update



# Performance Against Peers

Recovering from challenging 2022/2023 impacting 3-year.

	3 Мо	1 Year	3 Years	5 Years	10 Years
As of March 31, 2024	(%)	(%)	(%)	(%)	(%)
Tradex Equity Fund Ltd.	8.0	14.5	6.0	9.0	8.0
Peer Group Average	8.0	14.0	9.1	<u>10.0</u>	<u>7.7</u>
Performance vs. Peer Group	+0.0	+0.5	-3.1	-1.0	+0.3

Source: Fundata As of March 31, 2024

Morningstar Quartile Ranking	2	3	4	3	2	
Number of Funds in Category	521	518	503	487	339	



# Tradex calendar year returns and rankings

## Turning the corner on peer rankings

	YTD*	2023	2022	2021	2020	2019	2018	2017
	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)
Tradex Equity Fund Ltd.	8.0	9.5	-14.1	22.7	12.9	23.0	-6.3	13.6
Peer Group Average	8.0	<u>13.5</u>	<u>-9.1</u>	<u>23.4</u>	<u>7.3</u>	<u>18.6</u>	<u>-8.5</u>	<u>8.5</u>
Performance vs. Peer Group	+0.0	-4.0	-5.0	-0.7	+5.6	+4.4	+2.2	+5.1

Morningstar Quartile Ranking	2	3	4	3	1	1	2	1
------------------------------	---	---	---	---	---	---	---	---





# Recent performance challenges

Headwinds reversing. Making progress on self-inflicted mistakes.

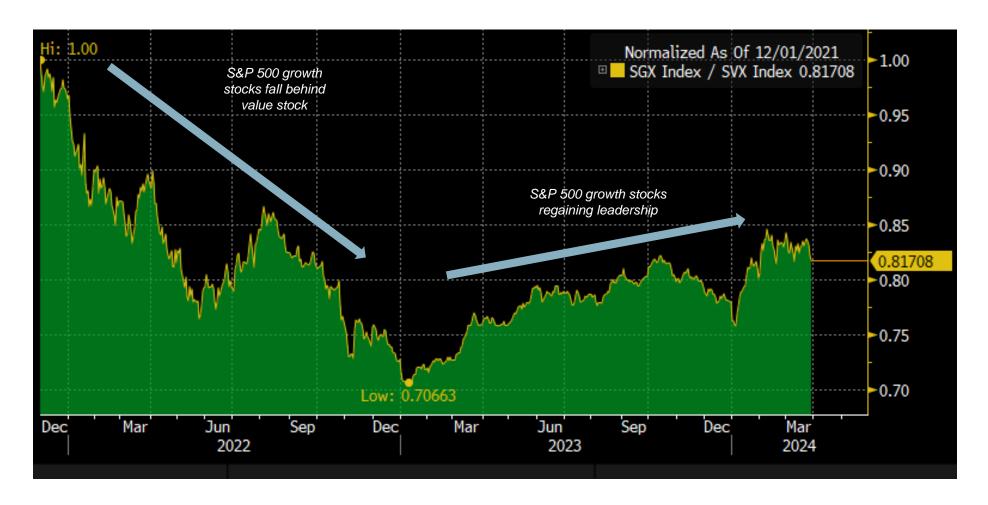
Causes	Conclusions	Status Improvement
Growth Style	Growth style underperformed in 2022-23. Now rebounding	<b>✓</b>
Investment mistakes	Yes, adjusted positioning and made incremental execution improvements	<b>✓</b>
Highly concentrated index performance	Our approach lends itself to breadth for broad-based bottom-up stock picking. Market breadth is improving. Dispersion has increased.	



## Headwind for growth style started to reverse in 2023

Growth underperformed Value by ~30% early in rate hikes. Recovering now.

## Relative performance of S&P 500 Growth vs. S&P 500 Value

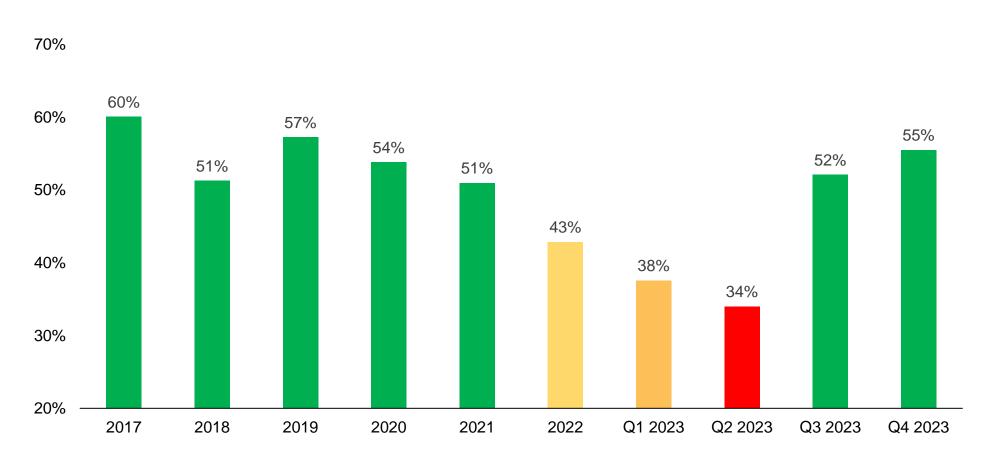




# Tradex global stock picking

Getting back on track after '22-23 setback. Learnings & adjustments made

## **Proportion of Global Equity Capital Outperforming (PCO)**



Source: RBC GAM.

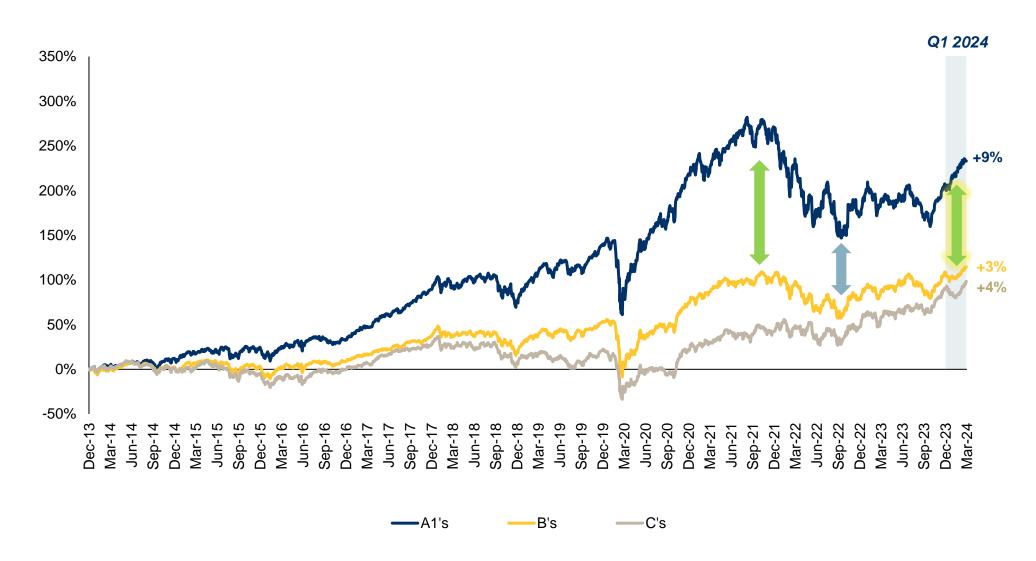
80%

Relative performance is gross of fees and compared against the MSCI World Net Index (CAD). Past returns are not indicative of future results.



## Similarly, our 'A1' rated stocks are reasserting themselves

'A1' rated stocks reflect our picks for leading global companies with reasonable valuations



Source: RBC Global Equity Team.

Data from January 2014 to March 2024. Industry experts on the Team are responsible for assigning ratings to companies under their coverage based on the strength of each company's Competitive Dynamics (assessed based on the company's business model, end market growth, opportunity to grow market share, and management team and ESG performance)



# Dispersion and market breadth are improving

At the margin, breadth is improving...even among the Magnificent 7+





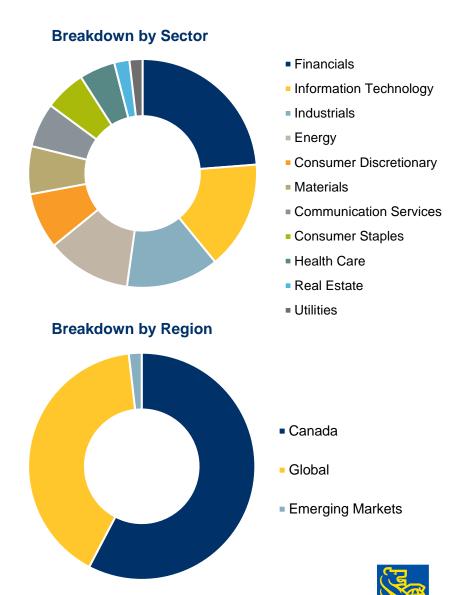
# Positioning



# Blend of leading Canadian/Global companies

## Most are businesses we would want to own 100%...if we could

Top 15 Holdings: Mar 31/23	Weight (%)	Country	Sector
Royal Bank of Canada	3.7	Canada	Financials
Microsoft Corp	2.6	USA	Info Tech
Toronto Dominion Bank	2.6	Canada	Financials
Canadian Natural Resources	2.5	Canada	Energy
Shopify	2.5	Canada	Info Tech
Bank of Montreal	2.0	Canada	Financials
Amazon	2.0	USA	Consumer Disc
Canadian Pacific KC Rail	2.0	Canada	Industrials
NVIDIA	1.8	USA	Info Tech
Brookfield	1.8	Canada	Financials
CN Rail	1.8	Canada	Industrials
UnitedHealth Group	1.8	USA	Health Care
Enbridge	1.7	Canada	Energy
Fortive	1.7	USA	Industrials
Alphabet	1.6	USA	Communications
Alphabet	1.0	USA	Communications



Source: RBC GAM; Light Blue: Canadian holdings; Yellow: Global holdings

# **Bottom-Up Stock Picking**

## Leaning into competitive strength, stability

## **Getting more constructive on soft landing**

Rate Shock
Being absorbed

Inflation...less threatening

**Geopolitical challenge**...not over

Earnings recovery Possible again!

## Favour companies with durable edge, moats, fundamental momentum & growth

Financials: Payments, asset managers, banks: Visa, JPM, RBC, TD, BMO, Brookfield, Blackstone

Info Tech: Multiple growth levers/moats: Shopify, MSFT, Salesforce, NVDA, Intuit

Industrials: Less cyclical with pricing power: CN & CSX Rail, Thomson, Waste Connections, Deere

Energy: Large, low-cost & leaders in ESG: CNQ, SU, IMO, Equinor

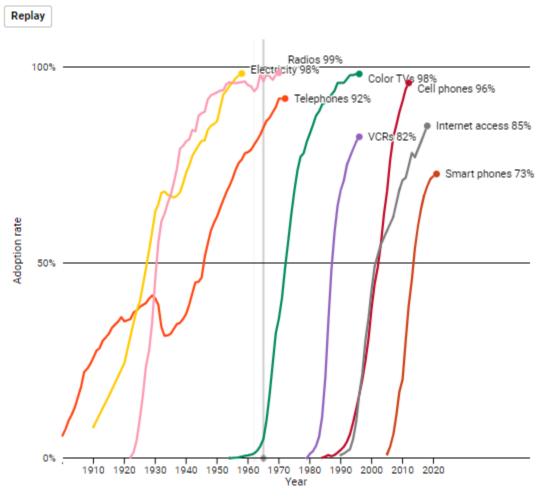
Consumer: Durable share gains & pricing power: Autozone, Amazon, Dollarama, Couche-Tard



## AI & digital transformation

A disruptive secular growth driver. History shows adoption is usually more pervasive

## U.S. technology adoption, 1900-2021



Source: BlackRock Investment Institute, with data from Federal Communications Commission, U.S. Census Bureau, World Bank and Statista, 2021. Note: Adoption rates are based on household ownership except for cell phone and smart phones which are ownership per capita.



# Key positions that enable or leverage Al

## Diversified across the AI technology stack

Our positions across
Al Technology Stack



## **Nvidia**

#### Thesis:

- Enabling accelerated computing with shift from CPUs to GPUs
- Generative AI growth potential underappreciated
- Remain dominant market leader (+90% market share) with wide moat

**Holding Period:** 5 years (purchased March 2019)

Largest holding period drawdown: -66% (Nov 2021 – Oct 2022)

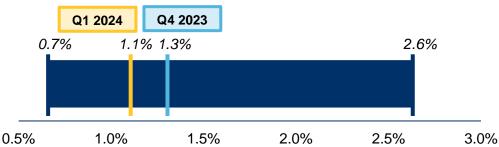
Fundamental improvements (2019 vs 2023):

Revenue: \$11.7B vs \$60.9B

Operating margin: 38% vs 61%

Free cash flow: \$3.1B vs \$26.9B

5-year relative weight range and recent positioning:







## Global picks focus on juggernauts in attractive industries



Market share opportunity ✓

End-market growth

Management & ESG















## **Information Technology**









#### **Communications**









## Salesforce & Netflix: Additions

## Added prior to underappreciated strategic turn & financial upturn

**Initiated position: April 2023** 



**Initiated position: May 2023** 



Catalyst

**Thesis:** Company would focus on delivering organic growth, capital allocation, margins, which would lead to increased FCF.

**Thesis:** Password sharing and ad-tier strategy, paired with cost discipline, would lead to accelerating revenue and FCF growth.

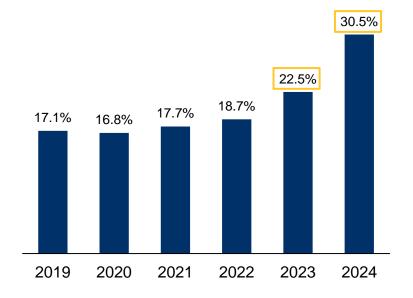
## Business model

Market share opportunity

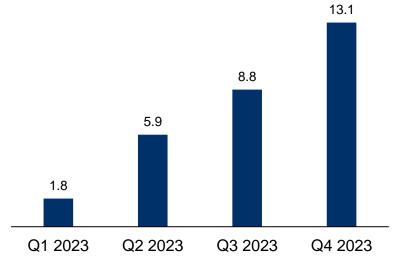
End-market growth

Management & ESG

## **Operating margin expansion (%)**



## **Subscriber growth (millions)**



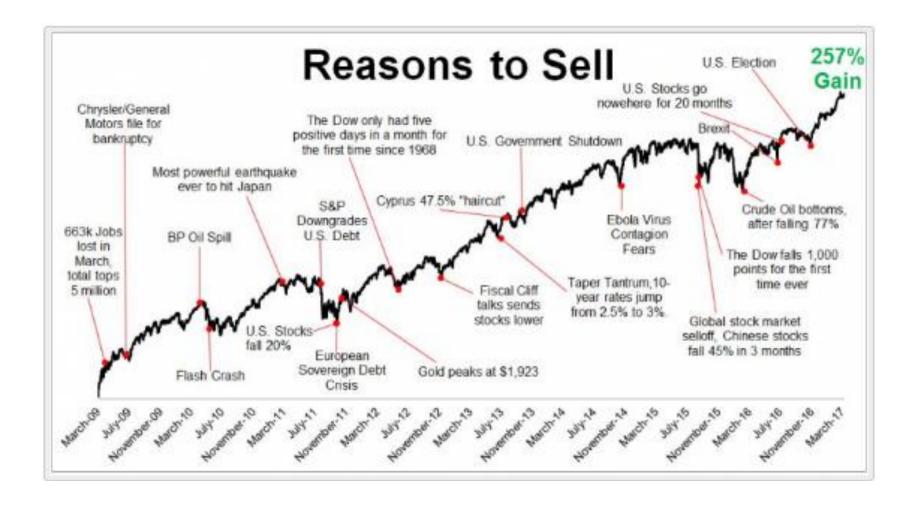


# Market Outlook



# There's almost always a wall of worry & reason to sell

Ignoring most of the noise. Sticking to your long-term plan works





# U.S. headline P/Es are demanding...but it's not 2000

Not bubble valuations. Highly prized companies enjoy moats, surging earnings & FCF

S&P 500 Top 12 Companies						
TMT Bubble (March 27, 2000)						
Name	% of SPX	Fwd P/E				
Cisco Systems, Inc.	4.2%	131.3x				
Microsoft Corporation	4.2%	55.5x				
General Electric Company	4.0%	41.2x				
Intel Corporation	3.7%	47.0x				
Exxon Mobil Corporation	2.0%	21.4x				
Oracle Corporation	1.9%	116.9x				
Walmart Inc.	1.9%	37.3x				
International Business Machines Corporation	1.8%	28.3x				
Lucent Technologies Inc.	1.6%	42.6x				
Nortel Networks Corporation	1.6%	103.5x				
Citigroup Inc.	1.6%	18.0x				
AT&T Corp.	1.5%	26.0x				
Top 12 Stocks Median		41.9x				
S&P 500		23.8x				
S&P 500 Median		14.7x				

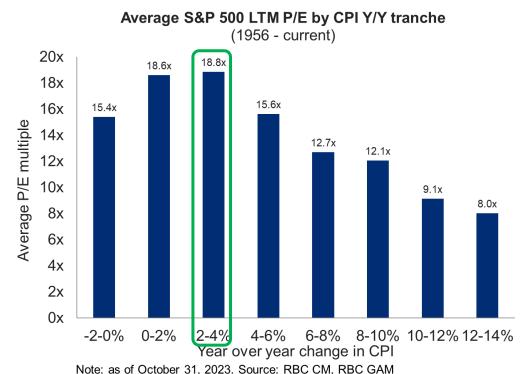
S&P 500 Top 12 Companies						
Current (March 7, 2024)						
Name	% of SPX	Fwd P/E				
Microsoft Corporation	7.0%	31.1x				
Apple Inc.	5.8%	24.6x				
NVIDIA Corporation	5.1%	34.9x				
Amazon.com, Inc.	3.7%	39.5x				
Alphabet Inc. Class A	3.4%	18.6x				
Meta Platforms Inc Class A	2.6%	24.0x				
Berkshire Hathaway Inc. Class B	1.7%	21.6x				
Eli Lilly and Company	1.5%	55.9x				
Broadcom Inc.	1.4%	26.7x				
JPMorgan Chase & Co.	1.3%	11.9x				
Tesla, Inc.	1.1%	53.0x				
Visa Inc. Class A	1.0%	26.6x				
Top 12 Stocks Median		26.7x				
S&P 500		20.4x				
S&P 500 Median		18.3x				

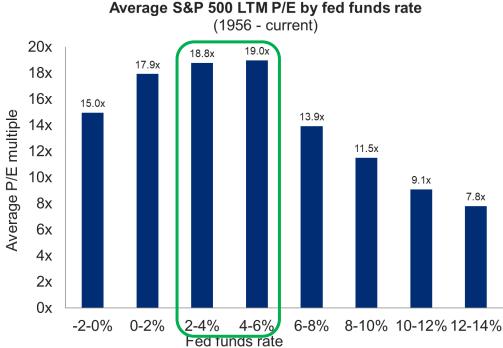




## What about the constructive case for equities?

## Falling inflation is good for real returns for stocks



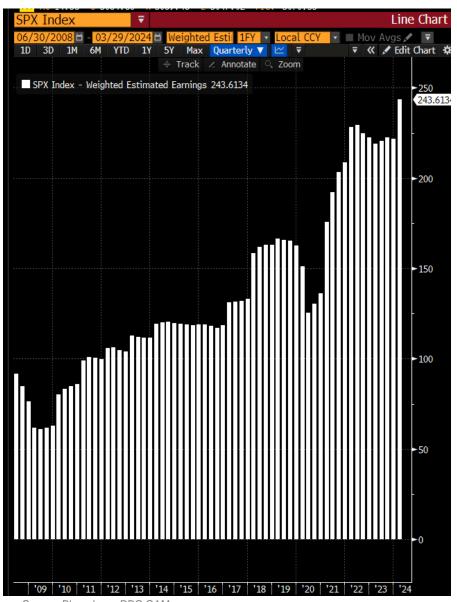


Note: as of October 31, 2023. Source: RBC CM, RBC GAM



# Earnings matter most to progress!

U.S. earnings have proven resilient again...and growing again







# Why Own the Tradex Equity Fund?

## Unique blend of the best of Canda & world in a single solution

- ✓ Comprehensive blend of leading companies in Canada/globally, hedging, and access to IPOs & secondaries
- ✓ A low cost and fully liquid single solution
- ✓ The infusion of top global juggernauts provides critical diversification & growth enhancements
- ✓ AI & Digital Transformation Strong incorporation of companies that are leading providers/enablers, and companies that can best capitalize on it
- ✓ Bottom-up stock picking
- ✓ Ownership mindset focus on companies with superior long-term fundamentals
- ✓ We avoid industries/companies value traps cheap companies that just get cheaper…because they're facing an unrelenting decline



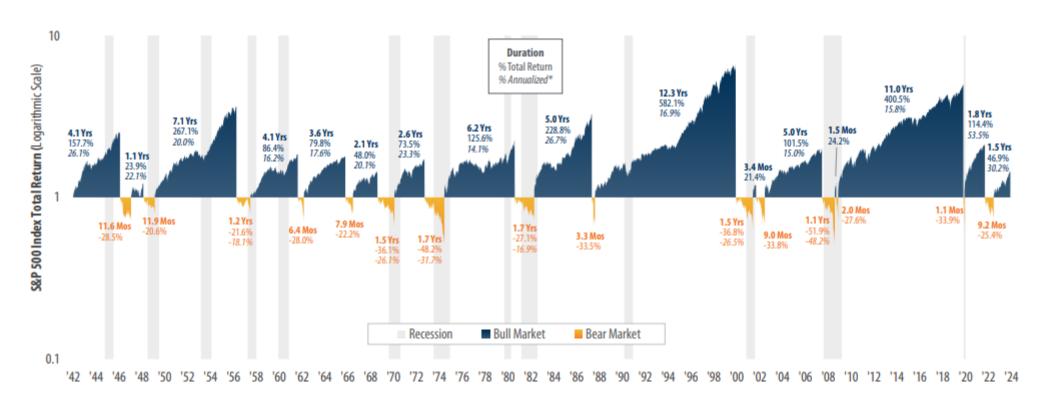
# **Appendix**



# Taking the Long-Term View Pays Off

Bears hurt, but they never prevail! Patience is always rewarded.

#### S&P 500 Bull/Bear Market Returns: 1942-2024



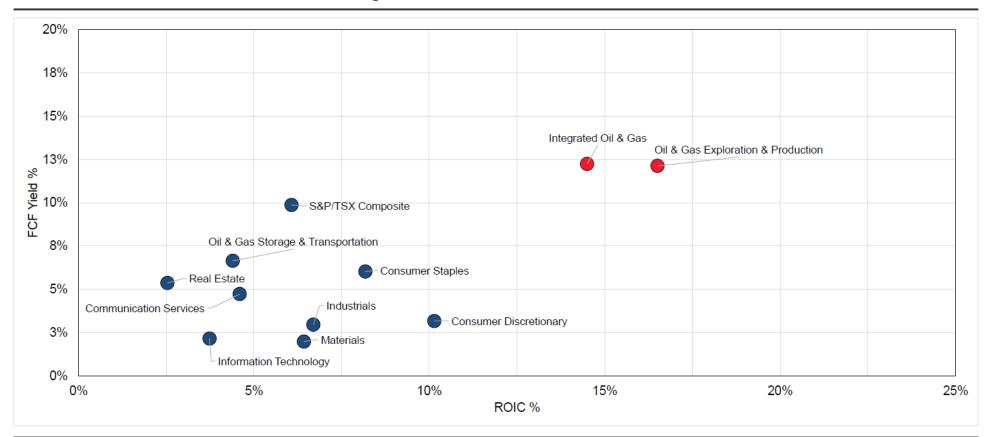
As of March 28, 2024. Reflects S&P 500 Index in USD. Source: First Trust, Bloomberg. An investment cannot be made directly into an index. The graph does not reflect transaction costs, investment management fees or taxes. If such costs and fees were reflected, returns would be lower. Past performance is not a guarantee of future results. Bull market starts from lowest close reached after market has fallen 20% of more. Bear market starts from when the index closes at least 20% down from its previous high.

As of March 28, 2024. Reflects S&P 500 Index in USD. Source: First Trust, Bloomberg. An investment cannot be made directly into an index. The graph does not reflect transaction costs, investment management fees or taxes. If such costs and fees were reflected, returns would be lower. Past performance is not a guarantee of future results. Bull market starts from lowest close reached after market has fallen 20% of more. Bear market starts from when the index closes at least 20% down from its previous high.



# TSX Energy enjoying strong fundamentals

Exhibit 9 - TSX Sector FCF Yield vs ROIC (1-Year Avg.)



Source: FactSet; Scotiabank GBM.

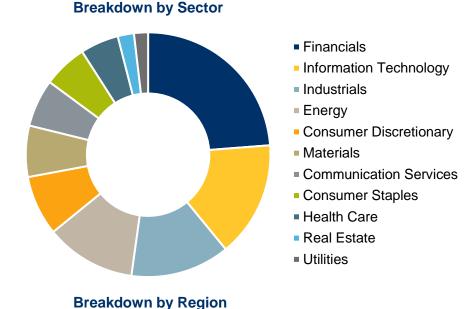


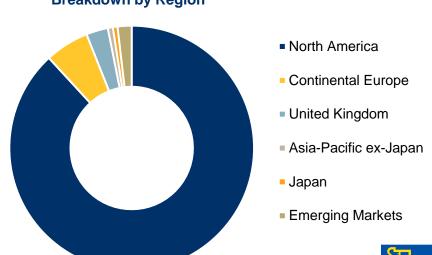
# Global Equity: Selective; Global Industry Leaders

## Concentrated exposure to compelling competitive dynamics

Sector	Fund* %
Information Technology	2.6
Consumer Discretionary	2.0
Information Technology	1.8
Health Care	1.8
Industrials	1.7
Communication Services	1.6
Financials	1.6
Consumer Discretionary	1.6
Consumer Staples	1.5
Industrials	1.5
	Information Technology Consumer Discretionary Information Technology Health Care Industrials Communication Services Financials Consumer Discretionary Consumer Staples

	# of Holdings	Dividend Yield
Tradex Equity Fund - Global	39	1.4%





Source: RBC GAM, March 31, 2024

\*Weighting based on Tradex's overall portfolio

The yield shown is calculated based the average dividend yield of the stocks held by the fund.

# Tradex Fund – Canadian positioning

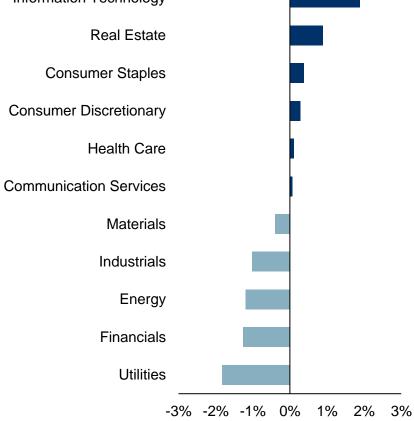
## As of March 31, 2024

Top 5 Active Weights	Sector	Active Weight (%)
Agnico Eagle Mines	Materials	0.8%
Canadian Natural Resources	Energy	0.7%
Thomson Reuters	Industrials	0.7%
Imperial Oil	Energy	0.7%
Teck Resources	Materials	0.6%

Bottom 5 Active Weights	Sector	Active Weight (%)
Barrick Gold	Materials	-1.3%
Fairfax Financial Holdings	Financials	-1.1%
Pembina Pipeline	Energy	-0.8%
Brookfield Asset Management	Financials	-0.6%
Bank of Nova Scotia	Financials	-0.5%

	# of Securities	Dividend Yield	Beta
Tradex Equity Fund – Canadian Equities	85	3.0%	1.0X
S&P/TSX Capped Composite Index	224	3.2%	1.0X

# Canadian Equity Sector Component Active Sector Weight vs S&P/TSX Capped Composite Index Information Technology





# Our history of responsible investment

## 2002

**RBC GAM founding** member of Canadian **Coalition for Good** Governance

Launch of PH&N Community Values Funds

#### 2013

**Established Corporate** Governance and Responsible **Investment** (CGRI) team

## 2015

**Published** Our Approach to Responsible Investment

**Became** signatory to UN **Principles of** Responsible Investment

#### 2017

Launched first annual global institutional investor RI survey

Introduction of RBC Vision Funds (bringing together RBC Jantzi and PH&N Community Values Funds) and launch of RBC Vision **Fossil Fuel Free Funds** 

RBC GAM joins 30% Club **Canadian Investor Group** 

#### 2019

First annual **ESG** integration mapping of our investment teams1

Introduced **RBC iShares ESG ETFs** 

#### 2021

Published first **TCFD**<sup>2</sup> Report (FY 2020)

Published our Net-Zero Ambition Statement

**RBC GAM joined Climate Engagement** Canada

Signed Canadian **Investor Statement** on Climate Change

#### 2023

**RBC GAM signs** Statement of Commitment to **FX Global Code** 

CGRI team and BlueBay ESG team merged, renamed Responsible Investment (RI) team

#### 2007

Launch of **RBC** Jantzi Funds. first major Canadian bank to offer ESG funds

#### 2014

Responsible Investment Association (Canada) welcomes **RBC GAM** as a sustaining member

#### 2016

Added requirement for minimum representation of women on **boards** in **RBC GAM Proxy Voting** Guidelines

#### 2018

Climate change section added to RBC **GAM Proxy** voting **Guidelines** and Our Approach to Responsible Investment

## 2020

Published Our Approach to Climate Change

**RBC GAM joined Climate Action** 100 +

Began portfolio climate scenario analysis

**RBC GAM signed Canadian Investor Statement on Diversity & Inclusion** 

#### 2022

PH&N Institutional<sup>3</sup> selected as one of the winners of the inaugural **Great Canadian ESG** Championship<sup>4</sup>



<sup>1</sup> Certain investment strategies or asset classes do not integrate ESG factors, including but not limited to money market, passive and certain third-party sub-advised strategies.

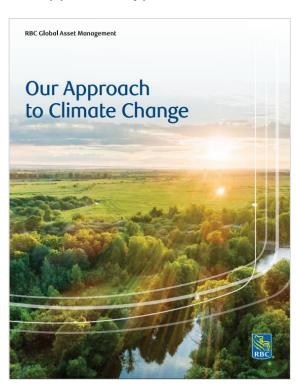
<sup>&</sup>lt;sup>2</sup> Task Force on Climate-related Financial Disclosures.

<sup>&</sup>lt;sup>3</sup> PH&N Institutional is the Canadian institutional business division of RBC GAM.

<sup>4</sup> https://www.esgchampionship.ca/winners/

# Our approach to climate change

- We launched Our Approach to Climate Change in 2020 and Our Net-Zero Ambition in 2021.
- RBC GAM recognizes the **importance of the global goal of achieving net-zero** emissions by 2050 or sooner, in order to mitigate climate-related risks.
- We consider material climate change issues in our ESG integration and active stewardship processes, for applicable types of investments.<sup>1</sup>









Active Stewardship
We convey our views on
climate change through
thoughtful proxy voting and
engagement with issuers, for
applicable types of
investments.<sup>2</sup>



# Client-driven solutions and reporting

We align our climate-based solutions with client demand and provide transparent and meaningful reporting on climate-related issues.

<sup>&</sup>lt;sup>1</sup> Certain investment strategies, asset classes, exposure or security types do not integrate ESG factors, including but not limited to money market, buy-and-maintain, passive, and certain third-party sub-advised strategies or certain currency or derivative instruments. Please read the applicable prospectus or offering memorandum, or speak to your advisor for further details. <sup>2</sup> In certain instances, including but not limited to those involving quantitative investment, buy-and-maintain, passive, and certain third-party sub-advised strategies, there is no direct engagement with issuers by RBC GAM.



## Our net-zero ambition

RBC GAM recognizes the importance of the global goal of achieving net-zero emissions by 2050 or sooner, in order to mitigate climate-related risks.

We also recognize the need to achieve a just and orderly transition to net-zero that promotes widely shared economic prosperity.







# Transparency & disclosure

- Measure and report on the carbon emissions and net-zero alignment of our assets under management
- Publish annual Climate Report aligned to Task force on Climaterelated Financial Disclosures (TCFD) since 2020
- Enhanced client reporting on ESG and climate change (in 2023)



# Addressing net-zero in our investments

- Integrate financially material climate risks and opportunities.
- Identify and track issuers' netzero alignment.
- Expect issuers to establish credible targets and action plans aligned to net zero, and disclose any material financial and strategic risks.
- Actively engage with issuers if they do not have a net-zero target and action plan.



# Addressing net-zero in our operations

- Reduce GHG emissions by 70% by 2025.<sup>1</sup>
- Increase the sourcing of electricity from renewable and non-emitting sources to 100% by 2025.
- Maintain carbon neutrality in global operations, with a decreasing reliance on offsets annually.<sup>2</sup>

Source: RBC GAM, As of January 2023.



<sup>&</sup>lt;sup>1</sup> The target is inclusive of RBC's global operations, scope 1, 2 and 3 (business travel) emissions, and uses a baseline of 2018.

<sup>&</sup>lt;sup>2</sup> RBC has been carbon neutral in its global operations since 2017 through purchasing certified offsets. RBC buys and retires offsets annually to cover all reported scope 1, 2 and 3 (business travel) emissions in that fiscal year.

## Disclaimer

This presentation is intended for institutional investors only.

This document has been provided by PH&N Institutional for information purposes only and may not be reproduced, distributed or published without the written consent of PH&N Institutional. It is not intended to provide professional advice and should not be relied upon in that regard. Any securities information provided in this presentation is confidential and for illustration purposes only to demonstrate the investment management process of the investment team(s), and is not a recommendation to buy or sell any specific security.

PH&N Institutional takes reasonable steps to provide up-to-date, accurate and reliable information, and believes the information to be so when printed. PH&N Institutional reserves the right at any time and without notice to change, amend or cease publication of the information.

Information obtained from third parties is believed to be reliable, but no representation or warranty, express or implied, is made by PH&N Institutional, its affiliates or any other person as to its accuracy, completeness or correctness. We assume no responsibility for any errors or omissions in such information.

This information is not intended to be an offer or solicitation to buy or sell securities or to participate in or subscribe for any service. No securities are being offered, except pursuant and subject to the respective offering documents and subscription materials, which shall be provided to qualified investors. This document is for general information only and is not, nor does it purport to be, a complete description of an investment in any RBC, PH&N or BlueBay funds. If there is an inconsistency between this document and the respective offering documents, the provisions of the respective offering documents shall prevail.

Commissions, trailing commissions, management fees and expenses all may be associated with the funds mentioned in this presentation. Please read the offering materials for a particular fund before investing. The performance data provided are historical returns, they are not intended to reflect future values of any of the funds or returns on investment in these funds mentioned in this presentation. Further, the performance data provided assumes reinvestment of distributions only and does not take into account sales, redemption, distribution or optional charges or income taxes payable by any unitholder that would have reduced returns. The unit values of non-money market funds change frequently. For money market funds, there can be no assurances that the fund will be able to maintain its net asset value per unit at a constant amount or that the full amount of your investment in the fund will be returned to you. Mutual fund securities are not guaranteed by the Canada Deposit Insurance Corporation or by any other government deposit insurer. Past performance may not be repeated.

The amount of risk associated with any particular investment depends largely on the investor's own circumstances. Investors should consult their professional advisors/consultants regarding the suitability of the investment solutions mentioned in this presentation.

This document may contain forward-looking statements about general economic factors which are not guarantees of future performance. Forward-looking statements involve inherent risk and uncertainties, so it is possible that predictions, forecasts, projections and other forward-looking statements will not be achieved. We caution you not to place undue reliance on these statements as a number of important factors could cause actual events or results to differ materially from those expressed or implied in any forward-looking statement. All opinions in forward-looking statements are subject to change without notice and are provided in good faith but without legal responsibility.

PH&N Institutional is the institutional business division of RBC Global Asset Management Inc. (RBC GAM Inc.). RBC GAM Inc. is the manager and principal portfolio adviser of the Phillips, Hager & North (PH&N) investment funds and RBC investment funds.

RBC GAM is the asset management division of Royal Bank of Canada (RBC) which includes RBC Global Asset Management Inc., RBC Global Asset Management (U.S.) Inc., RBC Global Asset Management (UK) Limited, RBC Global Asset Management (Asia) Limited and RBC Indigo Asset Management Inc., which are separate, but affiliated subsidiaries of RBC.

®/™ Trademark(s) of Royal Bank of Canada. Used under licence. © RBC Global Asset Management Inc., 2024.



## **VANCOUVER**

Waterfront Centre, 20<sup>th</sup> Floor 200 Burrard Street Vancouver, British Columbia V6C 3N5 Canada T 604-408-6000

## TORONTO

22<sup>nd</sup> Floor 155 Wellington St. West Toronto, Ontario M5V 3K7 Canada T 416-974-2710

## MONTRÉAL

9th Floor, North Wing 1 Place Ville Marie Montréal, Québec H3B 1Z5 Canada T 514-876-1256

