

Mandate Overview

Start Date	Sep 01, 2003
Asset Category	Dividend and Income Oriented
Benchmark	100% S&P/TSX
Risk Profile	100% Moderate Growth
Style	Value

Manager Profile

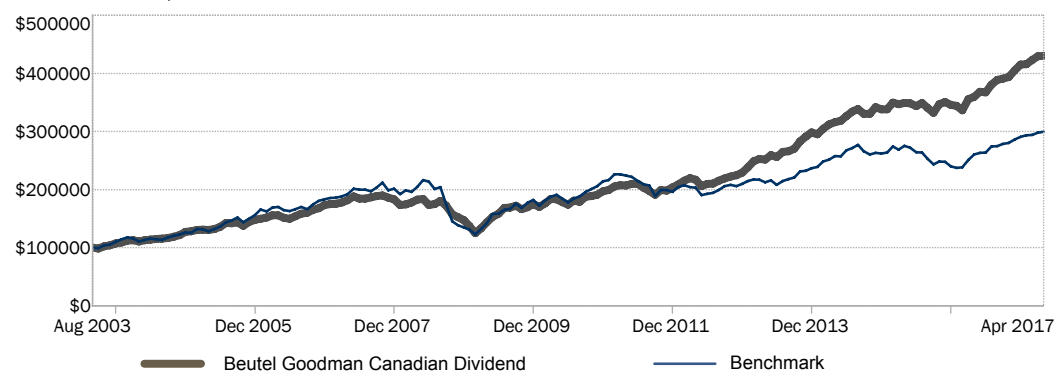
Key Team Members	Mark D. Thomson Industry Experience 1989
	Stephen J. Arpin Industry Experience 1993
Firm Location	Toronto
Ownership	Independently owned
Founded	1967

Strategy

The mandate seeks a balance between high dividend income and capital appreciation by investing primarily in a diversified portfolio of blue-chip Canadian common stocks and, to a lesser extent, in high-yielding preferred shares and interest-bearing securities. The mandate may also invest in foreign issues up to a 30% limit at cost. The mandate aims to achieve this through the application of a highly disciplined value investing approach emphasizing capital preservation, and a focus on absolute return and risk. In selecting holdings, we rely exclusively on our own research. Beutel Goodman's highly disciplined value investing approach results in a mandate that performs defensively in volatile markets, while aiming to capture a significant portion of the market's upside. In addition, the mandate aims to deliver a yield greater than that of its benchmark.

Historical Performance (Gross of Fees)

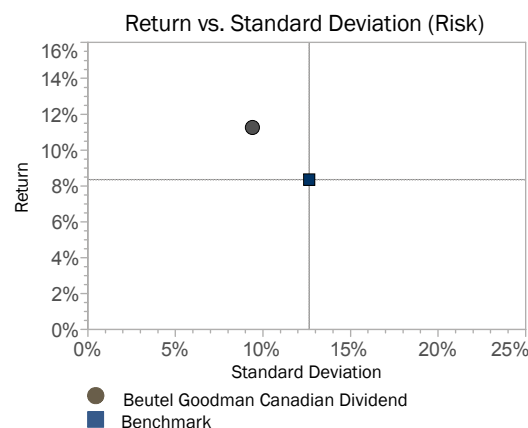
Growth of \$100,000



Returns	YTD	2016	2015	2014	2013	2012	2011	2010
Beutel Goodman Canadian Dividend	3.63%	20.11%	2.36%	13.25%	30.11%	12.60%	3.36%	12.61%
Benchmark	2.87%	21.09%	-8.32%	10.56%	12.99%	7.18%	-8.71%	17.61%

Risk/Return Characteristics*

	Beutel Goodman Canadian Dividend	Benchmark
1 yr. return	19.71%	14.92%
3 yr. return	10.86%	5.14%
5 yr. return	14.67%	8.07%
10 yr. return	8.99%	4.53%
Since Inception	11.27%	8.35%
Standard Deviation	9.41%	12.62%
Alpha	6.07%	-
Beta	0.59	-
Maximum Drawdown	-34.14%	-
Upside Capture	77.54%	-
Downside Capture	52.23%	-



*annualized period returns and since inception analytics

Top Holdings and Asset Class Breakdown

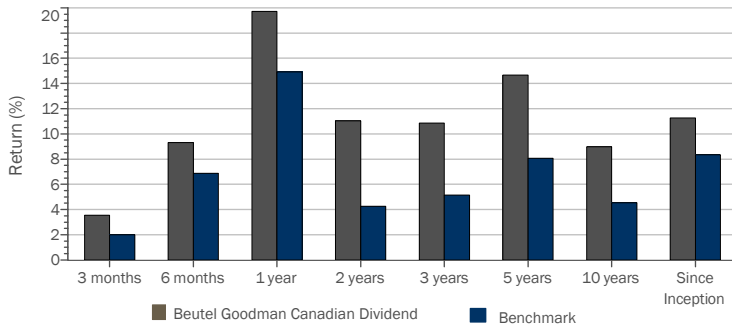
Top 10 Holdings	% Weight	Asset Class Breakdown	% Weight
Toronto Dominion Bank	9.19	Cdn Equity	71.8
Royal Bank of Canada	8.94	US Equity	17.0
Bank of Nova Scotia	7.73	International Equity	9.8
Rogers Communications	7.59	Cash and Equivalents	1.4
Power Financial Corp	4.91		
Verizon Communications	4.83		
Air Liquide	4.51		
Eli Lilly & Co	4.37		
Kellogg Co	4.03		
Canadian Imperial Bank of Commerce	4.00		
Combined Top 10 Holdings	60.10		

Return Data Source: Inception to January 2013: Returns are manager-provided, gross, BG Canadian Dividend Fund returns in C\$. February 2013 (inception of SMA Model) to present: Returns are manager-provided, gross, BG Canadian Dividend SMA Model returns in C\$.

The information herein has been obtained from sources that CGWM believes to be reliable. However, CGWM does not guarantee its accuracy or completeness and is not responsible for any errors or omissions. Reported returns and analytics are calculated on a time-weighted basis, 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.

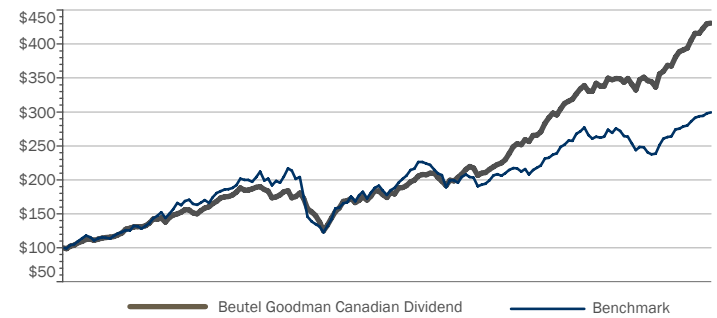
Performance

Manager vs Benchmark: Return

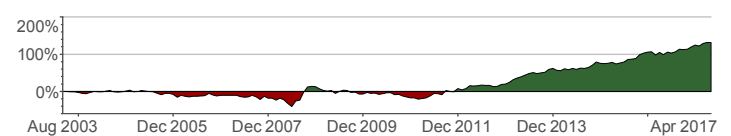


	3 months	6 months	1 year	2 years	3 years	5 years	10 years	Since Inception
Beutel Goodman Canadian Dividend	3.5%	9.3%	19.7%	11.0%	10.9%	14.7%	9.0%	11.3%
Benchmark	2.0%	6.9%	14.9%	4.2%	5.1%	8.1%	4.5%	8.4%

Manager Performance

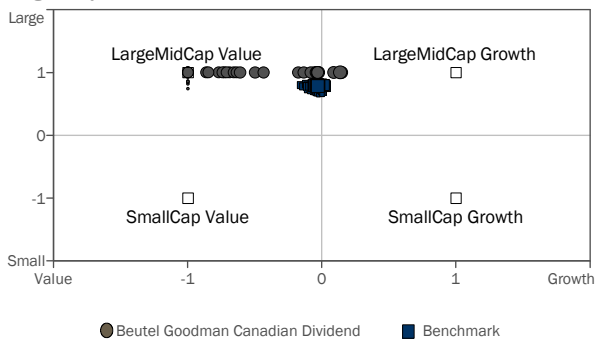


Cumulative Excess Return vs. Market Benchmark

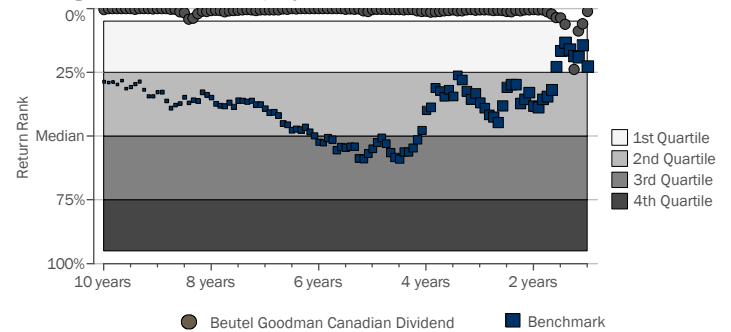


Style & Peer Comparison

Manager Style

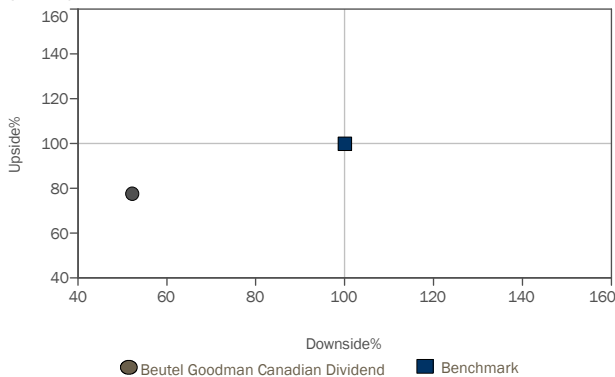


Manager vs Canadian Equity Mutual Funds: Return Rank

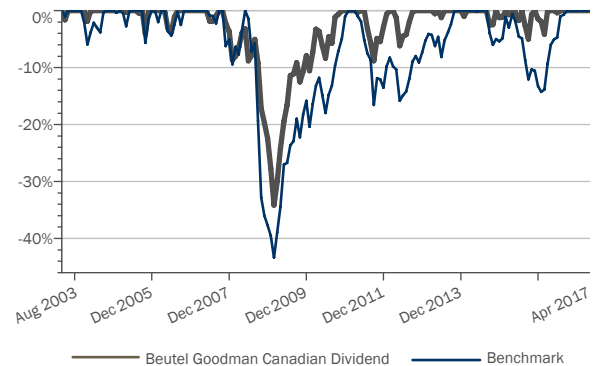


Risk

Upside / Downside



Drawdown



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