

The Managed Portfolio Account

Actively managing investment portfolios of enduring quality to serve your family's needs and aspirations.

Investment Philosophy

We provide a discretionary investment management service to our clients, which frees them from the day-to-day decision making of portfolio management, allowing them to focus on their businesses, pastimes or other pursuits.

Subsequent to the establishment of an investment policy statement, we construct and manage investment portfolios that incorporate very high quality securities, which brings our clients peace of mind. They are also significantly differentiated from most Canadians' securities portfolios.

We believe in active management - which doesn't mean frequent trading. Active Share is a measure of how a portfolio differs from its benchmark: the higher the active share, the more different the portfolio. Our active share on the equity side of our portfolios is 74%.

High Active Share funds tend to outperform their benchmark. At most times, investors are better off avoiding trying to match the performance of the Canadian stock market via an exchange traded fund or typical mutual fund. Our market's outsized weighting in natural resources brings with it increased volatility and sometimes protracted periods of underperformance relative to other countries' indices. We currently have relatively limited exposure to the natural resource sector. At the end of March just 4 of our top 15 equity investments were Canadian.

Among our international holdings, a considerable distinctiveness is readily apparent. Beyond the names of securities we select for client portfolios, the holding periods can also set us apart. Consider that currently the median cost across my clientele of our Apple shares is less than \$12. That took some time, but it's been well worth the wait.

Please see page 2 of this factsheet for a list of our top holdings. In many cases, these are longstanding investments and they have benefited our clients greatly. After considering the list and taking note of our long term performance record, if you imagine we would be an improvement on your current investment management, please give us a call.

Investment Process

BMO Nesbitt Burns is acclaimed for its investment research and while it serves as an important part of our investment selection process, we also review the research from U.S. based research providers such as JP Morgan, Morningstar, Value Line and Bloomberg. Underlying our security selection and portfolio maintenance is critical thinking and constant reevaluation, regarding both individual securities and sector weightings. Initial stock positions typically range from 3-5% of an overall client portfolio.



 Let's connect

Mark Lalonde, cFA

Senior Portfolio Manager & Wealth Advisor

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Scan this QR code to contact us and let us know how we can help!

"I am very fortunate. I work at the intersection of the financial markets, technological advancements, science, politics and the global economy. It is always changing and fascinating. Still, none of it is more interesting than my clients' lives and aspirations, to which I dedicate my efforts."

The Team

Mark Lalonde, CFA – Senior Portfolio Manager & Wealth Advisor

Mark has been investing professionally since 1984 when he joined a major full-service brokerage firm as an investment advisor. He obtained the CFA designation from the Association for Investment Management and Research in 1993. He joined BMO Nesbitt Burns in 1999 and was licensed as a Portfolio Manager in 2002.

Samuel Bourgeois, B.B.A. – Administration Associate

Samuel is a graduate of The University of Quebec at Montreal's business administration program. He diligently handles client account administration for our team and he is perfectly bilingual.

Daniel Khayat, CFA – Associate Portfolio Manager

Daniel aids our team in business development, equity research and client liaison. Daniel holds an honors double major degree from the University of Western Ontario, specializing in Economics and Psychology and became a CFA charter holder in April 2023.

Samir Zehlawi, F. Pl., B.B.A. – Director, Wealth Planning

Samir has over 15 years of professional experience in Financial Planning and Financial services. He holds a Bachelor of Business Administration from both HEC and Saint-Joseph University in Lebanon. He develops detailed financial plans and strategies for our high net worth clients.

Large Capitalization Equity Portfolio
<p>Style Large Cap Growth; Average Number of holdings: 20-25</p> <p>Benchmark 48% S&P 500 24% S&P/TSX 60 Index 8% FTSE Developed ex North America 20% Canadian Bond Universe</p> <p>10-Year Sharpe Ratio: 0.86 This measures how an investor is compensated for taking on risk compared to a risk free rate of return. Higher ratios are better for investors. Typical Sharpe ratios fall between 0.2 and 0.5.²</p> <p>Active Share: 73.65% Factors contributing to active share on the equity side of our portfolio: Underweighting in Natural Resources, Underweighting in U.S. Financials.</p>

Regional Equity Allocation	
U.S. Equity	80.00%
Canadian Equity	17.66%
International	2.34%

Sector Allocation	
Information Technology	21.52%
Industrials	8.32%
Consumer Staples	4.39%
Consumer Discretionary	11.16%
Financials	14.55%
Health Care	1.34%
Real Estate	0.77%
Communication Services	2.58%
Utilities	0.00%
Materials	4.22%
Energy	1.31%
Equity Funds	1.47%
Cash	4.69%
Bonds	23.67%

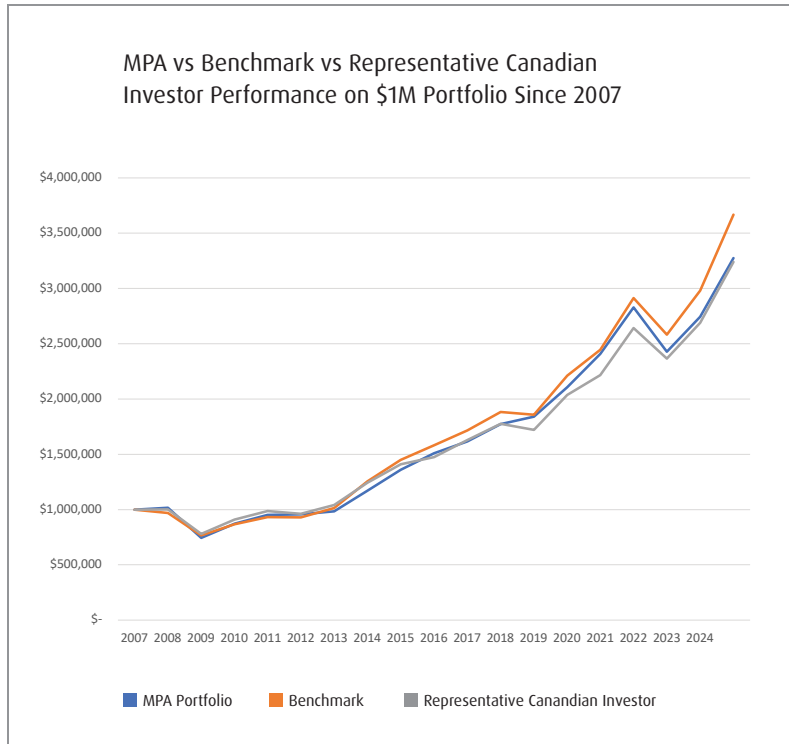
Representative Holdings April 1, 2025
Apple
Berkshire Hathaway Inc.
MSG Sports
Amazon.com
General Electric Co.
The Royal Bank of Canada
The Coca-Cola Company
Costco
Royal Canadian Mint Gold Reserves
General Dynamics
Newmont Corporation
CAE Inc.
Carrier Global Corp.
Alphabet

Minimum client relationship of \$1,000,000

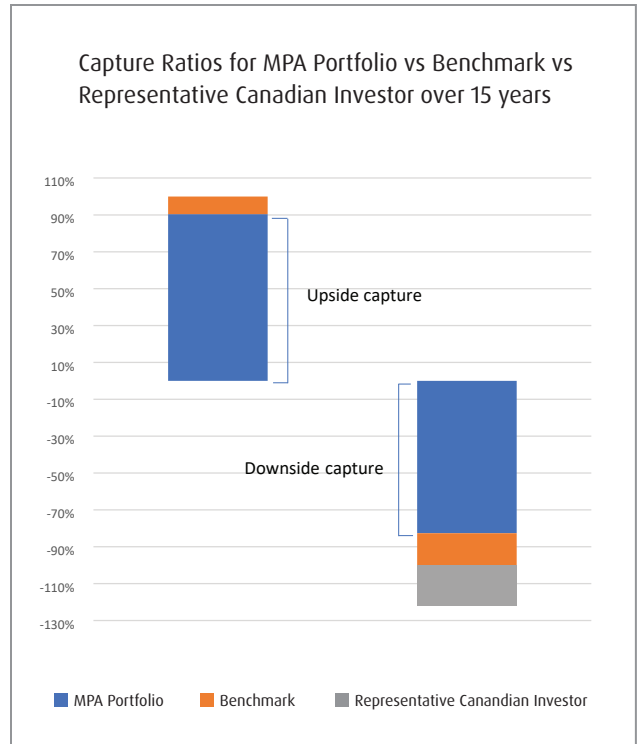
Median Growth Account Returns⁴:

YTD: -1.07%, 2024: 19.37%, 2023: 13.00%, 2022: -14.17%, 2021: 17.46%, 2020: 14.17%
2019: 14.39%, 2018: 3.76%, 2017: 9.62%, 2016: 7.15%, 2015: 11.01%, 2014: 16.14%

Historically, the median MPA growth portfolio has captured performance in up markets and limited losses in down markets relative to the benchmark and the Representative Canadian investor⁵.



Source: <https://www.forecast-chart.com/historical-tsx-composite.html>
<https://www.macrotrends.net/2526/sp-500-historical-annual-returns>



Notes: Upside and downside capture ratios are calculated as the proportion of the geometric mean or returns for up years and for down years, respectively.

1. ActiveShare.info 2. All definitions are from CFA Institute 3. All statistics are from Bloomberg 4. Rates of return are total returns, net of all fees and are based upon the median account of the investor type subset of “growth investor” enrolled in The Managed Portfolio Account and managed by Mark Lalonde, CFA
 5. The “representative Canadian investor” is modeled as 40% TSX 60, 32% S&P 500, 8% FTSE Developed ex North America and 20% Canadian Bond Universe.



BMO Nesbitt Burns

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A Note About Our Services

The foundation of the investment portfolios we manage on a discretionary basis is the investment policy statement (IPS) given to us by clients when they enroll in the Managed Portfolio Account program.

This service is fee-based.

The main feature of the IPS is the asset allocation decision, i.e., how much a client wants us to weight an asset class. If a client is a “balanced” investor, her allocation to the fixed income asset class would be 50% and 50% would be devoted to equities, securities with greater capital appreciation potential. A percentage of the portfolio can be allocated to cash as well and there can be degrees of allocation to an asset class within the balanced or growth category of investor. And as your portfolio manager, I can maintain an asset class weighting 20% more or less than the benchmark allocation a client has given us.

Completion of an investment policy statement is an uncomplicated process. We will draft it for the client’s signature. Beyond the asset allocation choices, a client might also direct us to invest in only companies of a minimum market capitalization (“blue chip stocks please”). I suggest this only as an example. Typically, clients have not really availed themselves of this opportunity. They leave the investment decisions to us, but we do have a very high-quality orientation. The portfolios we construct are traditional in nature, based upon publicly traded securities. And the level of our trading is moderate. Taxation is a consideration but does not dominate our decision making.

Once the IPS has been established, as your portfolio managers we will construct and adjust your portfolio without seeking your permission to transact.

An annual written review of your portfolio’s results will be sent to you early in the next year and we can provide interim performance reports as well as portfolio reports, which can be produced to view the combined portfolio across all of your accounts with us.

As well, a cash flow projection report can be generated. This shows the expected interest and dividends anticipated from the securities currently held.

Clients receive monthly statements and can choose to enjoy Gateway internet access to their accounts.

Clients will always have access to us with a telephone call or email. We always provide prompt attention to administrative details.

Beyond our investment management services, we provide access to in house financial planners and insurance specialists. Financial plans are an integral part of our practice and are revisited every few years. This service is provided on a complimentary basis.

We look forward to putting our expertise and resources to work for you and your family.

What BMO Nesbitt Burns Offers



Who are we?

As a member of the BMO Financial Group and part of the organization's Private Client Group, BMO Nesbitt Burns has the expertise to manage even the most sophisticated wealth needs. Our skilled and knowledgeable Investment Advisors, coupled with our wealth advisory services and industry leading solutions, help our clients build and protect their wealth.

BMO Nesbitt Burns focuses on meeting the needs of individual investors through a customized approach to wealth management. A BMO Nesbitt Burns Investment Advisor can draw upon the full depth and breadth of the BMO Financial Group of Companies to provide clients with an integrated and multi-disciplinary wealth management solution. This includes all aspects of managing, protecting and transferring wealth, including investments, insurance, tax efficiency, estate planning, retirement planning, cash management, planned giving, trusts and wills.

Our history?

The firm has had an unwavering belief in the power of the Advisor-Client relationship. BMO Nesbitt Burns is a core part of the success of BMO, Canada's oldest bank, founded in 1817. The origins of BMO Nesbitt Burns' predecessor firms date back to 1912. In 1987, BMO Bank of Montreal acquired Nesbitt Thomson, then one of Canada's oldest and most respected investment houses. In 1994, BMO Bank of Montreal also acquired Burns Fry, one of the largest dealers of Canadian equities and debt securities. Nesbitt Thomson and Burns Fry were then merged to become BMO Nesbitt Burns.

How are clients protected?

Making certain that clients assets are as safe and secure as possible is obviously very important. As a Canadian investment dealer, BMO Nesbitt Burns is a member of and/or are governed by a number of self-regulatory bodies.

These include:

- Investment Industry Regulatory Organization of Canada (IIROC)
- Toronto Stock Exchange (TSX)
- Bourse de Montréal (ME)
- TSX Venture Exchange (TSXVE)
- Winnipeg Commodity Exchange (WCE)
- Market Regulation Services Inc. (RS)

IIROC is responsible for member regulation and investment industry standards.

While the TSX, ME, TSXVE, ME and RS are responsible for market regulation, which involves monitoring and regulating members' trading activities on the exchanges. Each organization is in turn governed by the Provincial Securities Commissions or other securities regulatory authorities.



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