

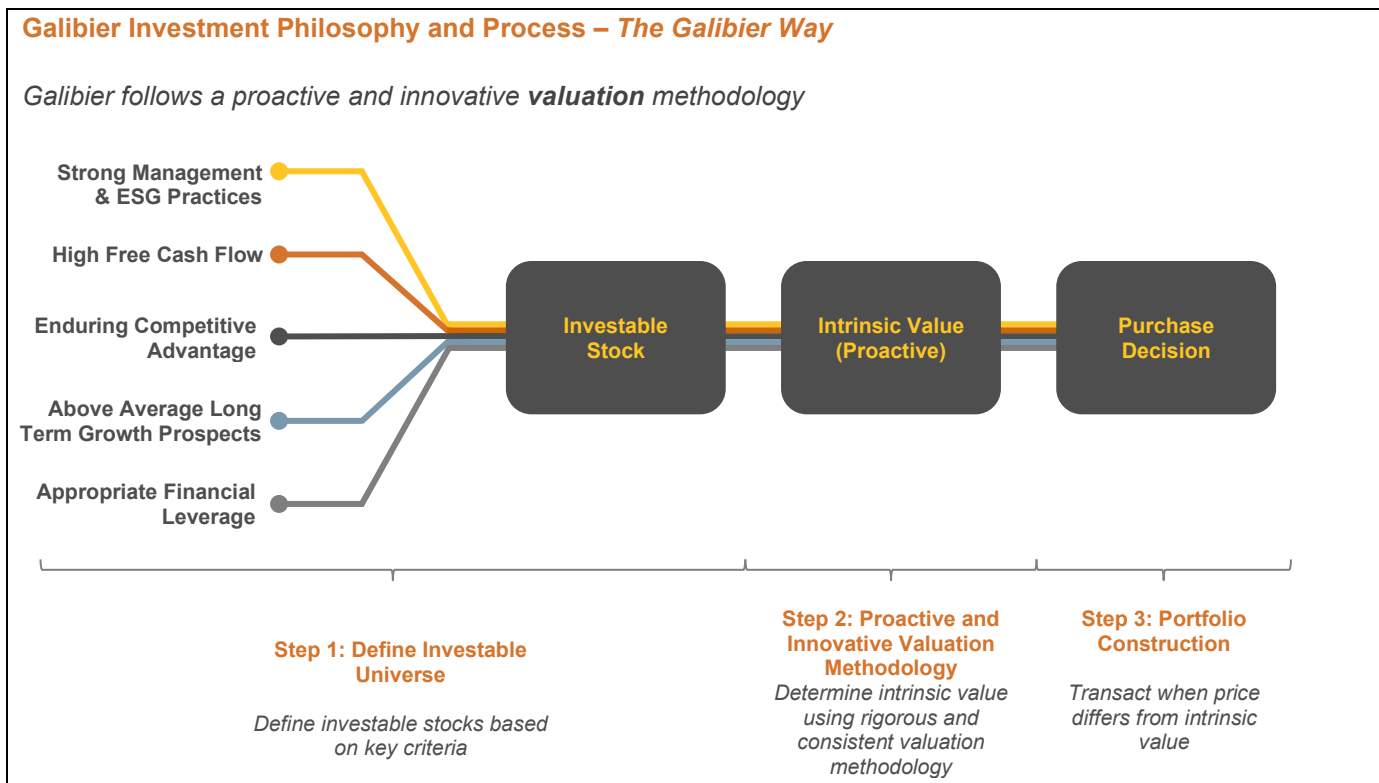
# **Galibier Opportunities Fund Quarterly Investment Review**

## **Q2 2022**

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## Galibier Capital Management Ltd.

At Galibier we work hard to (1) derive a measure of intrinsic value for a universe of investable stocks and (2) transact when market prices offer opportunities. To paraphrase Warren Buffett “Price is what you pay. [Intrinsic] Value is what you get.” Thus, while we welcome price to earnings multiple expansions, what really drives increases in the future value of companies is higher future earnings. Our investment process seeks to identify and value future earnings power and balance sheet structure using reasonable expectations about future economic conditions and high discount rates.



## We Believe

- Companies have an intrinsic value that can be calculated
- Market prices do not always reflect intrinsic value
- Growth is a component of value
- Concentration is essential for generating alpha
- At some price, almost all stocks offer a value proposition
- Risk is the permanent loss of capital, not benchmark underperformance
- Investment companies should be independent and investor led
- The success of investment companies should be measured by the success of its clients
- An essential element towards investment success is to have a contrarian mindset... i.e. to be sanguine when others are discouraged and to be cautious when others are exuberant...

## Summary of Results

Period ending: Jun30/2022	Since Oct31/14 (%)	7 year (%)	6 year (%)	5 year (%)	4 year (%)	3 year (%)	2 year (%)	1 year (%)	Year-to-date (%)
<b>Galibier Opportunities Fund</b>	<b>8.1</b>	<b>8.1</b>	<b>11.3</b>	<b>8.8</b>	<b>6.8</b>	<b>6.2</b>	<b>10.6</b>	<b>-7.1</b>	<b>-8.0</b>
S&P/TSX Composite (total return)	6.5	6.9	8.2	7.6	6.9	8.0	13.4	-3.9	-9.9

### Notes:

- i. Return figures are gross of fees.
- ii. Return figures are annualized for periods greater than 1 year.
- iii. The Funds' returns are not guaranteed, the values change frequently and past performance may not be repeated.
- iv. Inception date of the fund is October 31, 2014.
- v. Returns are presented only for periods during which Galibier has been registered as a portfolio manager.
- vi. The investment objectives of the Galibier Opportunities Fund have not changed since the Funds' inception.
- vii. All returns of the Galibier Opportunities Fund prior to November 30, 2014 are related to Galibier's proprietary accounts, as Galibier's employees were the sole investors in the Funds during this period of time. Canadian securities administrators have expressed concerns regarding marketing returns for proprietary accounts as firms can employ different strategies and take greater risks when managing its own investments without a fiduciary duty to third party investors.
- viii. Performance presentation consistent with recommendations from FCLTGlobal "Institutional Investment Mandates: Anchors for Long-term Performance" [www.fcltglobal.org](http://www.fcltglobal.org)

See Note 1 and Disclaimer at the end of this document for information about the returns and benchmarks.

Source: Galibier Capital Management Ltd, Bloomberg.

## Galibier Opportunities Fund

In Q2 2022, the Galibier Opportunities Fund generated a return of -12.4%. Since its inception on October 31, 2014, the fund has provided an annual return of 8.1%.

### Opportunities Fund Largest Positions (Jun30/2022)

Long positions	Weight (%)
1. Park Lawn Corp.	5.4
2. Canadian Pacific Railway Ltd.	5.3
3. Amazon.com Inc.	5.0
4. Cargojet Inc.	4.8
5. General Motors Co.	4.7
6. Agnico Eagle Mines Ltd.	4.7
7. Wabtec Corp.	4.7
8. Maple Leaf Foods Inc.	4.5
9. Canadian Imperial Bank of Commerce	4.5
10. Spin Master Corp.	4.4
<b>Total</b>	<b>48.0</b>

## Best performers during the quarter<sup>2</sup>

### TUTTLE CAPITAL SHORT INNOVATION ETF UP +54%

With rising interest rates, highly valued stocks often sell off. Over the quarter, the yield on the benchmark U.S. 10 Year Treasury bond rose from 2.34% to 3.01%. The technology and speculative stock laden Nasdaq fell sharply in the quarter. The Tuttle Capital Short Innovation ETF is positioned to take advantage of declining prices of speculative stocks, and it rallied commensurately.

### CENOVUS ENERGY WARRANTS UP +23%

WTI crude oil price rallied in the quarter closing at \$105.76 (USD). At this price level, heavy oil producers such as Cenovus generate significant cash flow per barrel. Over the quarter, Cenovus agreed to purchase additional reserves by acquiring the remaining 50% of the Sunrise Oil Sands project from British Petroleum. Given its enormous reserves, Cenovus does not have to incur capital expenditures in order to find and develop additional barrels meaning that significant cash flow is available for debt reduction, share buy backs or dividend increases

### APPLE UP +5%

Shares of Apple were weak over the quarter due to indiscriminate selling by investors spooked by the prospect of higher rates. Given our proactive view of intrinsic value, we took advantage of this favourable development to re-establish a position in Apple late in the quarter at an attractive valuation after the stock

sold off. After our purchase, the stock subsequently rallied off its lows.

**Worst performers during the quarter<sup>2</sup>**

**AG GROWTH INTERNATIONAL DOWN -31%**

After a strong start to the year, shares of Ag Growth International declined in the second quarter. Concerns over rising input costs and supply chain delays, which could pressure margins in the near term, are reasons why the shares were weaker. With continued uncertainty in the agricultural supply chain and strong backlogs to support its 2022 revenues, we believe that Ag Growth is well positioned to benefit from farmer spending and the need to build redundancy into global supply chains. As capital spending levels decline, we expect that free cash flow for Ag Growth will accelerate nicely, leading to a reduction in the debt outstanding and a re-rating of the business going forward.

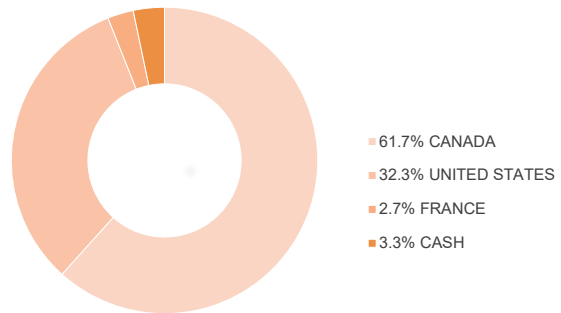
**FINNING DOWN -27%**

Finning underperformed in the quarter as macroeconomic concerns around a potential recession led to a pullback in the stock. Despite the uncertainty, fundamentals at Finning remain robust. Demand for Finning supplied Caterpillar equipment remains robust across all its geographies, driven in Canada by high energy prices, in South America by copper mining and in the U.K. and Ireland with major infrastructure projects.

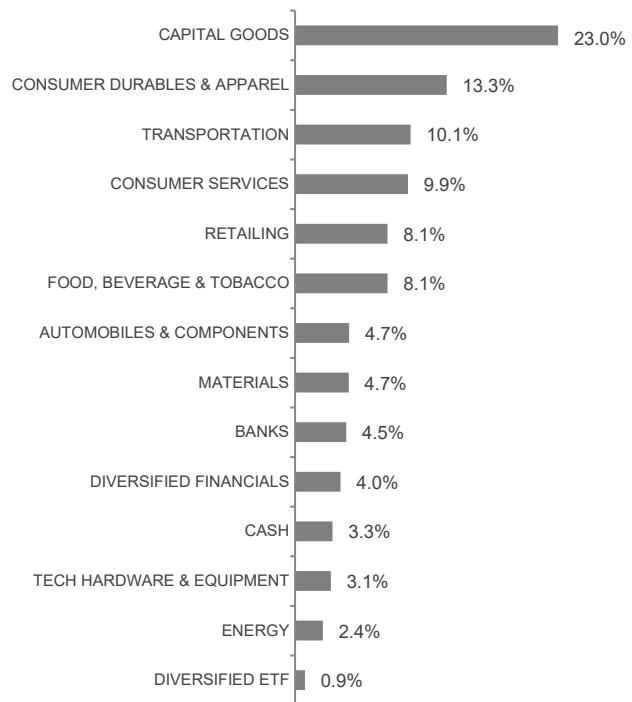
**SAVARIA DOWN -25%**

Savaria stock underperformed in the past quarter, as investors are concerned about the ability to maintain margins in the current inflationary environment. We are confident with its strong market share in the accessibility market that Savaria will pass through sufficient pricing to offset price inflation. We recently toured a Savaria manufacturing facility in Brampton and saw firsthand the automation that the company has brought to North America from the acquisition of Handicare, which will help to dramatically increase productivity and shorten its time to market to with its curved stairlift offering. We believe this will be a differentiator to drive market share in that market.

**Geographic Split (Jun30/2022)**



**Industry Split (Jun30/2022)**



**Buys & Sells**

During the quarter, we added four new names to the portfolio: Amazon.com, Apple, Target and General Motors. In addition, we added to numerous names including CIBC, LVMH, Gildan, Savaria and Restaurant Brands among others.

We reduced our positions in the Tuttle Capital Short Innovation ETF, Cenovus Energy warrants, VF, Spin Master and Agnico Eagle Mines. Four positions were eliminated from the portfolio: Raytheon Technologies, GSK, Athabasca Oil and we closed our short position in Tesla.

**New Buys:****APPLE INC.**

We took advantage of the sharp selloff in U.S. equities to re-enter Apple at \$131 (down from its high of \$182). We have owned AAPL in the past and consider it one of the finest companies in the world. Its competitive position is incredibly strong, and the management team is extremely shareholder focussed. In addition to the healthy and sustained demand for its products, the company returns its remarkable free cash flow to its shareholders in massive buybacks. The company has reduced its share count by 40% over the last 10 years.

**AMAZON.COM INC.**

Amazon was a new buy for Galibier in the quarter at \$118, down from its high of \$188. In addition to being the world's largest online retailer, it also owns Amazon Web Services (AWS), the world's most comprehensive cloud platform. We expect revenue growth into the future from geographic expansion of retailing operations as well as new product developments at AWS. Our purchase price is a price to cashflow multiple of ~12X and a free cash flow yield of >4%.

**TARGET CORP.**

Target has underperformed year to date as sales growth has slowed versus a strong 2021 that was influenced by COVID-19. Target's main issue was over ordering for 2022 with the assumption that sales patterns would be similar to 2021 and supply chains would make it difficult to maintain just in time delivery. During the first half of the year, Target will be discounting to clear out its warehouses which nearly halved its expected earnings per share for 2022. The silver lining is that sales appear to be unaffected by the profit warning. Target has done an excellent job of investing in itself since Brian Cornell took over as CEO in 2014. Target's stores look nicer and they are adding locations plus it has formed new partnerships and brought in better brands (both owned and national). Target should be able to outgrow its peers and maintain its higher sales per square foot which will lead to higher than historical margins in the future. Target is trading at 13 times next year's earnings per share on conservative estimates.

**GENERAL MOTORS CO.**

General Motors (GM) is the largest U.S. auto manufacturer with 16% market share in the U.S. and operations in 30 countries. The company has shown strong earnings growth in 2021 despite struggles with the global semi-conductor shortage. GM, under the extremely good leadership of Mary Barra, has kept margins strong by prioritizing the production of high margin and high demand models. Future growth will come from its very heavy push towards electric vehicles. In fact, GM is targeting to have 30 electric vehicle models in its lineup by 2025 including its key launch of the electric version of the Silverado pick up truck in 2023. If chip shortages are resolved, we also expect significant catch-up production from GM which should lead to strong earnings in 2022.

Notes:

1. *When evaluating the performance of any investment, it is important to compare it against an appropriate benchmark in order to make an informed assessment of the account's performance based on its investment strategy. Galibier utilizes broad market indexes such as the S&P/TSX Composite index, the MSCI World Index and the S&P 500 index for this purpose as they are the most well-known indexes and are most likely to resemble the investment strategy of the accounts. It is important to note that benchmarks do not include operating charges and transaction charges as well as other expenses related to the account's investments, which may affect its performance.*
2. *Performance % represents the return to the pool during the most recent quarter and includes the impact of market price changes, buys, sells, and dividends (if any).*

**Disclaimer**

Galibier Capital Management Ltd. ("Galibier") is registered with the Ontario Securities Commission as a Portfolio Manager, Investment Fund Manager and Exempt Market Dealer, with the British Columbia Securities Commission as a Portfolio Manager, with the Nova Scotia Securities Commission as a Portfolio Manager, with the Autorité des Marchés Financiers in Quebec as a Portfolio Manager and Investment Fund Manager, with the Alberta Securities Commission as a Portfolio Manager, with the Financial Services Regulation Division Department of Service NL in Newfoundland & Labrador as a Portfolio Manager and Investment Fund Manager, and with the Financial and Consumer Affairs Authority of Saskatchewan as a Portfolio Manager. This summary does not constitute an offer to sell or buy any securities. All information and opinions as well as any figures indicated herein are subject to change without notice.

The Galibier Canadian Equity Pool, the Galibier Global Equity Pool and the Galibier Opportunities Fund (the "Funds") are available to accredited investors as that term is defined under Canadian securities legislation. An investment in the Funds will involve significant risks due, among other things, to the nature of the Funds' investments.

All return figures for the Funds are gross of fees and fund expenses. Indicated rates of return are historical returns, including changes in security value and reinvestment of all distributions and does not take into account any applicable income taxes payable by any security holder that would have reduced returns.

The Funds' returns are not guaranteed, the values change frequently and past performance may not be repeated.