

2024 Bourstad Challenge Webinar Series

The basics of stock market investing

Online Conference - February 6, 2024



Content

- Overview of how financial markets work
- Fundamentals of portfolio management
- Types of stocks
- Exchange-traded funds
- The dividend

- Recent developments in the main financial markets
- To go further
- The Bourstad platform
- Main aspects of the 2024 Bourstad Challenge

Capital Market

Capital users

- A. Governments (federal, provinces, cities)
- B. Other public organizations (Public utilities, universities, hospitals, ...)
- C. Corporations in the financial services industry
- D. Other corporations

Primary market

Initial security issues

Capital users receive the proceeds of issues and providers receive securities

Capital providers

Institutional investors

- A. Pension funds
- B. Insurance companies
- C. Banks and credit
- D. Investment Funds
- E. Central banks
- F. Governments (Sovereign wealth funds, ...)

Individual investors

Secondary market

Capital providers trade securities among themselves

Investment objectives

- Income
- Capital appreciation
- Capital preservation
- Liquidity

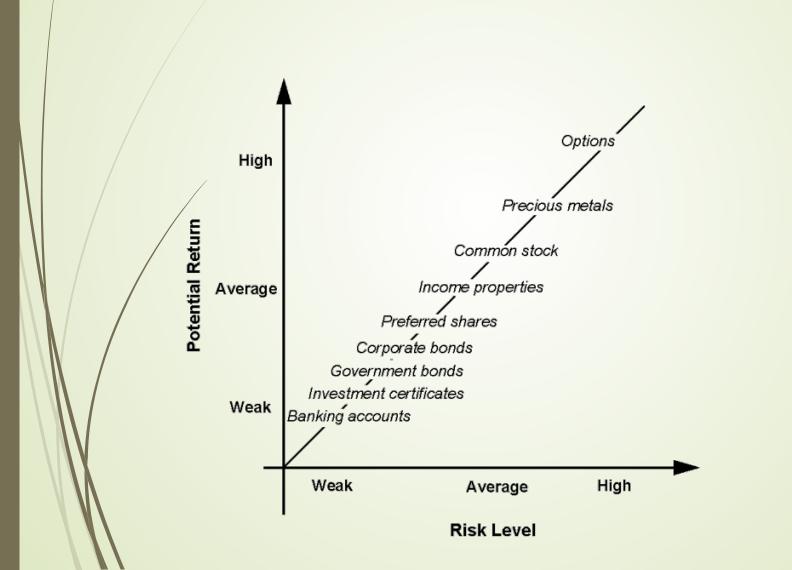
These objectives, which are determined by each individual taking into account his or her personal situation and the general conditions of the investment markets, describe what one hopes to gain by investing one's money.

Capital preservation

- Capital preservation is the legal, moral or conditional guarantee that the investor will be able to recover all of his capital and receive the expected income.
- The higher the return sought, the lower the security of the capital.

The risk-return trade-off

RISK-RETURN RELATIONSHIP AND THE INVESTMENT CATEGORIES



Investment income

- Investment income is one of the financial benefits of holding investments that take the form of regular, periodic payments. This is the case with
 - the interest income earned on guaranteed investment certificat (GIC) and bonds,
 - of the dividend income earned on a common or preferred share or,
 - of the rental income received by the owner of a building

Capital appreciation

Investment appreciation is a goal that is achieved when more capital is returned to the investor upon disposition or sale of an investment than was originally invested.

The liquidity of the investment

The liquidity of an investment is characterized by how quickly it can be converted into cash without incurring a loss due to the rush to dispose of it.

Reading a stock market quotation

Metro Inc. (MRU:CA)

\$70.41 • 0.69 (0.99%)

Bid: 70.39 x 200. Ask: 70.45 x 200

February 6, 2024/2:19 PM ET Volume: 184,905

CAD I TORONTO STOCK EKCHANGE I DELAYED PRICE

Detailed Quote



Last	70.41
\$ Chg	0.69
Open	69.65
High	70.42
Bid	70.39
Bid Size	200.
Beta	0.63422
Year High	78.88
Dividend	0.335 CAD
Div. Pay Date	2024-03-12
Dîv. Freq;	:Q
Market Cap	16.10b
PB Ratio	2.356
EPS.	4.35.

Volume	184.91k
% Chg	0.99%
Prev. Close	69.72
.Ļow	69.5D
Ask	70.45
Ask Size	200
VWAP:	70.00521
Year Low	65.425
Ÿield	1.578
Éx-Djy Date	2024-02-14
Total Shares	228,65m
Shares Out	227:22m
PE Ratio	20.46
Exchange	ŤSX

Source: Bourstad / QuoteMedia

Reading a stock market quotation

Goodfood Market Corp. (FOOD:CA)

\$0.255 • -0.01 (-3.77%)

Bid: 0.255 x 500 Ask: 0.26 x 2000

February 6, 2024 2:05 PM ET Volume: 131,197

CAD | TORONTO STOCK EXCHANGE | DELAYED PRICE

Detailed Quote



Last	0.255
\$ Chg	-0.01
Open	0.26
Hîgh	0.265
Bid	0.255
Bid Size	500.
Beta	-0.36179
Year. High	0.65
Market Cap	19.63m
PB.Ratio	-0.773
EPS	-0.09

·Volume	131.20
96 Chg	-3.779
Prev. Close	0.26
Low	o.ż:
Ask	.0.2 1
Ask Size	200 0
VWAP ·	0.2580
Year Low	0.20
Total Shares	76.97n
Shares Out	77.39n
Exchange	TS

Source: Bourstad (QuoteMedia)

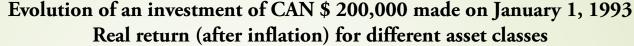
Portfolio management strategies

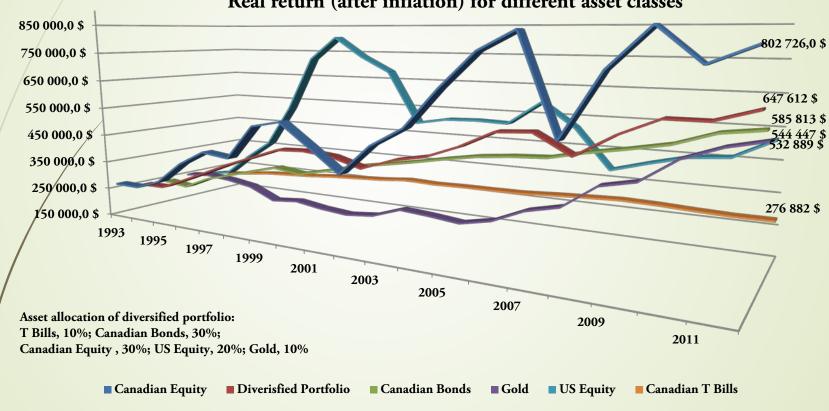
- Portfolio diversification
- Fundamental analysis
- Technical analysis
- Active and passive management

Portfolio diversification

- To seek certain benefits, such as higher returns or lower risk, through a certain mix of securities within an investment portfolio.
- These strategies are often based on portfolio diversification, i.e. the inclusion of securities from different industrial or geographical sectors, with different degrees of risk

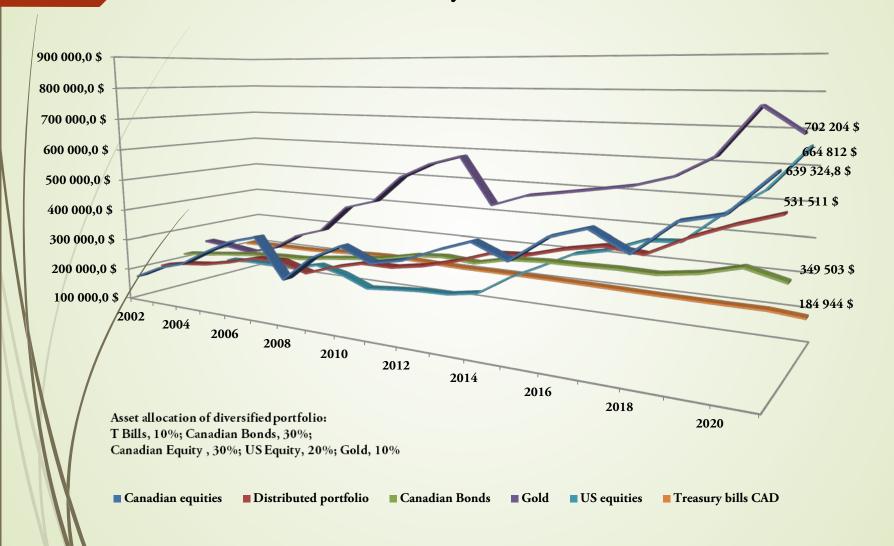
Improving the risk-return trade-off by portfolio diversification





Source data for this chart: Libra Investments Management

An investment of CAN\$200,000 made on January 1, 2002 - Real return (after inflation) for different asset classes after 20 years



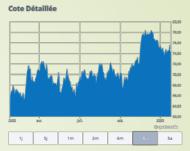
Source data for this chart: Libra Investments Management

Fundamental analysis

- | Pinance | Pigra | Bilan | V | Pinance | Pina
- Scrutinize the financial situation of the companies or projects concerned in order to be able to make a reasonably reliable forecast of their short and medium term earnings prospects
- The basic information for such an exercise can be found in the company's annual report
 - posted on various financial sites, such as Yahoo, QuoteMedia and Morningstar
 - ... and on the companies' corporate website (Investor Relations section)
- The scope of fundamental analysis is not limited to companies, but also includes the economy as a whole and industry sectors

Technical analysis





- An approach to investment value markets based on the analysis of investor behavior.
- Advocates of this approach frequently compare the movement in investment prices to the movement of waves on a rough sea.
 - when a stock has risen significantly over a short period of time, the market for that stock will generally move downward.
 - The reverse also occurs in the case of a value that has fallen sharply

Active portfolio management

Consists of using different methods such as fundamental analysis and technical analysis to build an investment portfolio for which the goal is to outperform the market index.

Passive portfolio management

- This management strategy takes a much simpler approach by simply building a portfolio that will closely track the performance of the market index.
- This type of management has grown considerably in recent years, which explains in large part the proliferation of exchange-traded funds (ETFs).

Concepts in responsible investment and sustainable development

- Responsible Investment Strategies
 - Screening
 - Active shareholding
 - Solidarity investment
- ESG factors
 - Environmental risks (E)
 - Social risks (S)
 - Corporate Governance Risks (G)
- Industrial strategies and sustainable development
 - Cleantech Clusters
 - The circular economy

Degree of involvement you wish to have in the management of your financial assets

- Private Management
 - 3.2% of households
 - 60% of assets under management
- Delegate management to a shared portfolio manager
 - Investment funds
 - Investment advisor with a portfolio manager licence
- Supervised management
 - Account with a full service broker
- Autonomous management
 - Account with a discount broker
 - Robot advisors

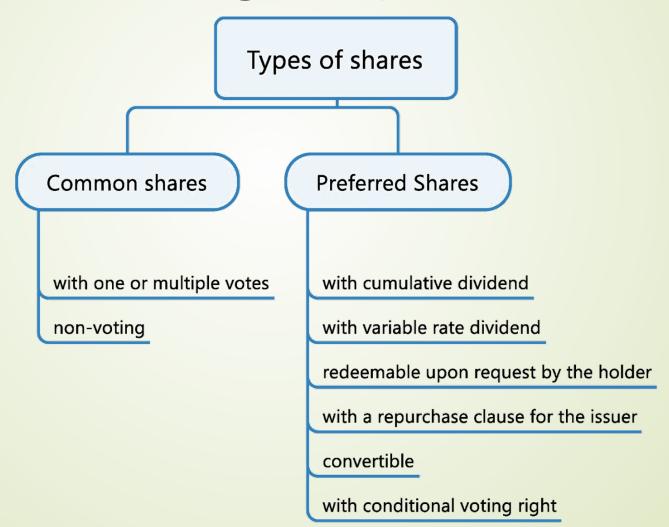
Typical fees and entry thresholds

	Typical input threshold	Annual fee
Private Management	500 000\$	Less than 1% of the total
Shared management	25 000\$	Between 2% and 3%.
Supervised management	50 000\$	Between 2% and 3%.
Autonomous management	10 000\$	For a portfolio of \$100,000 or more: less than 0.5 For a portfolio of \$10°000: can reach 2%.

Types of stocks

- Classification according to legal aspects
- Ranking according to expected benefits

Types of actions according to their legal aspects



Types of stocks, according to the expected benefits

- blue chip stocks;
- income stocks;
- defensive and anti-cyclical stocks;
- cyclical stocks;
- fast-growing stocks;
- speculative stocks.

Blue chip stocks

- Shares of large companies with assets generally in excess of \$20 billion.
 - continuous and constant progression for sales and profits.
 - a history of dividend payments that shows steady growth (no interruptions)
- Mature; have a strong position in their industry

- Examples:
- Disney
- Royal Bank
- McDonalds
- Coke
- CN
- Loblaw

Income stocks

- Income stocks are common stocks that are not sought after for their capital gain potential, but for their high dividend yield.
- The effective dividend rate on the market value of an income stock changes constantly in direct relation to the general level of interest rates.

- Examples
- BCE (Bell Canada)
- Telus
- Canadian Utilities
- Bque Nat
- P&G
- **L**&L
- Transcanada
- AT&T
- Fortis

Defensive and countercyclical stocks

- Defensive stocks are stocks of companies whose profitability is less or not very sensitive to the general economic situation or to the general trend of the stock market as a whole.
- Example
- Metro
- McDonald's
- Walmart
- Restaurant Brands International

Cyclical stocks

- Shares of companies whose financial performance is highly sensitive to the prevailing economic climate.
- These companies have much larger variations in sales and profits than the average company.

- Examples
- BRP Inc
- Rio Tinto
- Cameco
- American Express
- Magna
- Canfor

Fast-growing stocks

- Common shares of growing companies.
- Companies that have experienced in recent years
 - a growth rate well above that of the average company
 - ... as well as by other companies in their industry sector.

- Examples
- Intact Insurance
- Waste Connections
- Constellation Software
- WSP Global
- Alimentation Couchetard
- Stocks located using the Value Line service in BAnQ Numérique
 - Illustrated in a presentation broadcast on Vimeo
 - https://vimeo.com/503087330

Speculative stocks

- Company starting its activities in a very risky sector or whose products have not yet passed the market test
- Companies that have already been operating for several years in more stable markets, but which are nevertheless going through a period of financial difficulties whose outcome is uncertain.
- Companies that are significantly overvalued by several value or risk measurement ratios

- Examples
- Lion Copper and Gold
- Auxly Canabis Group
- GameStop
- Country Garden Services

Indirect ways to trade shares

- Bonds and convertible preferred shares
- Bonds and preferred shares with warrants
- Investment funds
 - Actively managed
 - Passively managed (exchange-traded funds)
- Options, warrants and rights

Types of Exchange-Traded Funds (ETFs)

- Offered since twenty-five years; put into circulation by specialized firms and banks
- A Canadian investor can obtain :
 - Funds based on major Canadian, U.S. or other international stock market indices; this includes sectoral indices
 - Funds of precious metals and commodities
 - Bond funds (different types of issuers)
 - International funds (with or without currency protection)
 - Active or quasi-active management funds
 - Balanced funds (composed of several index ETFs)
 - Leveraged funds; inverse funds
 - **...**

For a more detailed classification, see the category selector, Morningstar website

ETFs track their benchmarks closely

- Guarantee of conversion into cash or against a basket of securities
 - Sample wording for ETFs offered by a major Canadian bank
 - Each trading day, unitholders may exchange the prescribed number of units (or an integral multiple thereof) for a basket of securities and cash.
 BMO Global Asset Management

Exchange Traded Funds Listings

- In Canada
 - ETF filter, on <u>Morningstar</u>'s website
 - (North America)
 - Wikipedia
- In the US markets
 - Wikipedia

Dividends

- The dividend is the current income that a shareholder can receive in relation to his or her investment in the company whose securities he or she holds.
- Empirical studies have shown that dividends account for about 35% of the total return earned by those who invest in stocks

Dividend policies

- The fixed dividend policy.
- Special dividends and additional dividends.
- The rate of profit distribution as dividends.
- Dividend reinvestment programs.

Dividend payment terms

- Registration date (April 1st)
- The date (of transaction: March 29) (exdividend: March 30).
- The payment date (May 1st).

Note: In September 2017, the settlement time was reduced from 3 to 2 pusiness days.



Date of declaration

Dividend Champions in Canada (December 2023)

Dividend Growth Rates (Calendar Year)

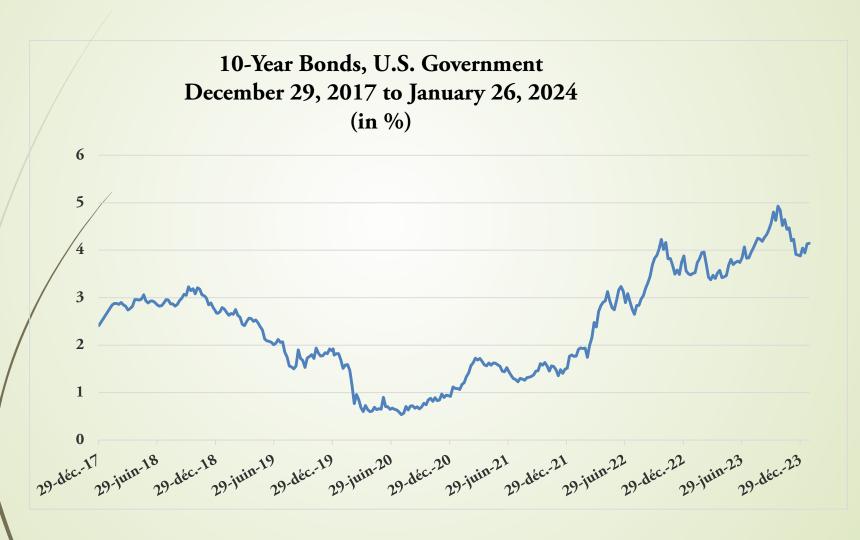
Source:

Canadian Dividend All-Star List

Ticker CAD Streak CAD CAD		_		Vidend All-Otal Elst		Dividend Clowth Nates (Calendar Tear)						
2 FTS.TO Fortis Inc 50 4,33% 5,3% 5,7% 5,8% 6,3% 5,7% 7,7% 3 TIH.TO Toromont Industries Ltd 34 1,48% 10,3% 11,5% 13,3% 12,7% 12,0% 14,3% 4 CWB.TO Canadian Western Bank 32 4,41% 6,5% 4,4% 5,3% 6,2% 7,8% 12,2% 5 ACO-X.TO Atco Ltd., Cl.I. 30 4,92% 3,0% 3,0% 4,8% 9,8% 9,8% 9,3% 6 TRI.TO Thomson Reuters 30 1,34% 10,1% 8,8% 7,2% 4,2% 4,1% 5,1% 7 EMP-A.TO Empire Company Ltd 29 2,08% 10,3% 11,6% 10,1% 7,6% 7,8% 9,1% 8 IMO.TO Imperial Oil 29 2,65% 32,9% 30,1% 21,6% 4,2% 4,1% 11,0% 9 MRU.TO Metro Inc 29 1,76%		Seq	Ticker		Growth Streak	(CAD) [USD Exch = 1.325]	'23	'21-'23	'19-'23	DGR '14-'23	DGR '09-'23	20-yr DGR '04-'23
TIH.TO Toromont Industries Ltd 34 1,48% 10,3% 11,5% 13,3% 12,7% 12,0% 14,3% 4 CWB.TO Canadian Western Bank 32 4,41% 6,5% 4,4% 5,3% 6,2% 7,8% 12,2% 5 ACO-X.TO Atco Ltd., Cl.I, 30 4,92% 3,0% 3,0% 3,0% 4,8% 9,8% 9,8% 9,3% 6 TRI.TO Thomson Reuters 30 1,34% 10,1% 8,8% 7,2% 4,2% 4,1% 5,1% 7 EMP-A.TO Empire Company Ltd 29 2,08% 10,3% 11,6% 10,1% 7,6% 7,8% 9,1% 8 IMO.TO Imperial Oil 29 2,65% 32,9% 30,1% 21,6% 14,8% 11,5% 10,0% 9 MRU.TO Metro Inc 29 1,76% 10,0% 10,4% 10,9% 13,8% 14,3% 14,0% 10 CNR.TO Canadian National Railway 28 1,90% 7,8% 11,2% 11,7% 13,9% 13,7% 15,8% 11 ENB.TO Enbridge Inc 28 7,67% 3,2% 3,1% 5,8% 10,9% 11,9% 11,3% 11,3% 12,5% 12,5% 13,5% 14,3% 14,5% 15,7% 15,8% 17,8% 17,70 18 CCL-B.TO Coll Industries Inc 22 1,78% 10,4% 13,8% 15,3% 19,9% 16,2% 14,4% 16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17,70 RBA.TO RB Global Inc 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19, T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12		1	CU.TO	Canadian Utilities	52	5,63%	1,0%	1,0%	2,7%	6,3%	6,8%	6,5%
4 CWB.TO Canadian Western Bank 32 4,41% 6,5% 4,4% 5,3% 6,2% 7,8% 12,2% 5 ACO-X.TO Atco Ltd., Cl.I, 30 4,92% 3,0% 3,0% 4,8% 9,8% 9,8% 9,3% 6 TRI.TO Thomson Reuters 30 1,34% 10,1% 8,8% 7,2% 4,2% 4,1% 5,1% 7 EMP-A.TO Empire Company Ltd 29 2,08% 10,3% 11,6% 10,1% 7,6% 7,8% 9,1% 8 IMO.TO Imperial Oil 29 2,65% 32,9% 30,1% 21,6% 14,8% 11,5% 10,0% 9 MRU.TO Metro Inc 29 1,76% 10,0% 10,4% 10,9% 13,8% 14,3% 14,0% 10 CNR.TO Canadian National Railway 28 1,90% 7,8% 11,2% 11,7% 13,9% 13,7% 15,8% 11 ENB.TO Enbridge Inc 28 7		2	FTS.TO	Fortis Inc	50	4,33%	5,3%	5,7%	5,8%	6,3%	5,7%	7,7%
5 ACO-X.TO Atco Ltd., Cl.I, 30 4,92% 3,0% 3,0% 4,8% 9,8% 9,3% 6 TRI.TO Thomson Reuters 30 1,34% 10,1% 8,8% 7,2% 4,2% 4,1% 5,1% 7 EMP-A.TO Empire Company Ltd 29 2,08% 10,3% 11,6% 10,1% 7,6% 7,8% 9,1% 8 IMO.TO Imperial Oil 29 2,65% 32,9% 30,1% 21,6% 14,8% 11,5% 10,0% 9 MRU.TO Metro Inc 29 1,76% 10,0% 10,4% 10,9% 13,8% 14,3% 14,0% 10 CNR.TO Canadian National Railway 28 1,90% 7,8% 11,2% 11,7% 13,9% 13,7% 15,8% 11 ENB.TO Enbridge Inc 28 7,67% 3,2% 3,1% 5,8% 10,9% 11,3% 12 SAP.TO Saputo Inc. 26 2,76% 1,4% 1,9% <td>П</td> <td>3</td> <td>TIH.TO</td> <td>Toromont Industries Ltd</td> <td>34</td> <td>1,48%</td> <td>10,3%</td> <td>11,5%</td> <td>13,3%</td> <td>12,7%</td> <td>12,0%</td> <td>14,3%</td>	П	3	TIH.TO	Toromont Industries Ltd	34	1,48%	10,3%	11,5%	13,3%	12,7%	12,0%	14,3%
6 TRI.TO Thomson Reuters 30 1,34% 10,1% 8,8% 7,2% 4,2% 4,1% 5,1% 7 EMP-A.TO Empire Company Ltd 29 2,08% 10,3% 11,6% 10,1% 7,6% 7,8% 9,1% 8 IMO.TO Imperial Oil 29 2,65% 32,9% 30,1% 21,6% 14,8% 11,5% 10,0% 9 MRU.TO Metro Inc 29 1,76% 10,0% 10,4% 10,9% 13,8% 14,3% 14,0% 10 CNR.TO Canadian National Railway 28 1,90% 7,8% 11,2% 11,7% 13,9% 13,7% 15,8% 11 ENB.TO Enbridge Inc 28 7,67% 3,2% 3,1% 5,8% 10,9% 11,3% 12 SAP.TO Saputo Inc. 26 2,76% 1,4% 1,9% 2,3% 5,2% 7,1% 9,9% 13 CNQ.TO Canadian Natural Resource 23 4,63%		4	CWB.TO	Canadian Western Bank	32	4,41%	6,5%	4,4%	5,3%	6,2%	7,8%	12,2%
7 EMP-A.TO Empire Company Ltd 29 2,08% 10,3% 11,6% 10,1% 7,6% 7,8% 9,1% 8 IMO.TO Imperial Oil 29 2,65% 32,9% 30,1% 21,6% 14,8% 11,5% 10,0% 9 MRU.TO Metro Inc 29 1,76% 10,0% 10,4% 10,9% 13,8% 14,3% 14,0% 10 CNR.TO Canadian National Railway 28 1,90% 7,8% 11,2% 11,7% 13,9% 13,7% 15,8% 11 ENB.TO Enbridge Inc 28 7,67% 3,2% 3,1% 5,8% 10,9% 11,9% 11,3% 12 SAP.TO Saputo Inc. 26 2,76% 1,4% 1,9% 2,3% 5,2% 7,1% 9,9% 13 CNQ.TO Canadian Natural Resource 23 4,63% 19,4% 29,6% 22,5% 20,5% 21,5% 14 TRP.TO TC Energy Corporation 23 7,19%	1	5	ACO-X.TO	Atco Ltd., Cl.I,	30	4,92%	3,0%	3,0%	4,8%	9,8%	9,8%	9,3%
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11 ENB.TO Enbridge Inc 28 7,67% 3,2% 3,1% 5,8% 10,9% 11,9% 11,3% 12 SAP.TO Saputo Inc. 26 2,76% 1,4% 1,9% 2,3% 5,2% 7,1% 9,9% 13 CNQ.TO Canadian Natural Resource 23 4,63% 19,4% 29,6% 22,5% 20,5% 21,5% 21,5% 14 TRP.TO TC Energy Corporation 23 7,19% 3,3% 4,7% 6,2% 7,3% 6,5% 6,4% 15 CCL-B.TO CCL Industries Inc. 22 1,78% 10,4% 13,8% 15,3% 19,9% 16,2% 14,4% 16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 </td <td>П</td> <td>9</td> <td>MRU.TO</td> <td>Metro Inc</td> <td></td> <td>1,76%</td> <td>10,0%</td> <td>10,4%</td> <td>10,9%</td> <td>13,8%</td> <td>14,3%</td> <td>14,0%</td>	П	9	MRU.TO	Metro Inc		1,76%	10,0%	10,4%	10,9%	13,8%	14,3%	14,0%
12 SAP.TO Saputo Inc. 26 2,76% 1,4% 1,9% 2,3% 5,2% 7,1% 9,9% 13 CNQ.TO Canadian Natural Resource 23 4,63% 19,4% 29,6% 22,5% 20,5% 21,5% 14 TRP.TO TC Energy Corporation 23 7,19% 3,3% 4,7% 6,2% 7,3% 6,5% 6,4% 15 CCL-B.TO CCL Industries Inc. 22 1,78% 10,4% 13,8% 15,3% 19,9% 16,2% 14,4% 16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,3		10		Canadian National Railway		1,90%	7,8%	11,2%	11,7%	13,9%	13,7%	15,8%
13 CNQ.TO Canadian Natural Resource 23 4,63% 19,4% 29,6% 22,5% 20,5% 21,5% 14 TRP.TO TC Energy Corporation 23 7,19% 3,3% 4,7% 6,2% 7,3% 6,5% 6,4% 15 CCL-B.TO CCL Industries Inc. 22 1,78% 10,4% 13,8% 15,3% 19,9% 16,2% 14,4% 16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%		11	ENB.TO	Enbridge Inc	28	7,67%	3,2%	3,1%	5,8%	10,9%	11,9%	11,3%
14 TRP.TO TC Energy Corporation 23 7,19% 3,3% 4,7% 6,2% 7,3% 6,5% 6,4% 15 CCL-B.TO CCL Industries Inc. 22 1,78% 10,4% 13,8% 15,3% 19,9% 16,2% 14,4% 16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%				Saputo Inc.		2,76%	1,4%	1,9%	2,3%	5,2%	7,1%	9,9%
15 CCL-B.TO CCL Industries Inc. 22 1,78% 10,4% 13,8% 15,3% 19,9% 16,2% 14,4% 16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%		13	NILU.			4,63%			22,5%	,	21,5%	21,5%
16 FTT.TO Finning International 22 2,61% 5,7% 6,3% 4,5% 5,1% 5,7% 8,9% 17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%						7,19%	3,3%	4,7%	6,2%	7,3%	6,5%	6,4%
17 RBA.TO RB Global Inc. 21 1,61% 3,8% 8,7% 9,1% 7,9% 8,0% 20,7% 18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%				CCL Industries Inc.								14,4%
18 CCA.TO Cogeco Communications In 20 5,76% 10,1% 10,2% 10,3% 11,4% 14,5% n/a 19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%				Finning International		2,61%	5,7%	6,3%	4,5%	5,1%	5,7%	8,9%
19 T.TO Telus Corporation 20 6,39% 7,3% 7,1% 6,7% 7,9% 8,0% 12,0%						,		8,7%	9,1%	7,9%	8,0%	20,7%
				Cogeco Communications In		5,76%			10,3%	11,4%		
20 CGO.TO Cogeco Inc 19 5,98% 16,9% 15,6% 13,7% 14,5% 17,0% 14,3%				Telus Corporation		6,39%	7,3%	7,1%		7,9%	8,0%	12,0%
		20	CGO.TO	Cogeco Inc	19	5,98%	16,9%	15,6%	13,7%	14,5%	17,0%	14,3%

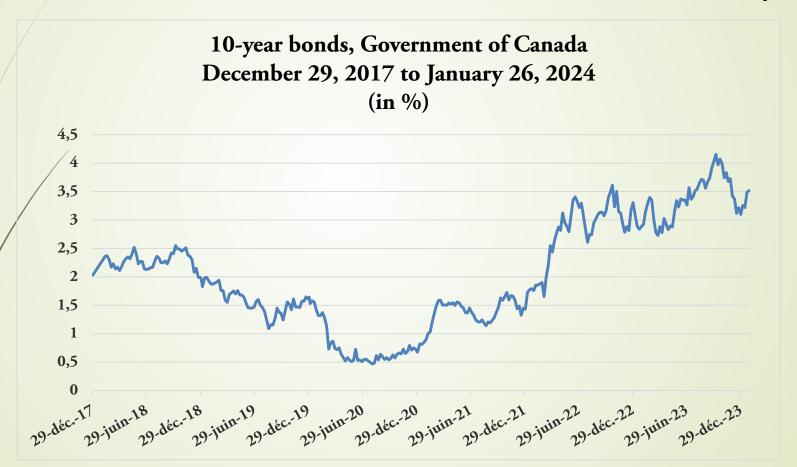
2023: +0.1 bps

10-year bonds, United States



10-year bonds, Canada

2023: -20 bps



Toronto Stock Exchange

2023: +8,1 %



2023: +24,2%

New York Stock Exchange



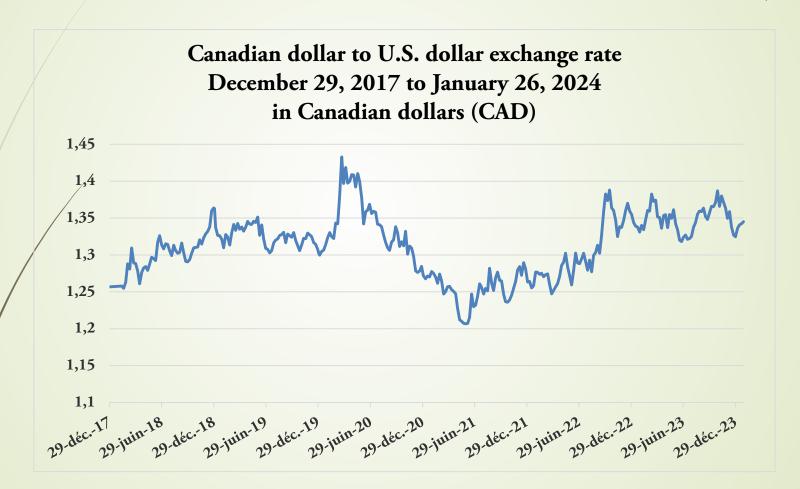
NASDAQ 100 (tech stocks)

2023: +53,9%



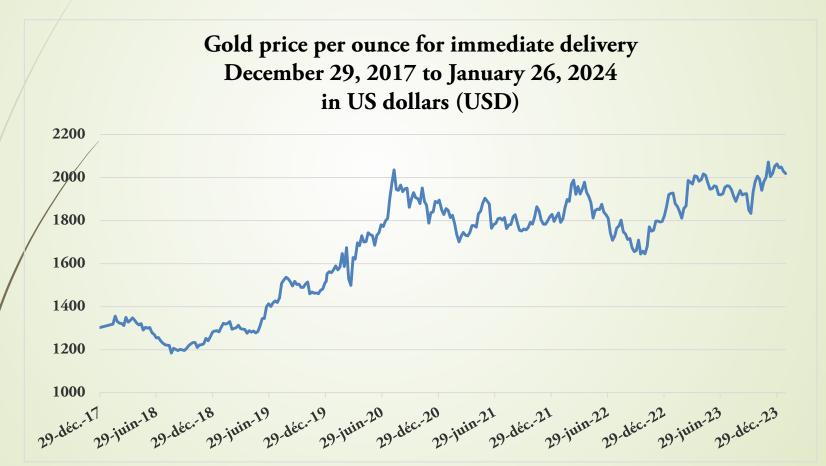
US dollar price in CAD

2023 : - 3,0 ¢



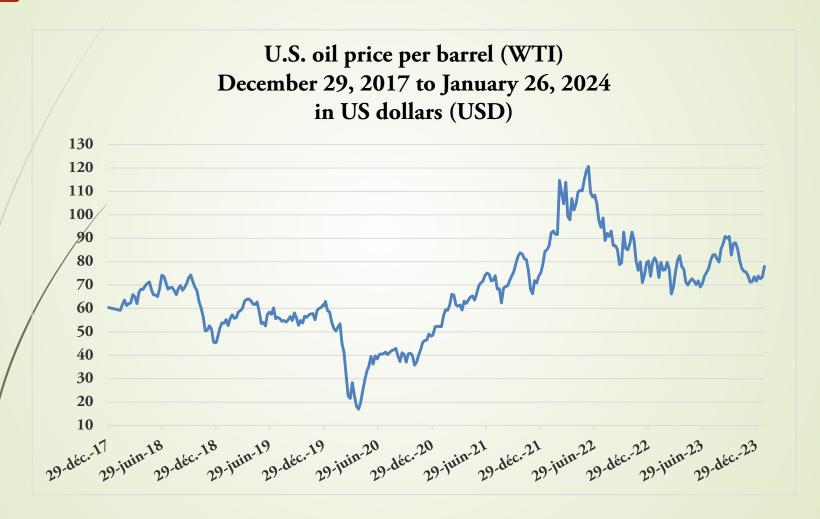
Gold price trends

2023: +13,1%



2023:-10,7%

U.S. crude oil (WTI)



To go further

- Training
 - Quebec Directory of Financial Education Tools (AMF)
- Publications and media
 - Globe and Mail, Report on Business section (BAnQ-Numérique)
 - Financial Post (BAnQ Numérique / PressReader)
 - Financial Times (BAnQ-Numérique)
 - Journal Les Affaires (<u>BAnQ-numérique</u>)/<u>www.lesaffaires.com</u>
 - Wall Street Journal (BAnQ-Numérique)
 - Value Line financial information service (BAnQnumérique)
- CIRANO's <u>Bourstad</u> simulations
 - Next slides

Characteristics of a Bourstad simulation

- The Participant acts as a portfolio manager for an investor who has entrusted the Participant with CAD\$200,000
- Real-time transaction processing for the 743 tradable securities
 - Bourstad receives market quotes with a 15-minute delay but processes the transaction at the price when it is received (for a "market price" transaction)
 - Daily dividend payment
- Daily transaction processing for the 36 actively managed investment funds

Characteristics of a Bourstad simulation

- Selection of securities
 - Bourstad portfolio
 - 633 securities listed in Canada and the United States
 - 36 actively managed investment funds offered in Canada

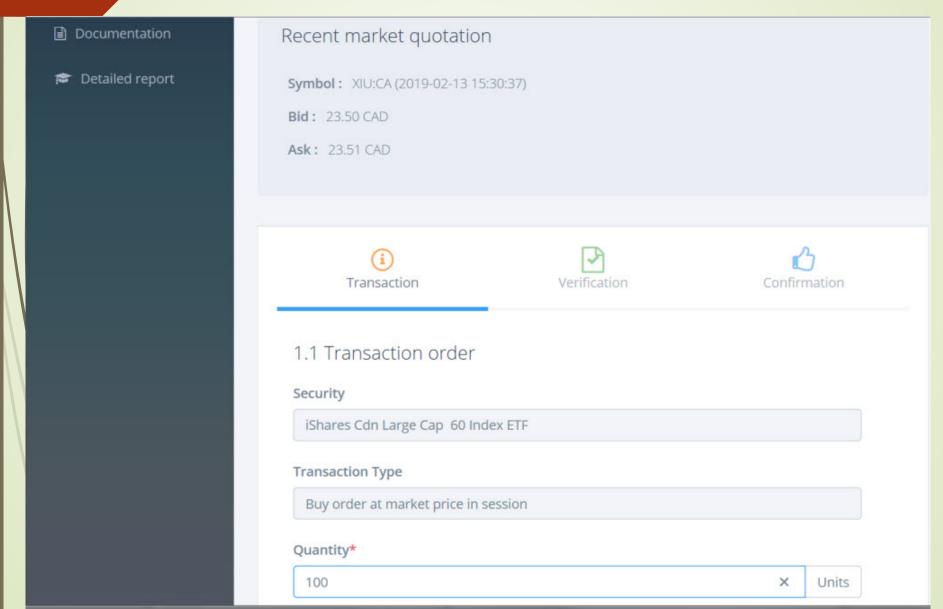
- Shares of Canadian companies (285)
- U.S. company shares (140)
- Shares of Asian companies (26)
- Shares of companies from Australia, South America and Africa (17)
- Shares of European companies (41)
- Equity Pooled Funds -Canada, US, etc. (62)
- Bond Index Pooled Funds -Canada, US, etc. (49)
- Index mutual funds alternative strategies (7)
- Currency (6)

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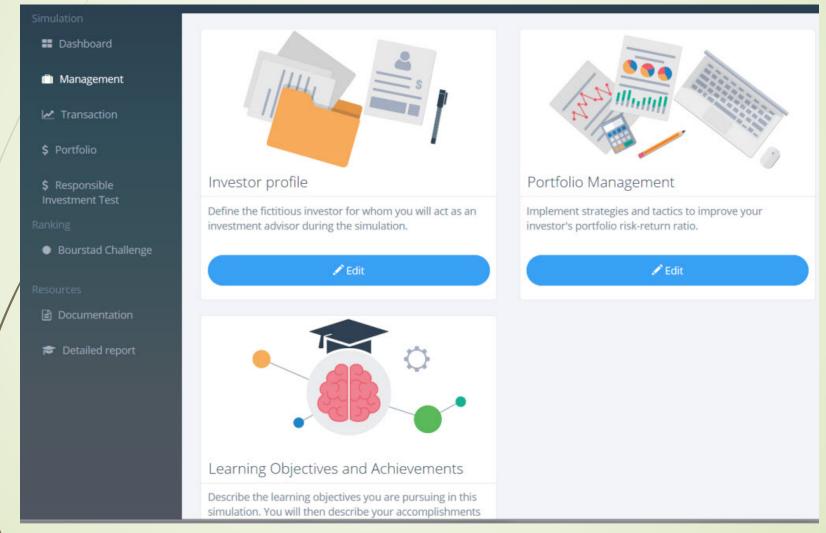
Portfolio type exclusive to the Bourstad Competition

- Bourstad Plus portfolio
 - 110 stocks added to the selection of the "Bourstad" portfolio
 - ■72 options traded on the Montreal Exchange.
 - 38 leveraged index mutual funds traded in Canada and in the U.S.

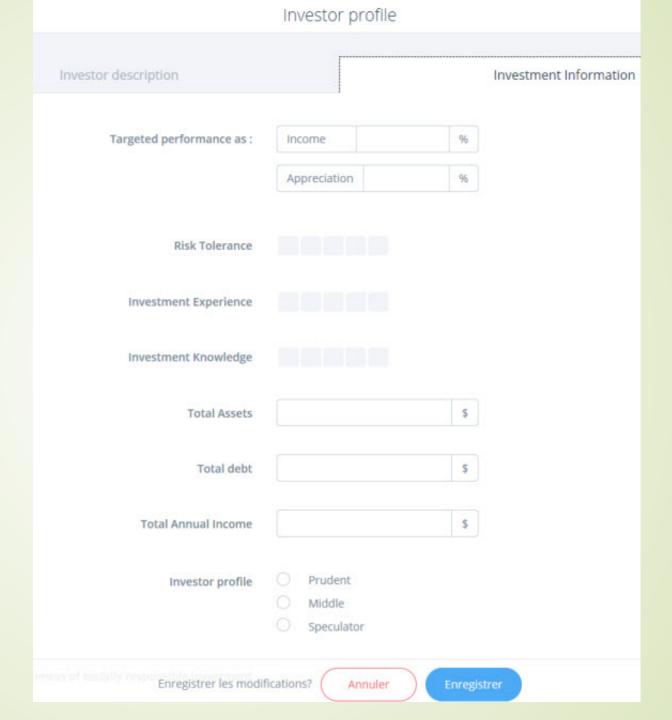
Transaction in a Bourstad simulation



Portfolio management in a Bourstad simulation



Investor profile



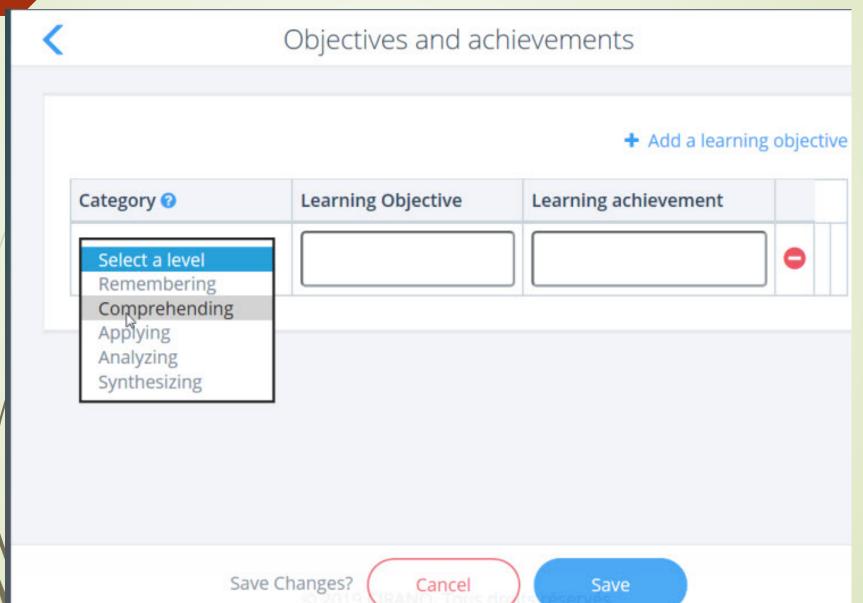
Portfolio Management

1. Approaches What style of portfolio management will you use? Active (aims to exceed the return of the stock index) Passive (aims to match the performance of the stock market index) Investment What use will you make of each of these aproches? Click to choose the level. strategy Top-down approach Bottom-up approach 2. Asset Class Weights and Risk Levels How important will each sector be in the portfolio? Fixed rate investments 96 Liquidity 0 Bonds 0 Stocks 96 0 Utilities Financial services

Consumer products

0 0 Save Changes? Cancel

Participant's goals and achievements



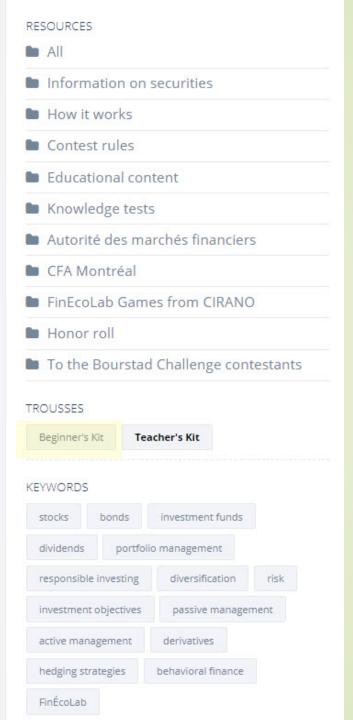
Automated portfolio management assessment

- Formative evaluation during the simulation
 - 5 evaluation measures
 - The participant consults his formative evaluation
 - On the dashboard
 - In the detailed report

- Summative evaluation when the simulation is completed
 - 14 evaluation measures
 - The participant's detailed report displays it when the simulation is completed

Participant Support

- Wide range of differentiated information resources
 - According to the type of resources
 - Video animations
 - Web applications
 - PDF Documents
 - Partner Resources
 - Categories
 - Content by type
 - Content by theme
 - Kits



Participant Support

- Email and phone support
- Facebook page « Bourstad »
 - Weekly Market Comments
 - Holidays on financial markets
 - List of winners
- Bourstad Challenge Mentor
 - Ian Gascon, President of Placement Idema
- 5 Webinars for participants
 - The basics of investing in the stock market (this webinar)
 - Portfolio management
 - Responsible investment
 - Transition towards an innovative and sustaining bio-food sector
 - Careers in the financial sector

Challenge's deadlines

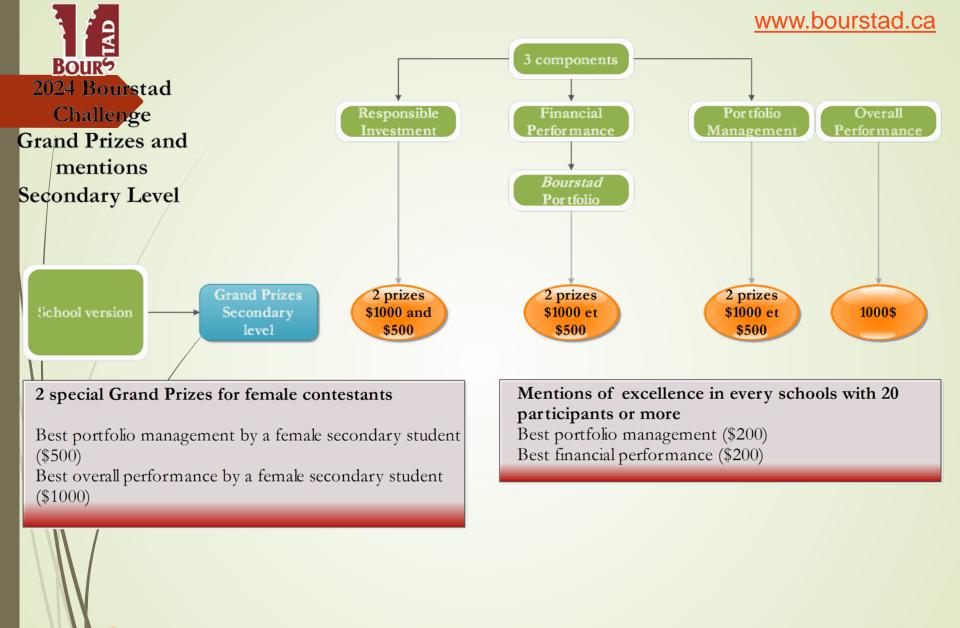
Date	Event					
February 12, 2024 9h 30 AM (EST)	Beginning of the 2024 Bourstad Challenge					
February 25, 2024 11h 59 PM (EST)	 Deadline for the definition of the investor-client, the creation of the initial portfolio management strategy and the specification of the participant's learning objectives 					
March 11, 2024 8h 00 AM (EDT	Beginning of the period during which participants can complete the qualification questionnaire for the Responsible Investment component					
March 24, 2024 11h 59 PM (EDT)	End of the period during which participants can complete the qualification questionnaire for the Responsible Investment component					
	Deadline for adjusting the portfolio management strategy					
April 12, 2024	Deadline fot the self-assessment of learning achieved					
4h 00 PM (EDT)	End of the 2024 Bourstad Challenge					
April 15, 2024 8h 00 AM (EDT)	The period for submitting testimonials to the Autorité des marchés financiers on the learning experience gained by taking part in the 2024 Bourstad Challenge begins.					
April 26, 2024 11h 59 PM (EDT)	End of the period for submitting testimonials to the Autorité des marchés financiers about the learning experience gained by taking part in the 2024 Bourstad Challenge.					

Responsible investment in the 2024 Bourstad Challenge

- Bourstad Challenge-Responsible Investment Guide
 - Documentation/Educational Content/Guide to Responsible Investment
- Responsible investment aspects of portfolio management
 - Investor sensitivity to sustaining investment
 - Taking into account extrafinancial risks in the strategy

- Responsible investment component of the Bourstad Challenge
 - Online qualification questionnaire
 - 40 questions, including 2 essay questions
 - Automated evaluation
- Grand Prix for Responsible Investment in the high school, college-level and general public categories
 - 1^{er} Gand Prize, \$1000
 - 2nd Grand Prize, \$500 (not offered in the general pubic version)

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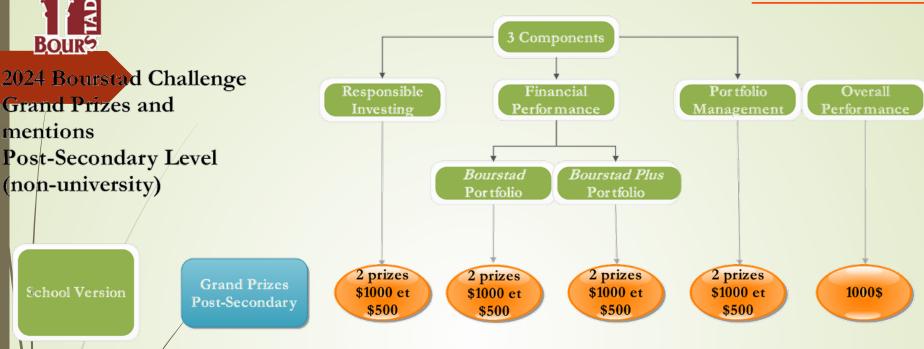


May 2024





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2 special Grand Prizes for female contestants

Best portfolio management by a female post-secondary student (\$500)

Best overall performance by a female post-secondary student (\$1000)

Mentions of excellence in every schools with 20 participants or more for the type of mention

Best portfolio management (\$200)

Best financial performance, Bourstad portfolio (\$200)

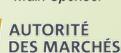
Best financial performance, Bourstad Plus portfolio (\$200)



Awards Ceremony

May 2024





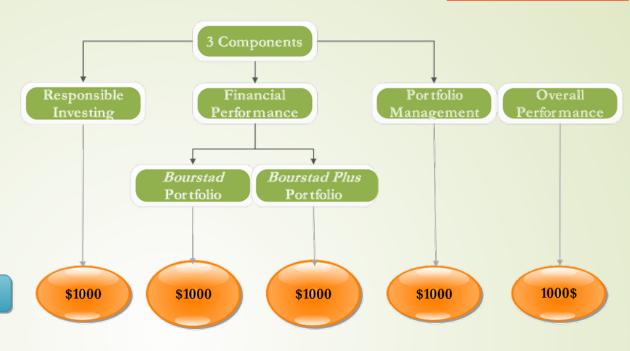
FINANCIERS

Main Sponsor

2024 Bourstad
Challenge
Grand Prizes and
mentions,
General public and
Universities

General public, including university students

Grand Prizes



3 special Grand Prizes for university students entering the 2024 Bourstad Challenge

Best overall performance (\$1000)

Best financial performance, Bourstad port. (\$1000)

Best financial performance, Bourstad Plus port. (\$1000)

Dest infancial performance, Bourstad Tids port. (\$100

Special Grand Prize for a female contestant in the general public category

Best portfolio management by a female contestant (\$500)

Mentions of excellence in every university with 20 participants or more for the type of mention

Best portfolio management (\$200)

Best financial performance, Bourstad portfolio (\$200)

Best financial performance, Bourstad Plus portfolio (\$200)

Awards Ceremony

May 2024





Platinum Partner

Upcoming webinars in the "Bourstad 2024" series

- February 15- Portfolio management in a Bourstad simulation
 - Guest Expert: Ms. Erika Toth, CFA, Director, Institutional & Advisory, Eastern Canada, BMO Global Asset Management
- March 7 Sustainable Investment in the Bourstad Challenge
 - Guest expert: Mr. Thomas Estinès, Co-President, Responsible Investment Group

Note: All webinars will take place from 7 to 8 p.m.



Webinars offered in French

- February 20 Gestion de portefeuille dans une simulation Bourstad
 - Guest experts: Ms Kelly Trihey, CFA, Chief Executive Officer of Trihey Financial Group, and Mr Ian Gascon, President of Placements Idema
- March 4- <u>Investissement responsable et responsabilité sociale des entreprises</u>
 - Guest expert: Mr Thomas Estinès, Co-Chairman, Responsible Investment Group
- March 26- <u>Transition vers un secteur bioalimentaire innovant et durable</u>
 - Guest expert: Mr Thierry Warin, CIRANO Fellow, Professor at HÉC Montréal
- May 6 Choix de carrières dans le secteur financier pour les diplômés
 - Guest experts: Mr. Benoit Desgroseillers, CRHA, Vice-President, Talent Development, Finance Montréal, and other human resources specialists employed by Bourstad sponsors.

Note: All webinars will take place from 7 to 8 p.m.



Allier savoir et décision

To conclude

- The world of finance: an infrastructure that underpins human activities
- First, determine your investment objectives: what is your target as return, capital safety and liquidity
- Reflect on appropriate strategies based on goals, knowledge and skills
- Determine the degree of involvement in the management of your financial assets
- Continuously develop your financial literacy
- All this offers many possibilities but caution is always required, especially when starting out

Acknowledgements

Thanks to Ms. Émilie Grange, Events Coordinator, CIRANO

 Thanks to all those who attended this presentation or will eventually see the recording

Question and answer period



