

### ANNUAL MANAGEMENT REPORT OF FUND PERFORMANCE

# GUARDIAN CANADIAN EQUITY SELECT FUND

DECEMBER 31, 2023



This annual management report of fund performance contains financial report or annual financial statements of the investment fund. You can obtain a copy of the annual financial report or annual financial statements at your request, and at no cost, by calling 1-866-383-6546, by writing to us at Guardian Capital LP, Commerce Court West, 199 Bay Street, Suite 2700, P.O. Box 201, Toronto, Ontario, M5L 1E8, or by visiting our website at www.guardiancapital.com/investmentsolutions or SEDAR + at www.sedarplus.ca.

Securityholders may also contact us using one of these methods to request a copy of the investment fund's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.



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### MANAGEMENT DISCUSSION OF FUND PERFORMANCE

### **Investment Objective and Strategies**

The primary objective of Guardian Canadian Equity Select Fund (the "Fund") is the achievement of a high level of stable income, with an attractive total return, by investing primarily in Canadian dividend-paying equity securities and income trusts.

The Fund invests primarily in securities of mid- to large-size Canadian companies that have a track record of paying and growing dividends. The Fund is broadly diversified by sector and seeks a dividend yield that is competitive with the market, normally holding between 15 and 30 issuers. The Fund will maintain a Canadian equity focus, however, due to increased global integration and cross-border corporate transactions, the Fund may invest up to 10% of its market value in individual foreign equities that have either significant business operations in Canada or are listed on the TSX.

#### Risk

The risks associated with investing in the Fund remain as discussed in the prospectus. The Fund may be suitable for investors with a medium tolerance for risk, particularly those who seek exposure to Canadian equity securities with a medium to long-term investment horizon.

#### **Results of Operations**

The Fund's net asset value increased by 7% to \$87.1 million at December 31, 2023 from \$81.3 at December 31, 2022. Of this change, an increase of \$8.1 million was provided by investment performance and a decrease of \$2.3 million was attributable to net redemptions.

Series I units of the Fund posted a return of 10.0% for the year. The Fund's benchmark, the S&P/TSX Composite Index, returned 11.8% for the same period. The Fund's return is after the deduction of fees and expenses, unlike the benchmark's return. Canadian equity markets had a strong year as investors began to anticipate interest rate cuts in 2024. Over 2023, inflation continued to trend down, but remained stubborn and above central bank targets. Economic activity has slowed down, though consumers continue to remain resilient.

The S&P/TSX Composite Index delivered a total return of 11.7%. Information Technology was the bestperforming sector, led by strong performance from Celestica and Shopify. Communication Services was the worst performer as interest rates continued to rise during the year.

Central banks in Canada and the US continued to raise rates throughout 2023, but then held rates towards year-end as the economy showed signs of slowing. In the US, the Federal Reserve gave notice that they anticipate cutting interest rates by 75bps in 2024. In Canada, the Bank of Canada is monitoring the economy and will be ready to raise rates as necessary. Bond yields remained elevated, with the 10-year Canada bond rising 10bps to finish at 3.19%.

The Fund underperformed its benchmark, in part, driven by stock selection in Consumer Staples and an overweight allocation to Utilities and Communication Services sectors. Positive stock selection in both Industrials and Energy sectors have contributed to relative performance, while an overweight allocation to Information Technology was also effective.

Shopify, the global leader in e-commerce software, contributed to the Funds' performance in 2023 on the back of strong earnings and the outperformance of the Information Technology sector. While Open Text, a company that develops "Information Management" software for enterprises, also outperformed the stock in 2023 following artificial intelligence (AI) related investor optimism, strong earnings, and delivering through the sale of a non-core cloud business. Brookfield Asset Management (BAM), a major global alternative asset management firm, also saw outperformance during the year.

Nutrien, a major fertilizer manufacturer formed in 2018 by the merger of Potash and Agrium, detracted



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from the Fund's performance in 2023 on the back of softening potash demand. Additionally, Saputo, the largest dairy company in Canada, also underperformed during the year given negative market factors in the US and high-cost inventory pressures in the UK. Metro, the leading Canadian grocery retailer operating 590 food stores in Quebec and Ontario, underperformed on the back of negative market pressures facing grocery stores.

The Fund's portfolio composition is consistent with the prior year. At year end, the Fund retains an overweight allocation to the Utilities, Financials, and Communication Services sectors relative to the benchmark. While, the Fund is underweight both the Energy and Materials sectors relative to the benchmark.

The Manager integrates ESG considerations into its investment analysis and stewardship activities with the objective of enhancing long-term investment performance. Active engagement and proxy voting are a core part of the Manager's stewardship approach, and the Fund's investment team participates in these activities in a manner suitable to the asset class and Fund. Our investment teams focus on ESG and other factors which they believe could be financially material and/or impact the long-term sustainability of the company. The consideration of ESG issues is one of a number of elements in the portfolio construction process and, may or may not have a material influence on portfolio composition at any given time. For more information, the Manager posts its annual proxy voting reports, along with an annual Responsible Investing Report and its Responsible Investing Policies on its website:

https://www.guardiancapital.com/investmentsolutions/

#### **Recent Developments**

Due to persistent economic momentum, the impact of central banks' aggressive tightening moves is being felt, but with a lag. While inflation has clearly peaked in Canada and the US, it is still unclear where the longerterm inflation expectations rate will settle. Bond yields and the US dollar backed off their highs during the quarter, as the US Federal Reserve indicated an easing bias looking into 2024. Still, it is not clear whether the US and Canadian economies will fall into recession in 2024. Caution is warranted as the policymakers' determination to bring down inflation could require intentionally guiding the economy into recession.

At the portfolio company level, falling inflation and slowing growth have introduced crosscurrents. Falling inflation is simultaneously a headwind for revenue growth and a welcome relief from escalating input costs. As such, companies are increasingly flagging slowing revenues, but resilient earnings are being supported by cost cuts.

#### **Related Party Transactions**

Guardian Capital LP, the Manager of the Fund, is considered to be a "related party" of the Fund. The Manager is responsible for the day-to-day operations of the Fund and also acts as the portfolio manager, managing the investment portfolio of the Fund. These services are in the normal course of operations and the Fund pays a management fee to the Manager for these services, based on the average Net Asset Value of the Fund, as detailed in the Management Fees section below. The Manager is a wholly-owned subsidiary of Guardian Capital Group Limited, a publicly traded firm listed on the Toronto Stock Exchange.

The Manager also receives an Administration Fee from the Fund, amounting to 0.18% of the average daily net asset value of the Fund, in return for the payment by the Manager of all the variable operating expenses of the Fund. The Independent Review Committee ("IRC") has approved the Manager's Policy for this item and the Manager relies on this approval as a standing instruction from the IRC. The Manager received the Administration Fee and paid Fund expenses in accordance with this Policy during the period.

The Fund may invest some of its available short term cash in money market funds managed by Guardian Capital LP, deemed a related issuer. With respect to investments in related issuers, the Manager has relied on the approval that it has received from the IRC. The approval requires the Manager to comply with its current policy and procedures regarding investments in related issuers and to report periodically to the IRC.



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The Manager will not duplicate management fees paid to an underlying fund that is a related issuer.

### **Management Fees**

No management fees are payable or collected for Series I units of the Fund.



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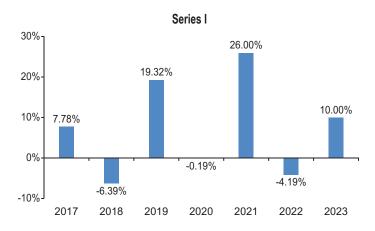
### **Past Performance**

The performance information shown assumes that all distributions made by the Fund in the periods shown were reinvested in additional units of the Fund. This performance information does not take into account sales, redemption, distribution or other optional charges that would have reduced returns or performance. Past performance of the Fund does not necessarily indicate how the Fund will perform in the future.

#### Year-by-Year Returns

The bar charts show the Fund's performance for the annual period from January 1, 2023 to December 31, 2023, and illustrates how the Fund's performance has changed from year to year. The chart shows in percentage terms, how much an investment made on the first day of each financial year would have grown or decreased by the last day of that financial year.

The performance shown for Series I below includes results prior to April 28, 2017 when the Fund was not a reporting issuer. Had the Fund been subject to the additional regulatory requirements applicable to a reporting issuer during such period, the expenses of the Series I units of the Fund would likely have been higher. The financial statements for the period when the Fund was not a reporting issuer, are available upon request.



### Annual Compound Returns

The tables below shows the historical compound returns of the Fund's Units for the periods indicated, as at December 31, 2023. The returns of a broad based market index are also shown.

	1 Yr	3 Yrs	5 Yrs	10 Yrs	Since Inception <sup>*</sup>
Series I (%)	10.00	9.92	9.60	n/a	7.32
S&P/TSX Composite Index (%)	11.75	9.59	11.30	n/a	8.32

\* Inception date - September 1, 2016.

The S&P/TSX Composite Index is a broad measure of the Canadian equity markets.



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### **FINANCIAL HIGHLIGHTS**

The following tables show selected key financial information about the Fund and are intended to help you understand the Fund's financial performance for the periods indicated. The information is derived from the Fund's audited annual financial statements.

The Fund's Net Assets per Unit (Series I)

	For the year ended December 31, 2023	For the year ended December 31, 2022	For the year ended December 31, 2021	For the year ended December 31, 2020	For the year ended December 31, 2019
Net Assets per Unit, Beginning of year <sup>[1]</sup>	\$122.56	\$138.61	\$113.58	\$117.39	\$101.27
Increase (decrease) from operations per Unit: $^{[1]}$					
Total revenue	4.38	1.74	4.11	3.46	3.48
Total expenses	(0.27)	(0.27)	(0.29)	(0.26)	(0.26)
Realized gains (losses)	1.19	0.36	6.25	(5.33)	1.36
Unrealized gains (losses)	6.76	(8.46)	19.15	1.48	14.38
Total increase (decrease) from operations per Unit Distributions per Unit from: <sup>[1] [2]</sup>	12.06	(6.63)	29.22	(0.65)	18.96
Canadian dividends	4.03	(3.78)	(3.66)	(3.14)	(3.02)
Capital gains	_	(6.49)	(0.61)	-	(0.30)
Return of capital	_	-	_	-	_
Total Distributions per Unit	4.03	(10.27)	(4.27)	(3.14)	(3.32)
Net Assets per Unit, End of year <sup>[1]</sup>	\$130.62	\$122.56	\$138.61	\$113.58	\$117.39

[1] Net assets per Unit and distributions per Unit are based on the actual number of units outstanding at the relevant time. The increase (decrease) from operations per Unit is based on the weighted average number of units outstanding over the financial period.

[2] Substantially all distributions were reinvested in additional units of the Fund.

#### Ratios and Supplemental Data (Series I)

	For the year ended December 31, 2023	For the year ended December 31, 2022	For the year ended December 31, 2021	For the year ended December 31, 2020	For the year ended December 31, 2019
Total net asset value (000's) <sup>[1]</sup>	\$87,064	\$81,328	\$87,816	\$67,024	\$62,233
Number of units outstanding <sup>[1]</sup>	666,556	663,601	633,547	590,112	530,132
Management expense ratio <sup>[2]</sup>	0.20%	0.20%	0.20%	0.20%	0.19%
Management expense ratio before waivers and					
absorptions	0.20%	0.20%	0.20%	0.20%	0.19%
Trading expense ratio <sup>[3]</sup>	0.01%	0.04%	0.02%	0.05%	0.04%
Portfolio turnover rate <sup>[4]</sup>	11.86%	40.29%	26.77%	49.69%	30.20%
Net asset value per Unit <sup>[1]</sup>	\$130.62	\$122.56	\$138.61	\$113.58	\$117.39

[1] This information is provided as at the end of each year indicated.

[2] The management expense ratio is based on total expenses (excluding commissions, other portfolio transaction costs and withholding taxes) of the Fund and its proportionate share of the total expenses of the Underlying Funds, where

applicable, for the stated period and is expressed as an annualized percentage of daily average net asset value during the year. [3] The trading expense ratio represents total commissions and other portfolio transaction costs of the Fund and its proportionate share of the Underlying Funds' portfolio transaction costs, where applicable, expressed as an annualized percentage

[4] The Fund's portfolio turnover rate indicates how actively its portfolio advisor trades portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in the portfolio once in the course of a

(4) The Fund's portfolio turnover rate indicates how actively its portfolio advisor trades portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in the portfolio once in the course of a year. The higher a fund's portfolio turnover rate in a year, the greater the trading costs payable by the fund in the year, and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance of a fund.



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### SUMMARY OF INVESTMENT PORTFOLIO

As at December 31, 2023

Portfolio Allocation	% of Net Asset Value
Communication services	6.8%
Consumer discretionary	4.2%
Consumer staples	5.3%
Energy	11.1%
Financials	34.9%
Industrials	13.9%
Information technology	7.4%
Materials	8.1%
Utilities	7.9%
Short-term securities	0.4%
Total	100.0%

Top 25 Holdings	% of Net Asset Value
Royal Bank of Canada	6.8%
Canadian National Railway Company	6.2%
Enbridge Inc.	6.1%
The Toronto-Dominion Bank	5.9%
TMX Group Limited	5.0%
Imperial Oil Limited	5.0%
Power Corporation of Canada	4.9%
The Bank of Nova Scotia	4.8%
Magna International Inc.	4.2%
ATCO Limited, Class 'I'	4.1%
Shopify Inc., Class 'A'	3.9%
Toromont Industries Limited	3.9%
Richelieu Hardware Limited	3.8%
Brookfield Asset Management Limited, Class 'A'	3.8%
Rogers Communications Inc., Class 'B'	3.8%
Fortis Inc.	3.8%
Intact Financial Corporation	3.7%
Open Text Corporation	3.5%
CCL Industries Inc., Class 'B'	3.1%
Saputo Inc.	3.0%
TELUS Corporation	3.0%
Nutrien Limited	2.8%
Metro Inc.	2.3%
Winpak Limited	2.2%
Guardian Canadian Short-Term Investment Fund, Series I	0.4%
Top 25 Holdings (as a percentage of NAV)	100.0%
Total Net Asset Value:	\$87,064,340



# GUARDIAN CAPITAL LP

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