

## Giving Thanks

October 12, 2020

The Value Fund was up +4.1% in Q3 and is down -3.2% year-to-date through September 30. The strengthening of the Canadian dollar (the Value Fund's reporting currency) lowered our Q3 returns by approximately -2.0%. A more detailed explanation of our view on currency hedging (and our bias for not doing so) can be found [here](#). Year-to-date the TSX Index is -3.1% and the S&P500(CAD) +8.3%.

Markets continued their rebound from the steep Q1 selloff despite the negative headlines: a COVID-19 half-speed economy, an ugly US election, etc. Given the gloomy environment I hope that the cartoon below brings a little cheer to your day. We are all looking forward to putting 2020 in the rear-view mirror and getting back to normal.

Despite life's daily challenges, I suspect that if we take the time to reflect, we can all find things in our own lives to be thankful for. As the Stoic emperor Marcus Aurelius correctly noted, our life is what our thoughts make it. In honour of Canadian Thanksgiving, I decided to share a few of my own thoughts on the matter. But first, a review of the Value Fund portfolio.



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## The Value Fund Portfolio

The market environment is much the same as we reported in our [Q2 letter](#). Equity valuations are generally rich and there are pockets of outright froth (many SaaS companies). Low interest rates and TINA (there is no alternative) are goosing asset prices.

Given this environment, we remain cautiously positioned with the portfolio including an 18% cash position at present. We prefer to assume the risk of lagging the indices when markets are frothy in exchange for preserving your capital (and ours) by only making bets when the odds are decidedly in our favour.

Our best performer for the quarter was our largest holding: **Berkshire Hathaway** (BRK.A/B) +19.7%. As we wrote about last quarter, many have written off the Oracle as being washed up. Given the quality of the machine that he has built, Berkshire's \$140 billion of cash on hand and the company's current valuation, we view it as a core holding.

**Facebook** (FB) +15.3% was our second-best-performing stock for the quarter. Everyone hates the company. Except for the 2.7 billion people around the globe that use one of its platforms (Instagram, WhatsApp and Facebook) regularly. And the advertisers that want to precision target those 2.7 billion people. The stock is no longer cheap but given Facebook's secular tailwinds and our low cost basis (\$141.29), the stock will likely remain in the portfolio.

During the March 2020 selloff we added several big-pharma names to the portfolio including **Pfizer** (PFE) which was up +12.2% in Q3. We like the stock given the company's broad product portfolio, strong free cash flow and attractive valuation.

**Cisco Systems** (CSCO) -15.5% was our only negative contributor for the quarter. The company issued disappointing guidance in August due to customers pulling back on equipment orders due to the economic environment. We have owned Cisco for years and given the current valuation and their long-term prospects, are happy to own it.

On top of adding to existing positions, we added **Intel** (INTC) to the portfolio in Q3. Intel is a company that we have previously researched and monitored, waiting for an opportunity to purchase it at an attractive price. We finally got our chance.

In July, the company reported a delay in the manufacture of its next-generation 7nm chips and the stock sold off by -22%. We immediately pounced. There is little doubt that Intel has lost its chip manufacturing leadership to **Taiwan Semiconductor Manufacturing Company** (TSM). But given Intel's scale, product breadth, geopolitical importance to the US and dominant market share in its segments (>60% in PC CPUs, >90% in data center CPUs), we believe the selloff is overdone.

Competitors will undoubtedly grow faster and take some market share from Intel. But with **Advanced Micro Devices** (AMD) trading at a 59x forward P/E, **NVIDIA** (NVDA) 55x and **TSM** 25x, you can probably understand why we prefer an investment in Intel at 11.5x. Given the company's historical leadership and financial strength, we believe that in time, Intel can get things back on track. At current prices, any change in sentiment to the positive should lead to a market re-rating.

Our portfolio remains highly concentrated in the US with approximately 73% of the portfolio in US-domiciled companies. Approximately 9% of the portfolio is invested in companies domiciled in Europe (UK and Denmark) and the Middle East (Israel) with the remaining 18% of the portfolio sitting in cash at the end of the quarter.

As a “go anywhere” fund, we are open to investing in businesses around the globe provided that the country respects the rule of law and we understand its culture and business environment. That said, most of the world’s great companies are found in the United States and hence our heavy weighting in US stocks. It is important to highlight that while many of our companies are based in the US, most are multinationals that sell their goods and services throughout the globe.

### **The Role of Luck in Investing**

I was recently invited to write an article for an investment blog on the topic of the role that luck plays in investing. An excerpt is reproduced below, and the full article can be found by clicking on the link that follows.

Just because the future is far from certain, does not mean that it is entirely unpredictable. Lessons gathered across wide-ranging disciplines – from quantum mechanics to professional poker – teach that the way to deal with the inherent uncertainties of life is to think in probabilities. Investing is no different. [Link to full article.](#)

### **Capital Gains Tax Changes Coming to Canada?**

Last week I was asked by a professional tax preparer for my thoughts on the rumoured changes to the capital gains inclusion rate in Canada and how one should position their portfolio. An excerpt is reproduced below, and the full letter can be found by clicking on the link that follows.

I think that there is a better way to approach this. Instead of trying to read the tea leaves to determine what the current and future governments will do with the inclusion rate, we try and take advantage of the fact that capital gains are only triggered once realized.

Unrealized capital gains essentially embed an interest-free loan from the government until you sell a stock or have a deemed disposition (e.g. on death without available offsets or rollovers). We try and take advantage of this free loan by investing in companies that are growing and tend to compound their value at attractive rates over long periods of time (e.g. businesses with tailwinds). Using this approach, the tax bill rarely comes due and the effect of the interest-free loan is to deliver superior after-tax returns to clients in taxable accounts. [Link to full article](#)

### **Gratitude**

The global pandemic has impacted every one of the 7.8 billion human inhabitants of planet Earth. Some tragically so. Being in my middle years, lately I find myself drawn to reflecting on the big existential questions.

To my thinking, an essential part of the miracle that is life is struggle and overcoming hardships. But the timeless wisdom of the ancient Stoics teaches that we can train our minds to be resilient. It teaches that every one of us can find joy and things in our life to be thankful for.

It can be something as simple as a nature walk. A pleasant memory. Pavarotti singing the climax of *Nessun Dorma*. Random acts of human kindness. Appreciating the improbability that our species even exists and possesses the ability to contemplate the wonders of the universe.

In the spirit of Canadian Thanksgiving, I feel inspired to give thanks for these and a few more of my many blessings.

To the firm's clients, thank you for the privilege of managing your capital alongside my own. GreensKeeper will celebrate its 10th anniversary next year and the firm has grown every year since inception. It would not have happened without your trust and support.

Reading and lifelong learning are my passions. I am blessed to work in a profession that rewards those skills, challenges me daily and fosters my creative expression via stock picking, portfolio construction and writing.

Value investing has also introduced me to a community of like-minded investors around the globe whose friendship and generosity in sharing ideas continues to humble me. I suppose this sharing culture stems from the fact that we are all disciples of Buffett and Munger who themselves selflessly share their wisdom openly. If you haven't studied both of their lives, you should.<sup>(1)</sup> They are a true gift to the world—far, far beyond the realm of investing.

I enjoy teaching others about value investing and watching our four summer analysts progress was immensely rewarding. I am thankful for the gift of working with people who challenge me and whose company I enjoy—thanks Michelle and James!

Finally, I have been blessed with two daughters who I am immensely proud of and whose progress in life bring me much joy. I am fortunate to be surrounded by a family whose guidance, support and unconditional love enriches my life. I have much to be thankful for.

Happy Thanksgiving!



Michael P. McCloskey

President, Founder &  
Chief Investment Officer

<sup>(1)</sup> I recommend *The Snowball: Warren Buffett and the Business of Life* by Alice Schroeder and *Poor Charlie's Almanack: The Wit and Wisdom of Charles T. Munger* by Peter Kaufman.

## GreensKeeper Value Fund

As at September 30, 2020

### Fund Details

	Class A	Class D*	Class F*	Class G**
Fund Codes	GRN 101	GRN 103	GRN 105	GRN 107
NAV	\$16.37	\$10.00	\$17.28	\$13.27
MER (%)	1.8%	2.3%	1.3%	< 1.8%
Min. Initial Investment	\$50,000	\$25,000	\$25,000	\$1 million
Load Structure	No Load			
Performance Fee	20% over 6.0% annual hurdle. High-water mark (perpetual).			
Registered Plan Status	100% Eligible (RRSPs, TFSAs, RESPs, RDSPs, LIRAs, RIFs, etc.)			
Inception Date	November 1, 2011			
Type of Fund	Long equity, Long-term capital appreciation			
Fund Category	Global Equity			
Currency	CAD			
Valuations	Monthly			
Redemptions	Monthly on 30 days' notice			
Distribution Frequency	Annually (December)			

#### Fund Distributions - \$/Unit (Class A)

2012	\$0.2318	2016	\$0.5416
2013	\$0.2147	2017	\$0.0000
2014	\$0.6542	2018	\$0.5752
2015	\$0.2939	2019	\$0.5626

### Service Providers

Investment Manager	GreensKeeper Asset Management Inc.
Administrator and Registrar	SGGG Fund Services Inc.
Auditor	KPMG LLP
Custodian	National Bank Independent Network
Legal Counsel	Borden Ladner Gervais LLP

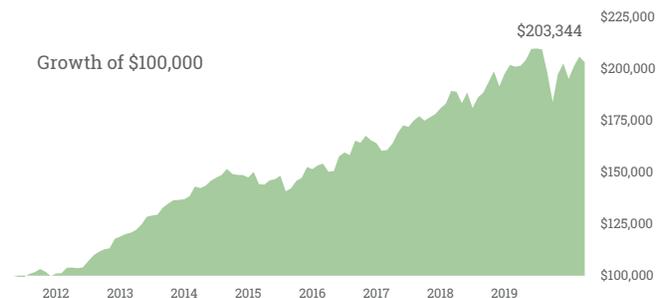
### Investment Objective

To deliver absolute returns to unitholders (net of all fees) in excess of both the S&P/TSX Index and the S&P500 Index (measured in Canadian dollars) over the long term. The Fund seeks to accomplish its set objective through investments in a concentrated portfolio, primarily in equities from any sector and market capitalization.

### Investment Eligibility

Accredited Investors including Investment Advisors (IAs) with long-term time horizons seeking to better protect and diversify their clients' equity portfolios.

### Portfolio Performance (Class A)



Compound Returns <sup>(1)(2)</sup>	Annualized					
	1 MO	YTD	1 YR	3 YR	5 YR	Inception
Value Fund	-1.3%	-3.2%	0.8%	7.4%	7.1%	8.3%

### Portfolio Allocations

Asset Mix *		Sector	
U.S. Equities	72.6%	Technology	30.1%
Cash	18.3%	Healthcare & Pharma	20.2%
EMEA Equities	9.1%	Cash & Equivalents	18.3%
		Insurance	14.6%
		Financial Services	12.9%
		Consumer & Retail	3.9%

\* Based on corporate domicile.

## GreensKeeper Value Fund

### Leadership Team



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### Statistical Analysis <sup>(3)</sup>

	Value Fund	S&P/TSX	S&P500 (\$CAD)
Fund Beta vs. Selected Index	n/a	0.46	0.56
Standard Deviation	7.5%	11.1%	11.1%
Sharpe Ratio	0.99	0.53	1.43
Best Month	7.4%	10.8%	11.6%
Worst Month	-7.1%	-17.4%	-8.1%
Percentage Positive Months	71.0%	66.4%	72.9%
Maximum Drawdown	-12.3%	-22.3%	-14.5%
CAGR Since Inception	8.3%	6.3%	17.9%

### Investment Philosophy

We follow a time-tested value investing process and conduct bottom-up fundamental research to identify attractive and underpriced equity investments for the portfolio. GreensKeeper believes in buying an interest in a quality business for less than its true worth or *intrinsic value*. That discount provides us with our *margin of safety* to safeguard our clients' investments.



#### Aversion to Leverage

Aversion To Leverage : We avoid the use of leverage. As a result, we are never forced to sell when market conditions are difficult (and stocks are undervalued).



#### Our Best Ideas

Only our best ~20 ideas find their way into the Value Fund. We prefer to assume shorter term volatility in exchange for what we expect will be longer-term outperformance.



#### How We View Risk

We reject the premise that volatility is the proper way to define and measure risk. Instead we believe that risk is best defined as the risk of a permanent loss of our clients' capital.

### Disclosures

<sup>(1)</sup> All returns are as at September 30, 2020 for Class A Units. <sup>(2)</sup> GreensKeeper Asset Management Inc. (GKAM) assumed the investment management responsibilities of the Value Fund on January 17, 2014. Prior to that date, the Value Fund was managed by Lightwater Partners Ltd. while Mr. McCloskey was employed by that firm. <sup>(3)</sup> Where applicable, all figures are annualized and based on Class A monthly returns since inception. Risk-free rate calculated using 90-day CDN T-bill rate. \* Class D Units are available to purchasers who acquire their Units through another eligible registered dealer. Class F Units are available to purchasers who participate in fee-based programs through eligible registered dealers. \*\* Class G Units are for purchasers who have greater than \$1 million managed by GreensKeeper and who enter into a Class G Agreement with us. Class G Units are not charged a management fee or performance fee by the Fund as Fees are paid directly to the Manager pursuant to the Class G Agreement.

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The Funds are offered by GKAM and distributed through authorized dealers. Trailing commissions, management fees, performance fees and expenses all may be associated with an investment in the Funds. The fees and expenses charged in connection with this investment may be higher than the fees and expenses of other investment alternatives and may reduce returns. There is no guarantee that the investment objective will be achieved. Past performance should not be mistaken for, and should not be construed as, an indicator of future performance. The performance figures for the GreensKeeper Value Fund include actual or estimated performance or management fees and are presented for information purposes only. This document has been compiled by GKAM from sources believed to be reliable, but no representations or warranty, express or implied, are made as to its accuracy, completeness or correctness. All opinions and estimates constitute GKAM's judgment as of the date of this document, are subject to change without notice. GKAM assumes no responsibility for any losses, whether direct, special or consequential, that arise out of the use of this information. Certain statements contained in this presentation are based on, *inter alia*, forward looking information that are subject to risks and uncertainties. All statements herein, other than statements of historical fact, are to be considered forward looking. Such forward-looking information and statements are based on current expectations, estimates and projections about global and regional economic conditions. There can be no assurance that such statements will prove accurate and, therefore, readers are advised to rely on their own evaluation of such uncertainties. Further, to the best of GKAM's knowledge the information throughout the presentation is current as of the date of the presentation, but we specifically disclaim any duty to update any forward-looking information. The GreensKeeper Value Fund strategy in no way attempts to mirror the S&P/TSX or the S&P500. The S&P/TSX Composite Index and the S&P500 Index are provided for information purposes only as widely followed indices and have different compositions and risk profiles than the GreensKeeper Value Fund.

## GreensKeeper Value Fund

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### **Disciplined**

Value Investing is simple, but not easy. At GreensKeeper we put in the work and have the proper temperament to succeed in the stock market.

### **Alignment of Interests**

Our founder is among our largest investors and has over 70% of his family's net worth invested alongside our clients. Does your investment manager have any of his/her own money invested alongside yours?

### **Owner Managed**

Our clients deal directly with the people actually making the investment decisions. Do you know who is managing your money?

**#DemandMore**

## GreensKeeper Value Fund

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### Testimonials

Don't just take our word for it. See what our clients are saying :

*"My family has known Michael for over 20 years and we have invested in the Value Fund. He has a track record of success and we sleep soundly at night knowing that he is growing our investments safely."*

**Dr. Erin Ray,**  
Anesthesiologist  
Royal Victoria Hospital

*"Michael has a conservative yet productive approach to selecting companies to invest one's hard earned cash. I will be increasing my level of funds with Michael."*

**Peter McDonnell**  
Retired, Former President  
Adcom Inc

*"I have known Michael for over 15 years and consider him a valued and trusted adviser. His prudent investment approach for the long term that ignores the short term market volatility is the reason we have invested much of our long term savings with him."*

**Erik de Witte**  
Entrepreneur, Former President  
TD Financing Services

*"We began investing with GreensKeeper in 2013. A large portion of our three grandchildren's education money is guided by Michael McCloskey and his patient advice. We have a long-term view towards investing and trust in the fund's risk aversion strategy for preservation of capital. I recommend GreensKeeper to my friends and family."*

**Timothy A. Brown**  
President & CEO  
ROI Corporation

The foregoing testimonials are from existing GreensKeeper client families and may not be representative of the views of all people or investors. Certain testimonials were provided unsolicited and others were provided by request.