

# Annual Management Report of Fund Performance

December 31, 2024

**Beutel Goodman American Equity Fund** 

**BEUTEL GOODMAN MANAGED FUNDS** 

This Annual Management Report of Fund Performance contains financial highlights but does not contain the complete annual or interim financial statements of the investment fund. You can get a copy of the annual or interim financial statements at your request at no cost (contact details on this page) or by visiting our website at www.beutelgoodman.com or SEDAR+ at www.sedarplus.ca.

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

Certain portions of this report, including, but not limited to, "Results of Operations" and "Recent Developments", may contain forward-looking statements about the Fund, including its strategy, risks, expected performance and condition. Forward-looking statements include statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as "expects", "anticipates", "intends", "plans", "believes", "estimates" and other similar forward-looking expressions. In addition, any statement that may be made concerning future performance, strategies or prospects, and possible future Fund action, is also a forward-looking statement. Forward-looking statements are based on current expectations and forecasts about future events and are inherently subject to, among other things, risks, uncertainties and assumptions which could cause actual events, results, performance or prospects to be incorrect or to differ materially from those expressed in, or implied by, these forward-looking statements.

These risks, uncertainties and assumptions include, but are not limited to, general economic, political and market factors, domestic and international, interest and foreign exchange rates, equity and capital markets, business competition, technological change, changes in government regulations, unexpected judicial or regulatory proceedings, and catastrophic events. This list of important factors is not exhaustive. Please consider these and other factors carefully before making any investment decisions and avoid placing undue reliance on forward-looking statements. The Fund has no specific intention of updating any forward-looking statements whether as a result of new information, future events or otherwise, prior to the release of the next Management Report of Fund Performance.

#### **Beutel Goodman Managed Funds**

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### Management Discussion of Fund Performance

#### **Investment Objectives and Strategies**

This Fund seeks long-term capital growth primarily through investments in common shares and other equity securities of established American issuers.

The Fund invests in equity securities selected from a universe of potential candidates whose management have consistently demonstrated a commitment to create shareholder value without undue financial leverage. A value approach is applied, and research is directed to identify stocks which can be purchased at a reasonable price.

#### Risk

There were no significant changes to the investment objectives or strategies that affected the Fund's overall level of risk during the year. The risks of investing in this Fund and the suitability of the Fund for investors remain as discussed in the Prospectus.

#### **Results of Operations**

Over the 12-month period ended December 31, 2024, Beutel Goodman American Equity Fund (the "Fund"), Class B returned 19.12% versus 36.36% for the Fund's benchmark, the S&P 500 Index (C\$). Unlike the benchmark, the Fund's return is net of fees and expenses paid by the Fund. Please refer to the "Annual Compound Returns" in the Past Performance section for the returns of all classes of the Fund. Detailed performance is provided under the heading "Past Performance" in this report.

The long-awaited interest rate cut finally arrived from the U.S. Federal Reserve (Fed) in September, following the lead of global central banks who began their cutting cycles earlier in the year. The Fed elected to cut by 50 basis points (bps) off the bat and added two additional 25 bps cuts at its November and December meetings. This shift to accommodative monetary policy had a stimulative effect on markets, which then pulled back in December after a hawkish shift in tone by the Fed. The U.S. equity market has benefited from the AI (artificial intelligence) theme during the period, which boosted the "Magnificent 7" stocks and the overall index to record valuations.

#### Key Contributors to Performance

- The top-performing sectors during the period relative to the benchmark were Industrials, Financials and Energy. Stock selection in the Industrials sector, a combination of both stock selection and an overweight position in the Financials sector, and a zero-weight allocation to Energy contributed to the Fund's relative performance.
- Over the period, the largest individual contributors to Fund performance included American Express Co., Kellanova and NetApp Inc.

#### Key Detractors from Performance

- From a sector perspective, the Fund's holdings in the Communication Services, Consumer Discretionary and Information Technology sectors were the largest detractors from the Fund's relative performance over the period. Stock selection in the Communication Services and Consumer Discretionary sectors, and a combination of stock selection and an underweight in the Information Technology sector detracted from the Fund's relative performance.
- Over the period, the largest individual detractors from Fund performance included Biogen Inc., Polaris Inc. and Medtronic PLC.

#### **Portfolio Activity**

- The portfolio management team (the "team") employs a stock selection process that is based on identifying securities trading at a significant discount to their business value. The Fund's sector and stock weights are outcomes of the team's investment decisions based on bottom-up fundamentals and business quality. As a by-product of the team's bottom-up investment process, market performance and general management activity, the following changes occurred in the Fund's portfolio during the reporting period:
  - The Fund's Materials, Health Care, Financials and Communication Services sector weightings increased over the period because of relative performance and the team's buy/sell activities.
  - The Fund's Industrials, Consumer Discretionary, Consumer Staples and Information Technology sector weightings decreased over the period because of relative performance and the team's buy/sell activities.
  - Medtronic PLC and Chubb Ltd. were new additions to the Fund.
  - The Fund's position in WK Kellogg Co. and Parker-Hannifin Corp. were liquidated.

#### **Recent Developments**

We do not profess to know what will happen to markets in 2025; however, given current valuation levels and expectations for further revenue acceleration, margin expansion and earnings growth, we anticipate equity market volatility to continue, with the potential for sharp drawdowns should any earnings or guidance announcements fall short of these high expectations embedded in U.S. equities. We believe this risk is particularly acute with respect to Growth stocks, and across the Information Technology, Communication Services and Consumer Discretionary sectors.

We continue to apply our disciplined equity value investment strategy to the Fund's portfolio regardless what's happening in markets.

#### **Related Party Transactions**

Beutel, Goodman & Company Ltd. ("BG") is the Manager, Trustee and Portfolio Advisor to this Fund. The Fund pays a management fee to BG as compensation for its services. The Fund pays a fixed administration fee to BG, which in turn pays certain operating expenses of the Fund. BG as trustee of the Fund earns a fee which is paid by the Manager from the fixed administration fee paid by the Fund.

The Fund did not rely on any recommendation or approval of its Independent Review Committee to proceed with any transaction involving related parties because it did not conduct any related party transactions, except for certain inter-fund trades (if any) and the management and administrative fees as described above, as approved by the Independent Review Committee by standing instructions, and subject to regulatory requirements. Management Fees: As Manager, BG is paid a management fee from each class of the Fund based on the average daily net asset value of the particular class. The fee is payable monthly, in arrears, and is calculated at the annualized rate specified for each class of the Fund as set out in the table below. Management fees for Class I units are negotiated and paid directly by the investor, not by the Fund, and, therefore, are not listed.

		As a Percentage of Management Fees				
	Maximum Annual Management Fee Rate %	Dealer Compensation %	General Administration, Investment Advice and Profit %			
Class B	1.85	53	47			
Class D	1.25	20	80			
Class F	0.90	0	100			

Administration Fee: The Manager receives a fixed administration fee to pay certain operating expenses of the Fund. These expenses include audit and legal fees; custodian and transfer agent fees; costs attributable to the issue, redemption and change of units, including the cost of the security holder record-keeping system; expenses incurred in respect of preparing and distributing all regulatory reports; fund accounting and valuation costs; independent review committee fees and filing fees, including those incurred by us. The administration fee may vary by class of units and by Fund.

BG, as trustee of the Fund, earns a fee which is paid by the Manager from the administration fee paid by the Fund.

### **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 past 5 years ended December 31. This information is derived from the Fund's audited annual financial statements and is provided for each class of units.

#### Financial Highlights per unit

#### **Class B Units**

(for the years ended December 31)

\$	2024	2023	2022	2021	2020
Net assets, beginning of year	26.05	24.33	23.58	23.72	24.08
Increase (decrease) from operat	ions				
Total revenue	0.67	0.61	0.57	0.54	1.42
Total expenses	(0.74)	(0.62)	(0.59)	(0.64)	(0.71)
Realized gains (losses) for the year	3.59	(0.05)	1.36	3.32	1.81
Unrealized gains (losses) for the year	1.33	1.83	0.31	(0.36)	(1.25)
Total increase (decrease) from operations <sup>(1)</sup>	4.85	1.77	1.65	2.86	1.27
Distributions to unitholders per unit:					
From net investment income (excluding dividends)	_	_	_	_	_
From dividends	_	0.05	-	-	0.52
From capital gains	2.38	_	1.00	2.95	1.49
From return of capital	_	_	_	_	_
Total annual distributions (2)	2.38	0.05	1.00	2.95	2.01
Net assets, end of year (3)	28.71	26.05	24.33	23.58	23.72

#### **Ratios and Supplemental Data**

#### **Class B Units**

(for the years ended December 31)

	2024	2023	2022	2021	2020
Total net asset value (\$) (000's) <sup>(4)</sup>	99,288	73,536	65,432	67,782	70,108
Number of outstanding units (000's) <sup>(4)</sup>	3,458	2,823	2,689	2,875	2,955
Management expense ratio (5)	2.17%	2.16%	2.16%	2.16%	2.16%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	N/A	N/A	N/A	N/A	N/A
Portfolio turnover rate (7)	31%	7%	26%	44%	41%
Trading expense ratio (%) (8)	0.03%	0.01%	0.03%	0.04%	0.06%
Net asset value per unit, end of year	28.71	26.05	24.33	23.58	23.72

#### Financial Highlights per unit

#### **Class D Units**

(for the years ended December 31)

\$	2024	2023	2022	2021	2020
Net assets, beginning of year	18.31	17.07	16.43	16.44	16.71
Increase (decrease) from operation	ions				
Total revenue	0.47	0.42	0.39	0.38	1.01
Total expenses	(0.38)	(0.32)	(0.30)	(0.32)	(0.38)
Realized gains (losses) for the year	0.01	(0.03)	0.95	2.31	1.26
Unrealized gains (losses) for the year	3.67	1.24	(0.06)	(0.28)	(0.95)
Total increase (decrease) from operations <sup>(1)</sup>	3.77	1.31	0.98	2.09	0.94
Distributions to unitholders per unit:					
From net investment income (excluding dividends)	_	_	_	_	_
From dividends	0.02	0.12	-	0.02	0.50
From capital gains	1.68	-	0.70	2.06	1.04
From return of capital	-	-	_	_	-
Total annual distributions (2)	1.70	0.12	0.70	2.08	1.54
Net assets, end of year (3)	20.30	18.31	17.07	16.43	16.44

#### **Ratios and Supplemental Data**

**Class D Units** 

(for the years ended December 31)

	2024	2023	2022	2021	2020
Total net asset value (\$) (000's) <sup>(4)</sup>	43,367	44,306	47,866	99,790	106,147
Number of outstanding units (000's) <sup>(4)</sup>	2,137	2,420	2,804	6,074	6,456
Management expense ratio (5)	1.50%	1.50%	1.49%	1.49%	1.50%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	N/A	N/A	N/A	N/A	N/A
Portfolio turnover rate (7)	31%	7%	26%	44%	41%
Trading expense ratio (%) <sup>(8)</sup>	0.03%	0.01%	0.03%	0.04%	0.06%
Net asset value per unit, end of year	20.30	18.31	17.07	16.43	16.44

### **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 past 5 years ended December 31. This information is derived from the Fund's audited annual financial statements and is provided for each class of units.

#### Financial Highlights per unit

#### **Class F Units**

(for the years ended December 31)

\$	2024	2023	2022	2021	2020
Net assets, beginning of year	18.29	17.08	16.55	16.60	16.86
Increase (decrease) from operat	ions				
Total revenue	0.48	0.43	0.40	0.38	1.00
Total expenses	(0.30)	(0.25)	(0.24)	(0.26)	(0.32)
Realized gains (losses) for the year	2.82	(0.03)	0.97	2.34	1.29
Unrealized gains (losses) for the year	0.64	1.24	0.40	(0.33)	(0.90)
Total increase (decrease) from operations <sup>(1)</sup>	3.64	1.39	1.53	2.13	1.07
Distributions to unitholders per unit:					
From net investment income (excluding dividends)	_	_	_	_	_
From dividends	0.15	0.22	0.19	0.12	0.56
From capital gains	1.69	-	0.71	2.09	1.06
From return of capital	_	_	_	-	_
Total annual distributions (2)	1.84	0.22	0.90	2.21	1.62
Net assets, end of year (3)	20.23	18.29	17.08	16.55	16.60

#### **Ratios and Supplemental Data**

#### **Class F Units**

(for the years ended December 31)

	2024	2023	2022	2021	2020
Total net asset value (\$) (000's) <sup>(4)</sup>	420,863	308,083	255,101	168,138	151,778
Number of outstanding units (000's) <sup>(4)</sup>	20,804	16,845	14,939	10,158	9,143
Management expense ratio (5)	1.10%	1.10%	1.09%	1.09%	1.10%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	N/A	N/A	N/A	N/A	N/A
Portfolio turnover rate (7)	31%	7%	26%	44%	41%
Trading expense ratio (%) (8)	0.03%	0.01%	0.03%	0.04%	0.06%
Net asset value per unit, end of year	20.23	18.29	17.08	16.55	16.60

#### Financial Highlights per unit

#### **Class I Units**

(for the years ended December 31)

\$	2024	2023	2022	2021	2020
Net assets, beginning of year	19.69	18.37	17.77	17.84	18.16
Increase (decrease) from operat	ions				
Total revenue	0.51	0.46	0.43	0.41	0.98
Total expenses	(0.09)	(0.08)	(0.08)	(0.08)	(0.15)
Realized gains (losses) for the year	2.75	(0.04)	1.03	2.53	1.49
Unrealized gains (losses) for the year	1.12	1.35	0.33	(0.33)	(0.74)
Total increase (decrease) from operations <sup>(1)</sup>	4.29	1.69	1.71	2.53	1.58
Distributions to unitholders per unit:					
From net investment income (excluding dividends)	_	_	_	_	_
From dividends	0.37	0.43	0.37	0.33	0.84
From capital gains	1.84	-	0.77	2.26	1.15
From return of capital	_	_	_	_	_
Total annual distributions (2)	2.21	0.43	1.14	2.59	1.99
Net assets, end of year (3)	21.80	19.69	18.37	17.77	17.84

#### **Ratios and Supplemental Data**

**Class I Units** 

(for the years ended December 31)

	2024	2023	2022	2021	2020
Total net asset value (\$) (000's) <sup>(4)</sup>	2,253,055	1,921,174	1,777,010	1,690,163	1,444,066
Number of outstanding units (000's) <sup>(4)</sup>	103,350	97,583	96,753	95,108	80,956
Management expense ratio (5)	0.07%	0.07%	0.07%	0.07%	0.07%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	0.11%	0.11%	0.11%	0.11%	0.11%
Portfolio turnover rate (7)	31%	7%	26%	44%	41%
Trading expense ratio (%) (8)	0.03%	0.01%	0.03%	0.04%	0.06%
Net asset value per unit, end of year	21.80	19.69	18.37	17.77	17.84

- (1) Net asset value per unit and distributions to unitholders per unit are based on the actual number of units outstanding for the relevant class at the relevant time. The increase (decrease) from operations is based on the weighted average number of units outstanding for the relevant class over the fiscal year.
- (2) Distributions were paid in cash or automatically reinvested in additional units of the Fund.
- (3) This is not a reconciliation of the beginning and ending net assets per unit.
- (4) This information is provided as at year end of the year shown.
- (5) Management expense ratio is based on total expenses (excluding commissions and other portfolio transaction costs) for the stated year and is expressed as an annualized percentage of daily average net asset value during the year.
- (6) The Manager may have waived or absorbed some of the fund expenses. If this had occurred, the management fee ratio before any such waiver or absorption is listed. The Manager may terminate the waiver or absorption at any time, at its discretion. It is not known when such waivers or absorptions will be terminated.
- (7) The Fund's portfolio turnover rate indicates how actively the Fund's portfolio advisor manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the fiscal 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 higher turnover rate and the performance of a Fund. Portfolio turnover rate equals the lesser of the costs of purchases and proceeds of sales of portfolio securities for the year divided by the average value of the portfolio securities.
- (8) The trading expense ratio represents total commissions and other portfolio transaction costs disclosed in the Statements of Comprehensive Income expressed as an annualized percentage of daily average net asset value of the Fund during the year.

#### Past Performance

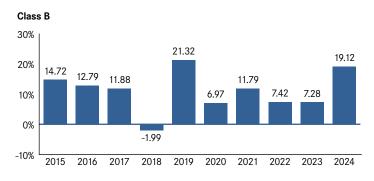
The performance returns below:

- are calculated as of December 31 in each year;
- assume all distributions made by the Fund are reinvested to purchase additional units; and
- show the returns of the particular class of the Fund after any applicable management fees and operating expenses have been deducted, but are not reduced by any redemption charges, optional charges or income taxes payable by you that would have reduced returns on performance.

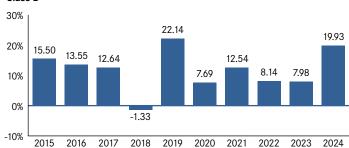
Please remember that the past performance of the Fund is not an accurate prediction of future returns.

#### Year-by-Year Returns

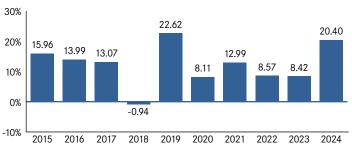
The bar chart indicates the Fund's annual performance for each of the year's shown and illustrates how the Fund's performance has changed from year to year. The bar chart shows in percentage terms how much an investment made on the first day of each financial year would have grown or decreased by the last day of each financial year.



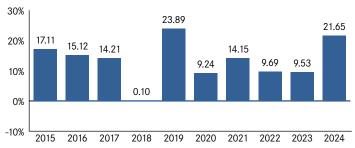
Class D



Class F



Class I



#### **Annual Compound Returns**

The following table shows the Fund's historical annual compound total returns for each of the periods indicated ended on December 31, 2024, as compared to the performance of the S&P 500 Index (C).\*

Class B	10 Years (%)	5 Years (%)	3 Years (%)	Past Year (%)
Beutel Goodman American Equity Fund	10.95	10.42	11.14	19.12
S&P 500 Index (C\$)	15.55	16.92	13.76	36.36

Class D	10 Years (%)	5 Years (%)	3 Years (%)	Past Year (%)
Beutel Goodman American Equity Fund	11.69	11.16	11.88	19.93
S&P 500 Index (C\$)	15.55	16.92	13.76	36.36

Class F	10 Years (%)	5 Years (%)	3 Years (%)	Past Year (%)
Beutel Goodman American Equity Fund	12.13	11.60	12.33	20.40
S&P 500 Index (C\$)	15.55	16.92	13.76	36.36

Class I	10 Years (%)	5 Years (%)	3 Years (%)	Past Year (%)
Beutel Goodman American Equity Fund	13.28	12.76	13.49	21.65
S&P 500 Index (C\$)	15.55	16.92	13.76	36.36

\* The S&P 500 Index (C\$) is designed to represent the U.S. equity market.

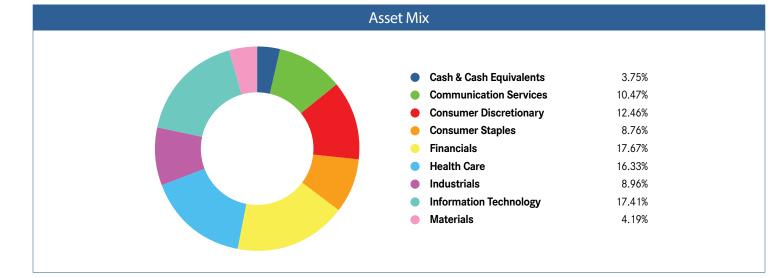
A discussion of the relative performance of the Fund is under the Results of Operations section of this report.

### Summary of Investment Portfolio

The following information may change due to the ongoing portfolio transactions of the Fund. More current information regarding the holdings of the Fund may be obtained on our website at www.beutelgoodman.com.

#### Summary of Top 25 Holdings

lssu	ier Name	% of Net Assets
1.	Gen Digital Inc.	4.96
2.	eBay Inc.	4.66
3.	Merck & Co., Inc.	4.66
4.	American Express Co.	4.65
5.	Amdocs Ltd.	4.47
6.	Comcast Corp., Class A	4.34
7.	Kimberly-Clark Corp.	4.22
8.	PPG Industries, Inc.	4.18
9.	QUALCOMM Inc.	4.01
10.	Medtronic PLC	3.97
11.	NetApp Inc.	3.94
12.	Amgen Inc.	3.55
13.	Omnicom Group Inc.	3.21
14.	The Campbell's Co.	3.20
15.	Chubb Ltd.	3.08
16.	Ameriprise Financial Inc.	3.01
17.	Biogen Inc.	2.96
18.	Interpublic Group of Cos Inc./The	2.91
19.	Harley-Davidson Inc.	2.66
20.	BlackRock, Inc.	2.66
21.	SEI Investments Co.	2.60
22.	Cummins Inc.	2.47
23.	Westinghouse Air Brake Technologies Corp.	2.41
24.	Masco Corp.	2.30
25.	Gentex Corp.	2.04





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