

Canadian equity manager builds on strong performance record

Why invest?

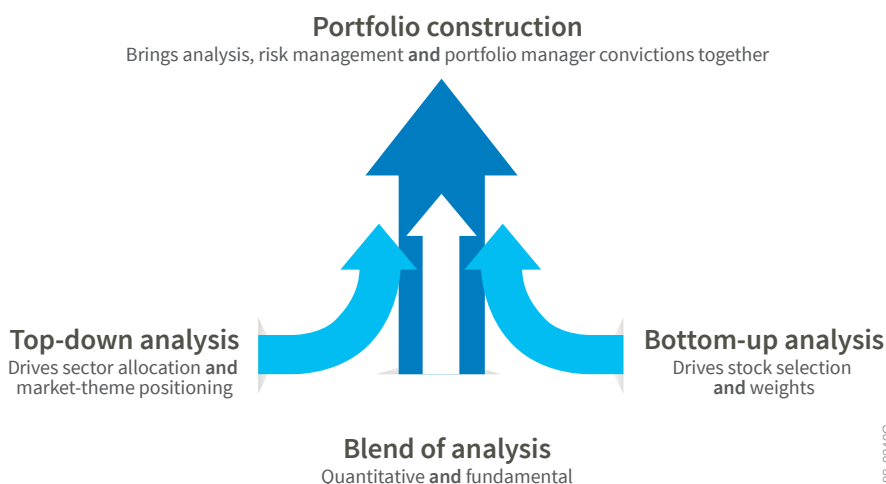
GWL Investment Management (GWLIM) takes a unique, multi-faceted investment approach to capitalize on market themes through all periods of a market cycle. The fund invests primarily in Canadian equities for a high level of long-term growth.

Investment objective

To achieve a high level of long-term capital growth by investing primarily in Canadian equities.

Investment philosophy: a blend of top-down and bottom-up styles

Unlike many Canadian equity funds, this fund takes a top-down approach, analyzing macroeconomic themes such as trends in commodities, resources and interest rates. That's important because resources and commodities underpin the entire Canadian equity market. Based on these themes, GWLIM then takes a bottom-up approach, seeking companies with a range of market capitalizations. When they find the right stocks, they invest in meaningful positions with growth potential.



GWL Investment Management

A division of GLC Asset Management Group Ltd.

Firm name:

GWL Investment Management

Risk rating:



Asset category:

Canadian equity

Competitive advantages

- They use both top-down and bottom-up analysis when building portfolios, instead of focusing purely on bottom-up analysis. First, the team analyzes macroeconomic themes (top-down), then based on this analysis, they select the securities that fit these themes and have the potential for growth (bottom-up)
- The team focuses on companies that exhibit accelerating revenue and earnings growth – to capture opportunities for long term growth for investors
- The GWLIM team has a long track record of outperforming the benchmark,* and this experience lends itself to the management of this fund

* Based on 1-, 3-, 5-, and 10-year gross returns of the GWLIM Canadian All Cap Growth Equity Fund compared to the S&P/TSX Composite Index.

Pathways Canadian Equity Fund

Meet the manager



Patricia Nesbitt, CFA, BA, Senior Vice-President, Equities

Since 1991, Patricia has overseen GWLIM's equity portfolio management, analyst and research teams. She's also the lead portfolio manager for the GWLIM Canadian All Cap Growth equity mandate, and she chairs the GLC Asset Mix Committee, which oversees all GLC's balanced portfolios. She's also a former president of the Winnipeg Society of Financial Analysts and past chair of the Winnipeg Humane Society.

The GWL Investment Management story

GWLIM is a division of GLC Asset Management Group Ltd. (GLC). As a leading asset-management firm, GLC manages \$55.3 billion in assets (at June 2018) across a range of traditional, specialty and alternative portfolio strategies. For more than 50 years, GLC has fostered a culture of excellence in portfolio management.

A description of the key features of the segregated fund policy is contained in the information folder. Any amount allocated to a segregated fund is invested at the risk of the policyowner and may increase or decrease in value. This fund is available through a segregated funds policy issued by Canada Life.

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