



MANDEVILLE
PRIVATE CLIENT INC.®

MAKING CLIENTS WEALTHY
OUR MISSION

Framework for Successful Investing

To be successful in any endeavour, you must follow a three-step process:

1. Identify a role model
2. Get their recipe and follow it
3. Do not change it

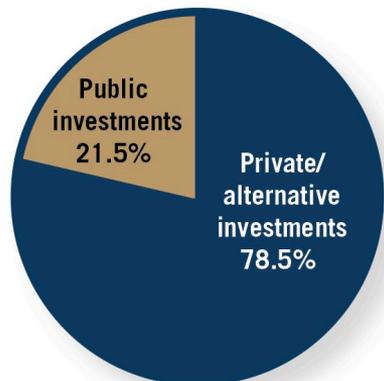
Institutional investors:

- **Pension plans:** CPP, OTPP, OMERS,
Endowment funds: Harvard, Yale

Do you know what their
portfolios consist of?

Role Models of Wealth Creation

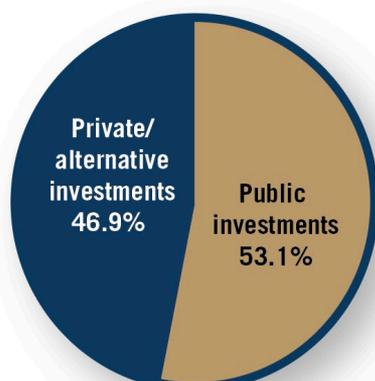
Yale



As at June 30, 2020

Source: <https://news.yale.edu/2020/09/24/investment-return-68-brings-yale-endowment-value-312-billion>

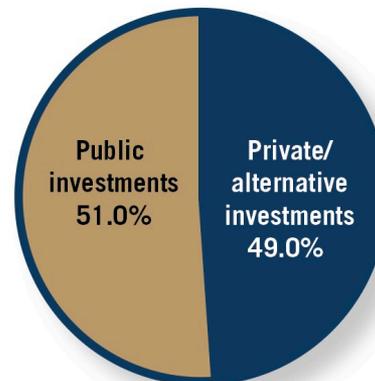
Canada Pension Plan (CPP)



As at June 30, 2021

Source: <https://www.cppinvestments.com/public-media/headlines/2021/cpp-investments-net-assets-total-519-6-billion-at-first-quarter-fiscal-2022>

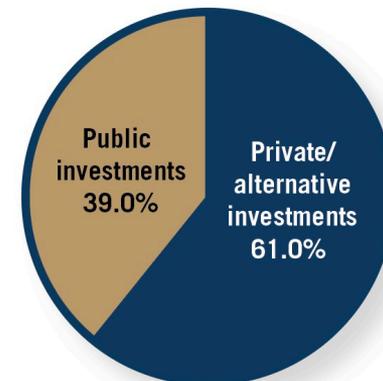
OMERS



As at June 30, 2021

Source: <https://www.omers.com/mid-year-investment-update>

OTPP



As at June 30, 2021

Source: <https://www.otpp.com/news/article/a/ontario-teachers-net-assets-total-227-7-billion-at-mid-year-2021>

“To invest successfully over a lifetime does not require a stratospheric IQ, unusual business insights, or inside information. What’s needed is a sound intellectual framework for making decisions and the ability to keep emotions from corroding that framework.”

Warren Buffett, Preface to
“The Intelligent Investor” by Benjamin Graham

Successful investing requires:

1. **Framework**
2. Control of Emotions
3. Access

Mr. Buffett is a master capital allocator. When Warren Buffett was asked “how he became such a master capital allocator?”

“I am a better investor because I am a business man and I am a better business man because I am an investor.”

Therefore, to be great capital allocators we must think and act like business owners and investors.

Five Laws of Wealth Creation:

- Own a few high quality businesses
- Thoroughly understand these businesses
- Ensure these businesses are domiciled in strong, long-term growth industries
- Use other people's money prudently
- Hold these businesses for the long run

Attributes of wealth-creating businesses

- 1 Owner of the business is also the operator of the business.
- 2 Ownership is heavily concentrated.
- 3 Key stakeholders are personified in the company and vice versa.
- 4 Autocratic management style.
- 5 Entrepreneurial management style.
- 6 Low turnover in management positions.
- 7 Symmetrical risk and reward for management.
- 8 Business set goals for the long term.
- 9 Board focus on growth.
- 10 Value of the business is based on fundamentals: sales, market share and margins.

Successful investing requires:

- ✓ Framework
- ✓ **Control of Emotions**
- ✓ **Access**

"Never let a good crisis go to waste" ·

Winston Churchill

*"Be fearful when others are greedy and greedy
when others are fearful."*

Warren Buffett

“Investing is simple, but not easy.”

Warren Buffett

- Qualified Investment professionals
- Investment framework
- Quality public, private and alternative opportunities

Thank you