



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

Invest like the most successful institutions and affluent investors. Look at the results:

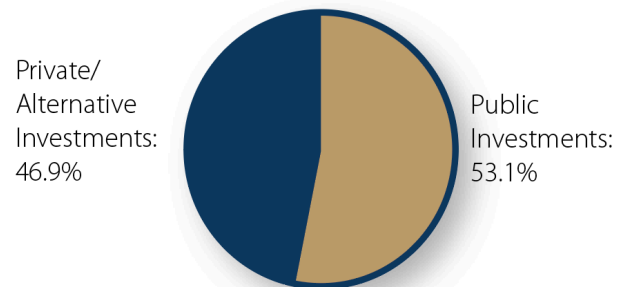
	1 Year	10 Years	20 Years
Yale Endowment Fund ^{††}	6.8%	10.9%	9.9%
S&P 500 Index ^{***}	7.4%	14.0%	5.9%

[†] The returns of the Yale Endowment Fund are provided for illustrative purposes only. Since the fund does not necessarily invest in the same securities as the benchmark or in the same proportion, the performance of the fund may not be directly comparable to the benchmark. In addition, the fund's performance returns reflect the use of leverage.

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

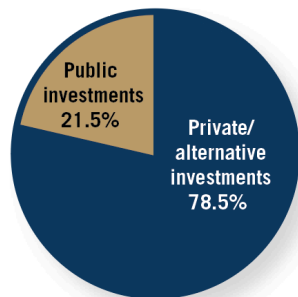
^{***} As at June 30, 2020, Bloomberg

Canada Pension Plan (CPP) current mix:



As at June 30, 2020 - Source: <https://www.cppinvestments.com/public-media/headlines/2020/net-assets-total-434-4-billion-at-first-quarter-fiscal-2021>

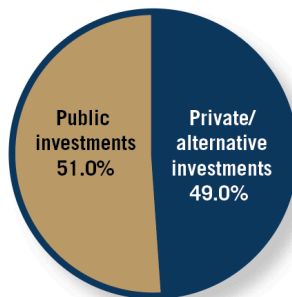
Yale



As at June 30, 2020

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

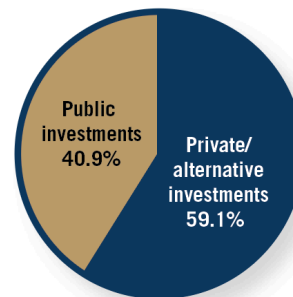
OMERS



As at December 31, 2019

Source: <https://www.omers.com/investing-highlights>

OTPP

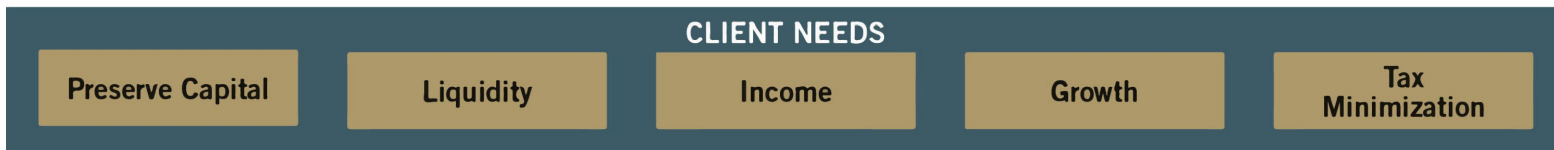


As at June 30, 2020

Source: <https://www.otpp.com/news/article/-/article/1125145>

1. Capital preservation
2. Growth of capital
3. Income generation
4. Tax minimization
5. Liquidity

INVESTOR ROLE MODEL APPROACH



STANDARD APPROACH

“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

1. 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

Successful investing requires:

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

“Investing is simple, but not easy.”

Warren Buffett

“Be fearful when others are greedy and greedy when others are fearful.”

Warren Buffett