



Opening Remarks by Debra Hewson | Odlum Brown's 24th Annual Address

It is my pleasure to welcome all of you today. Before we start the presentations, I would like to speak about our firm and how we think about you – our valued clients.

For 95 years, Odlum Brown has focused on advising our clients on how to grow and preserve their wealth.

We have done this by consistently focusing on certain core principles, which have become the proven drivers of our business, and of our clients' success:

- We are committed to remaining independent and employee-owned.
- We are committed to a disciplined investment approach.
- We are committed to providing our clients with the highest possible level of service.

For those of you who are already clients, you know how dedicated our Portfolio Managers are to understanding your needs; building deep relationships; and helping you reach your financial goals. They are very good at what they do, and collectively they look after more than \$12 billion for our clients.

You likely also know that our Portfolio Managers are guided by a Research team that is committed to finding the high-quality businesses that will help provide both wealth preservation and long-term growth.

What may be less obvious to our clients is the team behind the scenes, who are equally as dedicated to delivering the administrative support and services our clients deserve and expect.

These are real people, many whom have made Odlum Brown their home for a long time.

People like Gloria, who for 37 years has managed our GIC desk. Every day, Gloria makes sure that our advisors get the best GIC rates, and that their clients' orders are filled. She ensures that the interest and the redemptions are paid on time.

People like Joy, who for the past four years has made sure that our clients' dividend and interest payments are credited to their accounts on their respective pay dates.

People like Angie, who for 24 years has made sure that your RRSP, TFSA and other registered account contributions are recorded and monitored.

These are just some of the team of 267 people at our firm, who work every day to provide you with the best possible service and experience.

We are very proud of our family. This past November, Odlum Brown was recognized as having one of Canada's Most Admired Corporate Cultures. Needless to say this recognition is one in which the entire Odlum Brown team takes enormous pride.

While there are many reasons behind this recognition, I think one of the most important is this. By remaining committed to being employee-owned and independent, we have been able to align our employees' interests with our clients' best interests.

That's good for everyone. It is another way that being different is making a difference.

It is now my pleasure to turn matters over to Murray Leith, our Executive Vice President and Director of Investment Research, to share with you how we think about investing in our changing world. Murray will be followed by Fai Lee, Steve Boland, and Steve Zicherman. Each of them will discuss companies they are excited about and why.

Thank you again for sharing your time with us today and for choosing Odlum Brown as your investment firm. We are very fortunate to have such great clients – thank you for taking this journey with us.