



VALUE
PARTNERS
INVESTMENTS

Q3 2019 | NEWSLETTER

VPI INCOME POOL

SUSTAINABLE INCOME

WHAT YOU OWN



VS.

WHAT YOU DON'T OWN



What does the business do?

Largest integrated health-care services provider in the U.S. that serves 4.5 million customers every day



Difficult to compete with: CVS has brought a pharmacy, pharamacy benefits manager and health insurance under one umbrella



Consistently generates cash flow from operations



Pays owners a 3.2% dividend yield



Cost transparency company that allows patients to see the prices of surgeries and medical services across various providers



Not difficult to compete with: Competitors give away the same service for free



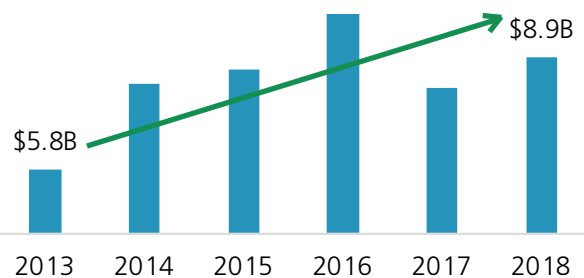
Has never earned positive net income nor has its operations generated any cash



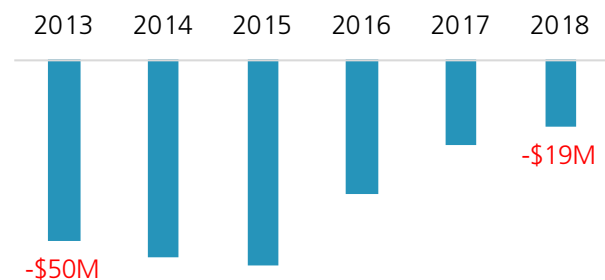
Cannot afford to pay owners a dividend

Making money?

Cash from Operations (USD)

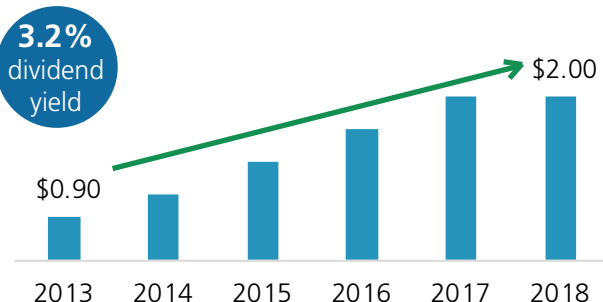


Cash from Operations (USD)

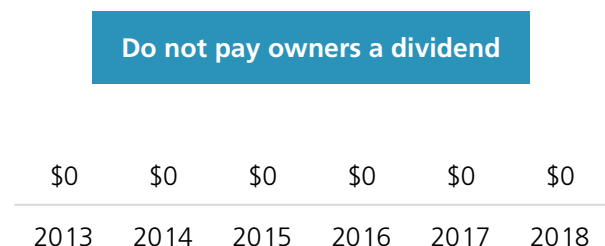


Providing a sustainable income?

Dividends Per Share (USD)



Dividends Per Share (USD)



Cash from operations and dividends per share for the fiscal years ending December 31. Dividend yield as of September 30, 2019. Sources: S&P Capital IQ, Patient Capital Management, Company Investor Relations



THE OUTLOOK IS POSITIVE!

All of our businesses are showing improvements in their fundamentals.

	Increased Dividend	Buy Back Shares	Reduced Debt	Acquired Comp.	Operational Improvements
Bank of Nova Scotia	✓	✓		✓	
CIBC	✓	✓		✓	
Canadian Natural Resources	✓	✓	✓	✓	✓
Canadian Utilities	✓		✓		✓
Cenovus Energy			✓	✓	✓
Ensign Energy			✓	✓	✓
Linamar			✓	✓	✓
Bed, Bath & Beyond	✓	✓			✓
CVS Health		✓	✓	✓	✓
Honda Motor		✓			✓
Kimco Realty	✓				✓
Macy's			✓		✓
Total S.A.	✓				✓
WPP			✓	✓	✓

AND THE POOL IS CURRENTLY YIELDING 4.1%

Chart data as of June 30, 2019. Pool yield as of September 30, 2019. Yield is determined by applying the following formulae: $(\text{Dividend} + \text{Interest Income} / \text{Market Value}) * 100$. Source: Patient Capital Management, Company Investor Relations, Value Partners Investments.



EQUITY CALENDAR YEAR PERFORMANCE (EXCLUDING FEES)

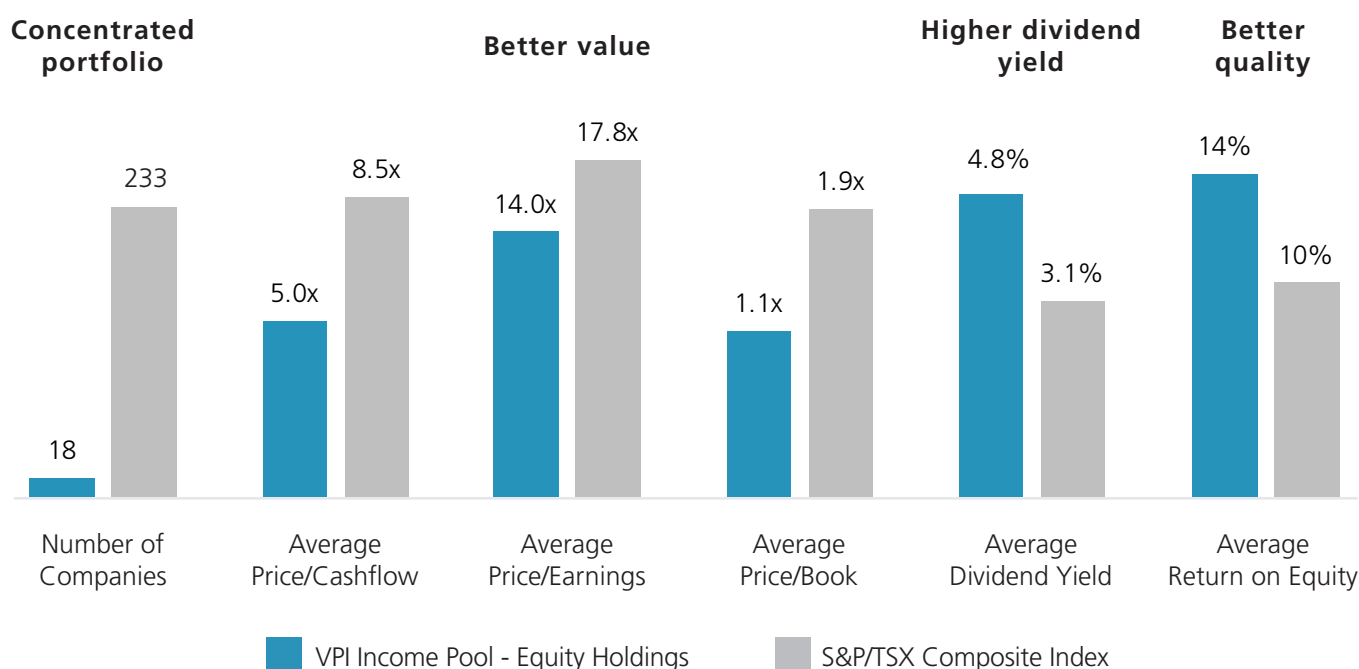
	2014	2015	2016	2017	2018	5 Year Annualized Growth ³
Equities ¹	21.1%	12.4%	30.6%	-7.9%	-2.5%	9.8%
Benchmark ²	10.6%	-8.3%	21.1%	9.1%	-8.9%	4.1%



5.7%
difference

¹Equity portion of the VPI Income Pool is managed by Patient Capital Management. ²S&P/TSX Total Return. ³Compound Annual Growth Rate. Returns for the years ending December 31. Source: Patient Capital Management

OWN THE BEST, LEAVE THE REST



Average Price/Cashflow (P/CF), Price/Earnings (P/E), Price/Book (P/B), and Dividend Yield are weighted by portfolio value in Canadian dollars. Negative P/CF and P/E are not meaningful and have been excluded from the weighted average calculations. S&P/TSX Composite Index figures are weighted by market capitalization and are from S&P Dow Jones Indices, a division of S&P Global. Average Return on Equity (ROE) for the S&P/TSX Composite Index is the long term (>20 year) average return on equity. ROE for the Income Pool is the weighted average of the portfolio constituents' five year ROE. A negative five year average ROE is not meaningful and has been excluded from the weighted average calculation. Data as of September 30, 2019. Source: Patient Capital Management, S&P Capital IQ.

STANDARD PERFORMANCE INFORMATION

Q3 2019



	1 YEAR	3 YEARS	5 YEARS	10 YEARS
SERIES A	-0.3%	1.6%	3.4%	4.3%

Note: Annualized returns as of September 30, 2019.

DISCLAIMER

This brochure has been prepared based on information that is publicly available or that has been provided by Value Partners Investments Inc. (Value Partners). The information provided includes views or opinions of Value Partners, in its capacity as the fund manager of VPI Income Pool (the Pool), and does not constitute individual, legal, investment, or tax advice about the Pool or the issuers discussed therein. Information about specific issuers of securities has been made available by Value Partners for the sole purpose of providing additional background information on the holdings in the Pool, and is not intended to be investment advice about the merits of investing directly in these issuers. The comparison of specific stocks as "What You Own" and "What You Don't Own" is provided to illustrate the key characteristics that Value Partners uses in its investment process to identify great businesses at reasonable prices. Please consult your own legal, investment, and/or tax advisor prior to making a decision to invest in the Pools.

The complete holdings of the Pool are disclosed in its Statement of Investment Portfolio semi-annually. On a quarterly basis, the Pool discloses its top 25 holdings in its Summary of Investment Portfolio. Both these documents are available on our website at www.valuepartnersinvestments.ca. Value Partners has engaged two registered portfolio managers, Patient Capital Management Inc., the principal portfolio manager of the Pool, and Canso Investment Counsel Ltd, to make decisions about the investments made by the Pool – these investment decisions are not made by Value Partners.

Commissions, trailing commissions, management fees, and expenses all may be associated with mutual fund investments. Please read the fund facts document and the prospectus before investing. The indicated returns represent historical annual compounded total returns, including changes in share or unit value and reinvestment of all dividends, and do not take into account sales, redemption, distribution, or optional charges or income taxes payable by any security holder that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance will not tell you how the Pool will perform in the future, particularly since the investment objectives of the Pool, as well as the portfolio manager of the Pool, changed effective December 1, 2013.

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