



**MACKENZIE**  
Investments

**Ivy  
Team**

Style

**Growth**

Asset Mix

**Equities  
Balanced**

Region

**Global  
Canada**

# Meeting long-term goals with long-term thinking

*Time to read: 10 min*

At Mackenzie Ivy, we achieve long-term growth through careful and patient investing, rather than chasing short-term gains.

We look for companies with growth potential that will play out over the next decade, not just the next quarter. Our team searches worldwide for quality that lasts, waiting for the right opportunity at the right price. Through rigorous research and analysis, we seek to identify companies with competitive advantages and success drivers that can endure for long periods.

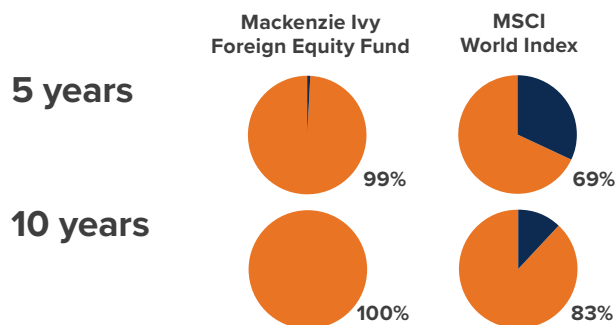
Ours is a time-tested, trusted approach. The Mackenzie Ivy Team has been investing in Canada and around the world for 30 years and is entrusted with \$10 billion of assets. We bring decades of expertise, with combined portfolio manager experience of nearly 150 years.

## Mackenzie Ivy Team: Capital protection is a key component of growth.

At Mackenzie Ivy, we believe that minimizing loss is a key component of growth. Our disciplined and patient approach aims to smooth the investment journey, allowing our investors to sleep at night, even when markets are rocky. By striving to outperform in down markets and participate enough in bull markets, we expect to achieve above-average compound returns over a full market cycle.

### Growing investors' capital for 30 years

Percentage of periods with a positive return (October 1992-July 31, 2022)\*



\*Based on 298 five-year and 238 10-year rolling periods since October 1992. Source: Morningstar Direct. Fund performance: 1-year -7.2%, 5-year 5.6%, 10-year 8.9%; as of July 31, 2022.

### The Mackenzie Plus

- + A 10-year view**  
Targeting stocks with long-term growth potential
- + Quality that lasts**  
Investing in great businesses worldwide, sustained by strong corporate culture
- + Seeking growth with less volatility**  
Managing downside risk is a key part of growing wealth

### MANDATES

- Mackenzie Ivy Canadian Fund
- Mackenzie Ivy European Fund
- Mackenzie Ivy Foreign Equity Fund
- Mackenzie Ivy Foreign Equity Currency Neutral Fund
- Mackenzie Ivy International Fund

### COMPONENTS

- Mackenzie Ivy Canadian Balanced Fund
- Mackenzie Ivy Global Balanced Fund
- Mackenzie Ivy Global Equity ETF

**Investors + Advisors + Mackenzie** That's better together



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## A 10-year view

*Targeting stocks with long-term growth potential.*

At Mackenzie Ivy, we look for businesses that are positioned to perform well over long periods of time. To achieve this, we focus on companies that are likely to have consistent earnings thanks to their proven products and services, ability to innovate, and strong leadership. We believe this allows us to generate more consistent returns.

In our view, long-term thinking results in a less volatile, less risky portfolio and a smoother journey for investors, making them more likely to stay the course and achieve their long-term financial goals.

## Quality that lasts

*Investing in great businesses worldwide, sustained by a strong corporate culture.*

Through rigorous research and analysis, we aim to identify companies with competitive advantages and success drivers that can be sustained over long periods. Our teams of regional and sector specialists search Canada, the US, Europe and Asia, curating a watchlist of hundreds of stocks. For a company's dominance to be sustained well into the future, we look for management teams that are committed to reinvesting in their competitive advantage and fostering a strong corporate culture.

## Seeking growth with less volatility

*Managing downside risk is a key part of growing wealth.*

We aim to provide careful growth and protection of capital over long periods. We protect our investors' capital by being disciplined in the prices we're willing to pay for stocks. And when we believe prices are too high, we may prefer to hold cash or gold while waiting for valuations to improve.

Our strategy is to outperform in down markets and participate enough in bull markets to achieve above-average compound returns over a full market cycle. We believe that downside risks matter. By lessening the impact of market downturns on investors' portfolios, we make it easier for them to stay invested for the long term.

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**“We believe a strong  
corporate culture  
is key. Culture is hard  
to build and impossible  
to copy.”**

**— Matt Moody**  
Senior Vice President,  
Portfolio Manager,  
Head of Team

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## The Mackenzie Ivy Team



**Matt Moody, MBA, CFA**  
Senior Vice President, Portfolio Manager, Head of Team

Joined Mackenzie in 2005, investment experience since 1999

- Specializes in European equities.
- Previously held various investment research and analyst roles for four years at a leading mutual fund firm.
- BBA; International MBA, Schulich School of Business, York University.



**Hussein Sunderji, MBA, CFA**  
Vice President, Portfolio Manager

Joined Mackenzie in 2013, investment experience since 2007

- Specializes in Global equities.
- Worked as an equity research associate at two Canadian bank-owned investment dealers for four years, covering the retail, consumer products and technology sectors.
- BSc in Computer Science; MBA, Rotman School of Management, University of Toronto.



**James Morrison, MBA, CFA**  
Vice President, Portfolio Manager

Joined Mackenzie in 2014, investment experience since 2005

- Specializes in Canadian equities.
- Previously worked as a sell-side equity research analyst and investment banker at an independent investment dealer.
- BBA from Bishops University; MBA in Finance from Dalhousie University.



**Adam Gofton, CFA**  
Vice President, Portfolio Manager

Joined Mackenzie in 2013, investment experience since 2007

- Specializes in global equities.
- Worked as a research associate analyst for three years at a global investment bank.
- BComm from Queen's University.



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## The Mackenzie Ivy Team (cont'd)



**Jason Miller, MBA, CFA**  
AVP, Portfolio Manager

Joined Mackenzie in 2016, investment experience since 2008

- Specializes in European equities.
- Worked as an investment analyst for five years at an investment management firm, and two years at an equity research company.
- BSc in Engineering; MBA in Finance, Rotman School of Management, University of Toronto.



**Marlena Zabielska, CFA**  
AVP, Portfolio Manager

Joined Mackenzie in 2021, investment experience since 2012

- Previously worked as a portfolio manager, overseeing \$3 billion in long-only equity assets at an independent investment management firm.
- BA (Hons) from Ivey School of Business, Western University.



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Mandates	Series	Prefix	FE	BE*	LL2*	LL3*	Mgmt Fee	MER*
Mackenzie Ivy Canadian Fund	A	MFC	083	613	7024	3159	2.00%	2.45%
	F	MFC	075				0.75%	1.00%
	PW	MFC	6100				1.75%	2.11%
Mackenzie Ivy European Fund	A	MFC	8443	8444	8465	8447	2.00%	2.52%
	F	MFC	8445				0.80%	1.05%
	PW	MFC	8461				1.80%	2.16%
Mackenzie Ivy Foreign Equity Fund	A	MFC	081	611	7017	3158	2.00%	2.52%
	F	MFC	077				0.80%	1.07%
	PW	MFC	6104				1.80%	2.17%
Mackenzie Ivy Foreign Equity Currency Neutral Fund	A	MFC	8480	8485	8503	8486	2.00%	2.53%
	F	MFC	8481				0.80%	1.06%
	PW	MFC	8498				1.80%	2.17%
Mackenzie Ivy International Fund	A	MFC	289	303	7010	3201	2.00%	2.49%
	F	MFC	096				0.80%	1.05%
	PW	MFC	6160				1.80%	2.16%
Mackenzie Ivy Global Balanced Fund	A	MFC	086	616	7000	3182	1.85%	2.33%
	F	MFC	395				0.75%	1.00%
	PW	MFC	6107				1.75%	2.11%
Mackenzie Ivy Canadian Balanced Fund	A	MFC	082	612	7021	3160	1.75%	2.17%
	F	MFC	078				0.70%	0.94%
	PW	MFC	6108				1.20%	1.49%

\*MER as of March 31, 2022.

The MSCI World Index is a free float adjusted, market capitalization weighted index that is designed to measure the equity market performance of developed markets. It consists of 24 developed market country indices.

Effective June 1, 2022, the redemption charge purchase option, and the low-load purchase option are no longer available for purchase, including those made through systematic purchase plans such as pre-authorized contribution plans. Switching from securities of a Mackenzie Fund previously purchased under the redemption charge or low-load purchase options to securities of another Mackenzie Fund, under the same purchase option, will continue to be available until such redemption schedules expire.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

The content of this document (including facts, views, opinions, recommendations, descriptions of or references to, products or securities) is not to be used or construed as investment advice, as an offer to sell or the solicitation of an offer to buy, or an endorsement, recommendation or sponsorship of any entity or security cited. Although we endeavor to ensure its accuracy and completeness, we assume no responsibility for any reliance upon it.

## Why Mackenzie

Our mission is to create a more invested world together, so that all Canadians can be better off.

## Invested in the future, together

We build unshakeable relationships with advisors to help investors reach their potential through a broad range of innovative investment solutions for all investor needs. We're committed to investing in a responsible, sustainable future, while making investments easier to understand.

## Specialist expertise and solutions

Mackenzie offers a choice of 16 investment boutiques—specialist teams that pursue distinct strategies and opportunities.

## Backed by strength

One of Canada's largest asset managers, Mackenzie is part of IGM Financial and the Power Financial Group of Companies, trusted advice champions with over C\$2,940 billion in assets. (31/01/24)



For more information about the **Mackenzie Ivy Team**, please contact your financial advisor.