

The *Steadyhand* Holiday Letter

Dear clients, friends and those who came across our company searching for a camcorder that doesn't shake:

2012 has been a memorable year on many fronts: persistent debt problems in Europe, slowing growth in China, the facebook IPO flop, exceptionally low interest rates, the U.S. fiscal cliff, a second term for Obama, a surge in the S&P 500, and of course the NHL lockout.

It was a noteworthy year around the shop, too. Here are some of the highlights.

WINTER

- We experienced a fantastic RRSP season, increasing our client base by 25% and opening our 1,500th account. The backoffice was humming.
- Our annual client presentation, *Where to From Here?*, went off without a hitch. The sessions were held in five cities across the country, where we reviewed our perspective on the markets and provided advice for investors on portfolio positioning. The crowds were buzzing (nothing to do with the wine, of course).



- After five years, Tom finally got a fund named after him! In mid-February we launched the Founders Fund, which is a balanced mix of our income and equity funds with Tom's oversight on asset mix and rebalancing. Clients had been asking for a vehicle that captures all of what we do, so we obliged. Clearly, Scott lost the rock, paper, scissors on the name.
- We introduced [Emmylou](#), a typical fifty-something Steadyhand client (notwithstanding her mono-tooth) that some investors may have a lot in common with, and whose investing decisions they may want to follow.

SPRING

- We turned 5! Despite pronounced turbulence in the capital markets since our inception, we had much to celebrate. Our balanced clients achieved first quartile returns over our first five years and maintained a steady hand on their portfolios throughout the ups and downs.
- Alan Hamade joined the team as our Operations Manager. He's a 30-year industry veteran with a soft spot for Meat Loaf and Maple Leafs. [Meet Alan](#).
- We try to bring our investors inside the tent as much as possible and on this note posted videos on our website of Craig Armour and Wil Wutherich, the managers of our Global Equity Fund and Small-Cap Equity Fund, respectively. The Toronto International Film Festival hasn't returned our calls.



SUMMER

- We revamped our performance reporting on steadyhand.com. Along with publishing annualized returns for each fund, we added calendar year, cumulative, and rolling 5-year returns. A key factor in assessing investment performance is knowing how you've done. We wanted to make it easier.
- Chris tied the knot in a beautiful celebration of love, matrimony ... and fist pumping.
- As we do every year, we updated our co-investment number. On average, 81% of our team's financial assets are invested alongside our clients in the Steadyhand funds.
- [Patricia Lizama](#) joined Steadyhand as our Office Manager/ Executive Assistant. Tom officially has no more excuses for the unruly mountains of paper growing on his desk.



FALL



- Morningstar updated their [Stewardship Grades for 2012](#) and we were proud to be one of only two companies to receive an overall 'A' grade. The Steadyhand Income Fund was also recognized as the *Best Canadian Balanced Fund* at the Morningstar Canadian Investment Awards.
- In the name of comfort and efficiency, we bought new chairs and a Microsoft Surface (tablet) for client meetings in the Vancouver boardroom. If you'd like to schedule a portfolio review, we'd love to welcome you - especially if you know anything about Windows 8.
- In what has been our busiest year to date, we opened our 2,000th client account, saw our assets under management grow by 50%, and

most importantly, provided strong returns and a steady hand for our clients.

As we close the books on 2012, we're gratified with the strides we've made this year and the returns our clients have achieved. It's working. The Steadyhand tribe is growing. We look forward to working together in 2013 and beyond.

Happy Holidays!

The Steadyhand Team

Patricia's Holiday Cheer

When the rain and snow is falling, let the bubbles rise. This crisp, refreshing cocktail will help brighten your holiday season.

1.5 oz champagne
0.5 oz vodka
2 oz pomegranate juice
Pomegranate seeds

Shake pomegranate juice and vodka with ice and strain into glass. Add champagne and pomegranate seeds and enjoy!

