



WHY YOU SHOULD INVEST IN THE GEORGIAN INCOME GROWTH PORTFOLIO

TOP TEN REASONS

1. A New Era:

Slow secular growth; no dramatic business cycles; intense global price competition; consistent earning power hard to find; continuing volatility

Our solution: real cash / dividends are the portfolio focus – the most valuable and reliable strategy to build wealth.

2. Cash Productivity:

Bank accounts; Treasury Bills; Canada Bonds; etc., offer little return.

In contrast, the portfolio yields 5.7%, with favourable dividend tax treatment.

3. Alternative to Bonds:

As interest rates rise, the value of bonds will decline. Capital losses will offset interest income; hence, the investor will earn no return.

However, dividends will grow as the economy grows, and the underlying businesses will grow in value – providing an excellent total return.

4. Barbell Strategy:

Investors in volatile companies, albeit possibly high growth – gold, energy, high-tech, etc. – should have a balancing, predictable portfolio, based upon steady cash flow. Both may win, but one will be more consistent than the other (Income Growth).

5. Transparent Strategy and Holdings:

Twenty-five best ideas – all sizes of quality companies – total flexibility – no leverage or derivatives.

6. Unique Composition:

Income trusts – high yield equities – preferred shares – no bonds. Unlike ‘common’ Income portfolios in our industry.

7. Asset Size Advantage:

Our asset base is relatively small vs. competition, and will be purposely so, for many years. Our portfolio is focused on selective ideas which are often not material to other firms.

***PRESERVATION OF CAPITAL:**

This is our prime objective – in sometimes uncertain markets.

***CASH IS KING:**

Consistency of cash flow and dividends, plus growth of same, provide true value build up within the portfolio; along with superior income for our investors.

(Nobody is a perfect 10.)

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