



MACKENZIE  
Investments

Global Equity  
& Income Team

Style

Growth  
Income

Asset Mix

Equities

Region

Global

# We seek to uncover great business models anywhere in the world.

Time to read: 10 min

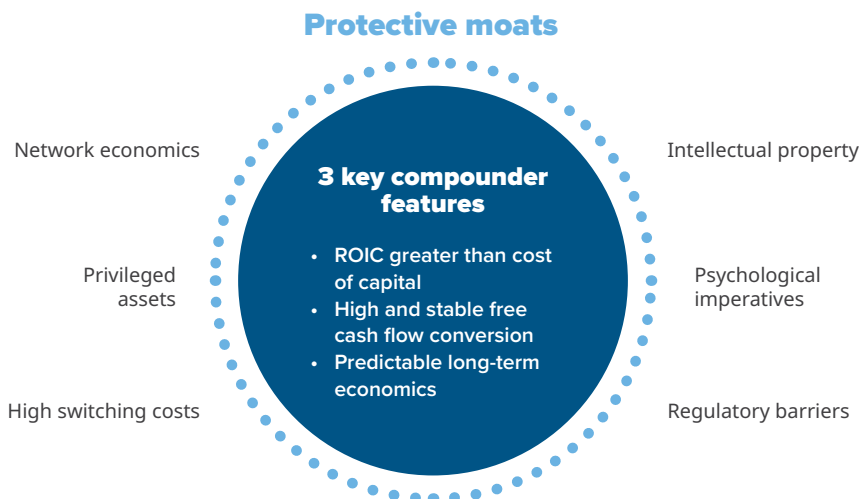
We look the world over for business models that we believe can grow sustainably and generate reliable returns over the long term. While markets often focus on the short term, we take a perspective of years, not quarters.

Our Team believes that compounding wealth and generating attractive risk-adjusted returns over time requires a diversified portfolio of high-quality, mainly dividend-paying, businesses near the top of the value chain within their industries.

## Mackenzie Global Equity and Income Team: A committed team with exacting standards.

For over 15 years, the Team has maintained a watchlist of nearly 400 companies with the criteria they require. The Team is comprised of seasoned industry veterans who invest the majority of their public equity investments in the funds they run, aligning their interests with every unit holder.

Here's what a company needs to be on our Dream Team watchlist of the world's most attractive companies.



### The Mackenzie Plus

- + **Compounding growth**  
Pursuit of great companies that meet our exacting criteria
- + **All-weather equity**  
Designed to capture growth and manage risk in any market environment
- + **Opportunity oriented**  
Foresight to seize opportunities across the value-growth spectrum

#### MANDATES

- Mackenzie Global Dividend Fund
- Mackenzie International Dividend Fund
- Mackenzie Tax Managed Global Equity Fund
- Mackenzie US Dividend Fund

#### COMPONENTS

- Mackenzie Canadian Dividend Fund
- Mackenzie Global Strategic Income Fund
- Mackenzie Income Fund
- Mackenzie Strategic Income Fund



## Compounding growth

*We pursue great companies that meet our exacting criteria.*

We seek meaningful ownership stakes in what we believe are the most attractive companies worldwide that are selling at a discount to our fair value estimates.

We believe great companies are:

- Dividend-paying and/or leading companies growing organically, and consistently delivering reasonable returns
- Protected by a moat, a durable competitive advantage that helps maintain profit margins
- In industries with strong thematic tailwinds and predictable long-term economics with low risk of disruption from outside forces
- Structured with reasonable levels of debt for the industry in which they reside, and display low levels of capital intensity in their operations

## All-weather equity

*We aim to capture growth and manage risk in any market environment.*

Our investing style combines the stability of dividends and the growth potential of capital gains, and aims to smooth performance across a market cycle. We build core portfolios that are broadly diversified by country, sector, industry and investment style. Searching the global universe, we tap into mainly developed markets, including the United States, Europe and Asia, to access a broad mix of companies in all sectors. With this approach, we have earned a track record of consistent performance and capital preservation through challenging market scenarios.

## Opportunity oriented

*We seize opportunities across the value-growth spectrum.*

With the flexibility to invest across the style continuum, we aim to deliver attractive risk-adjusted returns, no matter what the world throws at us. Our Dream Team watchlist allows us to act quickly on opportunities to buy superior companies when prices fall below what we believe they're worth.

Through ongoing assessment and re-evaluation, we can make small pivots, while staying true to our mandate. We aren't swayed by short-term trends; instead we rely on in-depth analysis and foresight to spot opportunities others may miss.

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**“We’re looking  
for businesses we think  
can grow sustainably,  
which is actually really  
hard to do over the  
long-term.”**

— Darren McKiernan

Head of Team, Mackenzie Global Equity  
and Income Team

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**“We’re not a growth  
fund or a value fund.  
We go where the  
opportunities are.”**

— Darren McKiernan

Head of Team, Mackenzie Global Equity  
and Income Team

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## The Mackenzie Global Equity and Income Team



**Head of Team: Darren McKiernan, CFA**  
Senior Vice President, Portfolio Manager

Joined Mackenzie in 2013; investment experience since 1995

- With over 25 years of investment experience, Darren has held senior portfolio management roles at some of Canada's most renowned investment firms.
- Former Vice President and Lead Portfolio Manager of a global dividend fund at a leading investment management company.
- Co-managed US equities at a global investment firm.
- BComm (Hons.) degree from University of Manitoba.



**Ome Saidi, MBA, CFA**  
Vice President, Portfolio Manager

Joined Mackenzie in 2013; investment experience since 2007

- Sector generalist with a focus on international equities.
- Former investment analyst for European equities at a leading investment firm.
- Worked at a UK-based firm, specializing in North American equities.
- BComm degree in Finance from University of Toronto; MBA from London Business School.



**Katherine Owen, MBA, CFA**  
Vice President, Portfolio Manager

Joined Mackenzie in 2020; investment experience since 1996

- 19 years in senior executive and portfolio manager roles at a global leader in investing, where she specialized in global healthcare and consumer sectors.
- Former global strategy equity analyst at a major bank.
- BSc degree in Mathematics; MBA from Dalhousie University.



**James Barnby, MBA, CFA**  
Director, Investment Research

Joined Mackenzie in 2019; investment experience since 2016

- Three years at a Toronto-based asset management firm.
- BSc degree in Civil Engineering from University of Manitoba; MBA from the Ivey Business School at the University of Western Ontario.



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## The Mackenzie Global Equity and Income Team *(cont'd)*



**Alan Zhu**  
Investment Analyst

Joined Mackenzie in 2022; investment experience since 2020

- BA degree from the Ivey School of Business at the University of Western Ontario



Mandates	Series	Prefix	FE	BE	LL2	LL3	Mgmt Fee	MER*
Mackenzie Global Dividend Fund	A	MFC	2710	3621	7143	4086	2.00%	2.52%
	F	MFC	2422	–	–	–	0.80%	1.05%
	PW	MFC	6010	–	–	–	1.80%	2.15%
Mackenzie International Dividend Fund	A	MFC	8008	8009	8011	8010	2.00%	2.50%
	F	MFC	8013	–	–	–	0.80%	1.06%
	PW	MFC	8019	–	–	–	1.80%	2.13%
Mackenzie Tax Managed Global Equity Fund	A	MFC	8310	8311	8313	8312	2.00%	2.53%
	F	MFC	8315	–	–	–	0.80%	1.05%
	PW	MFC	8318	–	–	–	1.80%	2.16%
Mackenzie US Dividend Fund	A	MFC	4732	4733	7231	4734	1.85%	2.36%
	F	MFC	4736	–	–	–	0.80%	1.04%
	PW	MFC	6489	–	–	–	1.80%	2.15%

\* MER as of September 30, 2021.

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.

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## 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 17 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\$1,237 billion in assets. (31/12/21)



For more information about the **Mackenzie Global Equity and Income Team**, please contact your financial advisor.