



Business Owners Buying Businesses™

## 17 YEARS OF UNWAVERING COMMITMENT TO OUR INVESTORS

When EdgePoint was launched in November 2008, [we made a simple promise to put our investors first](#).

Seventeen years later, that commitment remains at the heart of everything we do.

Here are the numbers that guide us every day.

**307,144**

### Investors we serve\*

Number of investors who have entrusted us with their hard-earned wealth.

**1,183**

### Advisor partnerships\*

Our top 20% of advisors represent about 85% of our total retail assets under management. We believe in the value of good financial advice.

**5%<sup>i</sup>**

### Percentage of all Canadian advisors we've partnered with\*

There are thousands of advisors in Canada. We only partner with a small percentage of them because we know the importance of being a valued partner to a few versus everything to everybody.

**\$21.4B<sup>ii</sup>**

### Wealth created for our investors since inception\*\*

We measure success based on how much money we've made for our investors, not our assets under management.

**9.42%<sup>iii</sup>**

### Average annualized return of long-term EdgePoint investor accounts\*

Investors who have invested with us for at least 10 years have benefitted from committing to our investment approach.

**\$173M<sup>iv</sup>**

### Fees saved since inception by our investors\*\*

Fee savings vs. competitors through lower fees.

**\$0**

### Spent on traditional marketing and advertising

Hockey rink ads don't help investors' bottom line.

\* September 30, 2025

\*\* December 31, 2024



83,590<sup>v</sup>

**Accounts receiving 10-Year Partner Program rebates\***

We believe it's important to show our appreciation for our investors' commitment over the years. Those who have stuck with our investment approach for 10 years or more pay [lower management fees](#).

\$22.6M

**Total amount rebated for the 10-Year Partner Program\***

The rebate is reinvested in additional units of the owned Portfolios' applicable series.

62,525

**New 10-Year Partner Program accounts over the next two years\***

The end of the first decade marks the beginning of when the magic of compounding really starts to accelerate. We're excited to welcome these new members to the club!

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**Investment approach**

The [same active management approach](#) applied since we launched in 2008 – business owners buying or lending to businesses.

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**Silos between Investment Team members**

Sharing research across team members with different focuses allows us to act quickly when opportunities arise, whether it's on the equity or credit side.

6

**Portfolios available to our investors**

We aren't a supermarket of funds, we only launch a fund if we believe an untapped opportunity exists that can compound our clients' wealth. We will also [close Portfolios](#) based on opportunistic ideas once that idea has played out and we're pleased with the outcome.

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93<sup>vi</sup>

**Internal EdgePoint partners who own a stake in the business\*\*\***

Everyone you speak with at EdgePoint is an owner in our business, not just an employee. We think and act like owners because we are.

\$417M<sup>vii</sup>

**Co-investment\*\***

EdgePointers as a group represent one of the single-largest investors in our products. [Having "skin in the game" is another way of showing you that we're here for the long term](#). It also provides greater stability and helps to nurture a true partnership between us and the investors we serve.

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\* September 30, 2025

\*\* December 31, 2024

\*\*\* November 17, 2025



<sup>i</sup> Source: Investment Industry Regulatory Organization of Canada (IIROC) & Mutual Fund Dealers Association (MFDA). 2022. "MFDA and IIROC Members approve the creation of a single new SRO", IIROC & MFDA. September 22, 2022. The announced merger indicated that IIROC and the MFDA regulated over 32,000 and 76,695 individuals, respectively.

<sup>ii</sup> As at December 31, 2024. Includes since inception total returns from all investments managed by EdgePoint Investment Group Inc., net of fees and taxes charged directly to the respective portfolios. Excludes fees and taxes paid directly by investors.

<sup>iii</sup> Source: CIBC Mellon. As at December 31, 2024. Average since inception return of EdgePoint investor accounts with a minimum 10-year holding period. EdgePoint Portfolio returns are time-weighted to best reflect the manager's performance based on compound growth rate, which isn't impacted by portfolio cash flows. Money-weighted average investor return takes into account the investor's decision(s) regarding the timing and magnitude of cash flows and represents their personal rate of return. Average EdgePoint investor since inception return excludes investor account transfers and switches. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

<sup>iv</sup> Source: Strategic Insight, Morningstar Direct. As at December 31, 2024. Fee savings calculated using an average of monthly assets under management (AUM) for Series A and A non-HST for years 2009 to 2017 and series F and F non-HST from 2018 onwards. Due to the shift in assets towards fee based, we believe using Series F and F non-HST MERs starting in 2018 is more relevant. Series F is available to investors in fee-based/advisory fee arrangement and excludes trailing commissions. Fee savings for EdgePoint Monthly Income Portfolio calculated from 2022 onward. Category average MERs provided by Strategic Insight as at calendar year-ends from years 2009 to 2017. Morningstar Direct used from year 2018 onwards. Category average MERs of fee-based series funds excluding institutional series in the following categories: Global Equity Category, Canadian Equity and Canadian Focused Equity Category, Global Equity Balanced, Global Neutral Balanced and Global Fixed Income Balanced Category, Canadian Equity Balanced, Canadian Neutral Balanced and Canadian Fixed Income Balanced Category, Canadian Fixed Income, Global Fixed Income and Multi-sector Fixed Income. Only active funds for each calendar year were used in the calculation. For funds that have not reported 2024 MERs by February 28, 2025, the 2023 MER was used. Fee savings are an approximation.

<sup>v</sup> As at September 30, 2025. The program launched in November 2018 following EdgePoint's 10th anniversary. Rebates are issued quarterly and the first rebates were issued in 2019. The rebate is available on Series A, Series A(N), Series F, and Series F(N), along with their respective T4/T6 versions, of the eligible portfolio series.

<sup>vi</sup> As at November 17, 2025. Employee ownership as at December 31, 2024. Internal partners are normally offered the opportunity for ownership at the end of their first calendar year of employment.

<sup>vii</sup> Co-investment represents investments by EdgePoint employees and includes all investments by active company founders and employees in EdgePoint-managed funds or Cymbria.

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