

## ▶ INVESTMENT OBJECTIVE & STRATEGY

The Beutel Goodman Income Fund seeks to add value to the DEX Universe Bond Index through management of duration, yield curve and credit risk. Credit exposure is gained through the use of high-grade corporate bonds. This Fund seeks to achieve a higher quality profile than the Index, and aims for consistent first quartile performance. The Fund is suitable as a core holding in your portfolio.

## ▶ AVAILABLE CLASSES

### Class D

Fund Code: **BTG 771**

Creation Date: August 23, 1990

Management Expense Ratio (MER): 0.79%

### Class F

Fund Code: **BTG 109**

### Class B

Fund Code: **BTG 305**

## ▶ RISK METER



## ▶ PORTFOLIO CHARACTERISTICS

	BEUTEL GOODMAN INCOME FUND	DEX UNIVERSE
AVERAGE TERM	9.66 YEARS	9.75 YEARS
AVERAGE DURATION	6.16 YEARS	6.80 YEARS
YIELD	2.22 %	2.33 %

## ▶ PORTFOLIO MANAGERS

BEUTEL, GOODMAN & COMPANY LTD.

### FIXED INCOME TEAM

**Bruce L. Corneil**, Managing Director, Fixed Income

**David Gregoris**, MBA, CFA

**John Christie**, MBA, CFA

**John Fuca**, BA, CFA

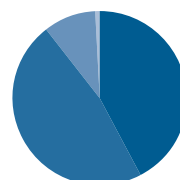
**Sue McNamara**, BA, CFA

**Mary Granton**, BA

## ▶ TOP 10 HOLDINGS

CANADA HOUSING TRST	3.600 JUN 15 13	13.0 %
CANADA HOUSING TRST	3.950 JUN 15 13	11.8 %
CANADA HOUSING TRST	4.550 DEC 15 12	10.4 %
CANADA HOUSING TRST	4.000 JUN 15 12	4.0 %
HYDRO ONE INC	5.490 JUL 16 40	2.5 %
TD BANK DPNT	4.854 FEB 13 13	2.0 %
MANITOBA PROV	4.400 SEP 05 25	1.6 %
BC PROV	4.950 JUN 18 40	1.6 %
BC PROV	4.300 JUN 18 42	1.3 %
NOVA SCOTIA POWER	5.610 JUN 15 40	1.3 %
<b>TOTAL</b>		<b>49.5 %</b>

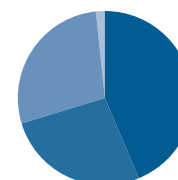
## ▶ BG INCOME FUND



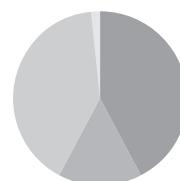
SECTOR WEIGHTS (%)

- Gov't of Canada Bonds (42.3)
- Corporate Bonds (47.3)
- Provincial Bonds (9.7)
- Cash (0.8)

## ▶ DEX UNIVERSE BOND INDEX

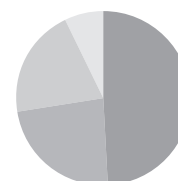


- Gov't of Canada Bonds (43.8)
- Corporate Bonds (26.5)
- Provincial Bonds (28.1)
- Municipal (1.6)



BOND QUALITY (%)

- AAA (42.4)
- AA (15.4)
- A (40.7)
- BBB (1.5)



- AAA (49.3)
- AA (23.3)
- A (20.4)
- BBB (7.0)

## ▶ ANNUALIZED PERFORMANCE % AS AT DECEMBER 31, 2011

ANNUALIZED RETURNS	3 MTHS	6 MTHS	YTD	1 YR	3 YRS	5 YRS	10 YRS
INCOME FUND, CLASS D*	1.70	5.51	7.15	7.15	7.15	6.44	6.32
DEX UNIVERSE BOND INDEX	2.09	7.32	9.67	9.67	7.26	6.37	6.49

## ▶ CALENDAR PERFORMANCE % AS AT DECEMBER 31

CALENDAR RETURNS	2011	2010	2009	2008	2007	2006
INCOME FUND, CLASS D*	7.15	6.22	8.09	7.18	3.61	3.52
DEX UNIVERSE BOND INDEX	9.67	6.74	5.41	6.41	3.68	4.06

\* Mutual Fund Performance is net of fees.

## ▶ FUND ASSETS

**\$1,873,668,917**

The Beutel Goodman Income Fund is qualified for use in registered plans under the Income Tax Act of Canada. This Fund is only available for sale through Investment Advisors.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus to obtain more information before investing. The indicated rates of return are Canadian dollar historical total returns including changes in unit value and reinvestment of all distributions and do not take into account sales, redemption, distribution or optional charges or income taxes payable by any securityholder that would have reduced returns. Only periods greater than a year are

annualized. Annualized rates of return are used only to illustrate the effects of the compound growth rate and are not intended to reflect future values of the mutual fund or returns on investment in the mutual fund.

Mutual funds are not guaranteed, their values change frequently and past performance may not be repeatable. Securities noted herein are not to be construed as recommendations to buy or sell and are not representative of Beutel Goodman Managed Funds as a whole.

The Index information contained in this document has been obtained from sources believed to be reliable, but we do not represent that it is accurate or complete and it should not be relied on as such.