



Portland Investment Counsel®  
Buy. Hold. And Prosper.®

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  <p><b>PCMA AWARDS<br/>PRIVATE CAPITAL<br/>DEALS OF THE YEAR</b><br/>PAST AWARD WINNER<br/>Investment Fund Deal of the Year</p> |  <p>2023 CANADIAN<br/>HF AWARDS</p>   | <p><b>Portland Private<br/>Income Fund</b></p> <p>WINNER OF THE 2023<br/>CANADIAN HF AWARDS<br/><b>Private Debt</b><br/>Best 3 Year Return Best 5 Year Return<br/><b>2nd Place* 3rd Place*</b></p> |  <p>15<br/>2022 CANADIAN<br/>HF AWARDS</p>                                    | <p><b>Portland Private<br/>Income Fund</b></p> <p>WINNER OF THE 2022<br/>CANADIAN HF AWARDS<br/><b>Private Debt</b><br/>Best 1 Year Return Best 3 Year Return Best 5 Year Return<br/><b>2nd Place* 3rd Place* 3rd Place*</b></p> |  |
|  <p>2021 CANADIAN<br/>HF AWARDS</p>   | <p><b>Portland Private<br/>Income Fund</b></p> <p>WINNER OF THE 2021<br/>CANADIAN HF AWARDS<br/><b>Private Debt</b><br/>Best 1 Year Return Best 3 Year Return<br/><b>3rd Place* 3rd Place*</b></p> |  <p>2020 CANADIAN<br/>HF AWARDS</p>   | <p><b>Portland Private<br/>Income Fund</b></p> <p>WINNER OF THE 2020<br/>CANADIAN HF AWARDS<br/><b>Private Debt</b><br/>Best 5 Year Return <b>3rd Place*</b></p> |  <p>2018 CANADIAN<br/>HF AWARDS</p>   | <p><b>Portland Private<br/>Income Fund</b></p> <p>WINNER OF THE 2018<br/>CANADIAN HF AWARDS<br/><b>Private Debt</b><br/>Best 5 Year Return Best 5 Year Sharpe Ratio<br/><b>1st Place* 1st Place*</b></p> |

**REGISTERED PLAN ELIGIBLE**

# PORTLAND PRIVATE INCOME FUND

SEPTEMBER 2024



## POTENTIAL RISKS

While the Manager, MarshallZehr Group Inc. (Mortgage Administration #11955 and Mortgage Brokerage #12453), Crown Capital, EnTrust Global, Bridge Investment Group Holdings Inc., Brookfield, European Investment Fund, Parkview, Incus, Sagard and Northleaf Capital Partners exercise due diligence throughout the investment process, no guarantees can be given to offset a risk of loss and investors should consult with their Financial Advisor prior to investing in the Fund. The Manager believes that given the character of the private debt investments that are making up the majority of the Fund's holdings, the Fund has less exposure to the market risk than a similar fund invested in publicly listed securities. The Manager believes the following risks are key to the Fund's performance: General Market & Economic Conditions, Pandemic and Market Disruption, Financial Fraud, Investments in Small or Middle Market Companies, International Maritime Industry, Limitations of Due Diligence, Dependence on the Manager. Please read the "Risk Factors" section in the Offering Memorandum for a more detailed description of all the relevant risks.



\* The Canadian Hedge Fund awards are based solely on quantitative performance data of Canadian hedge funds with Fundata Canada managing the collection and tabulation of the data to determine the winners. There is no nomination process or subjective assessment in identifying the winning hedge funds. The 2018 awards were based on 207 Canadian hedge funds to June 30th, 2018; the 2019 awards were based on 197 Canadian hedge funds to June 30th, 2019; the 2020 awards were based on 221 Canadian hedge funds to June 30th, 2020 and the 2021 awards are based on 226 Canadian hedge funds to June 30, 2021; the 2022 awards are based on 234 Canadian hedge funds to June 30, 2022 and the 2023 awards are based on 264 Canadian hedge funds to June 30, 2023. The Sharpe ratio is a measure for calculating risk-adjusted returns. The Sharpe ratio is the portfolio return in excess of the risk-free rate divided by the volatility of the portfolio. The Sharpe ratio is a measure for calculating risk-adjusted returns. The Sharpe ratio is the portfolio return in excess of the risk-free rate divided by the volatility of the portfolio.

† Accredited Investors as defined under National Instrument 45-106.

1 “Managed Account” means the account(s) Portland opens on behalf of the Client in accordance with the authority granted to Portland under a Managed Account Agreement.

2 For investors who are not Accredited Investors, the additional investment must be in an amount that is not less than \$500 if the investor initially acquired Units for an acquisition cost of not less than \$150,000 and, at the time of the additional investment, the Units then held by the investor have an acquisition cost or a net asset value equal to at least \$150,000, or another exemption is available.

Sources: Unless noted, information has been compiled from various sources including corporate documents, press releases, annual reports, offering documents and public news articles of MarshallZehr Group Inc. (Mortgage Administration #11955 and Mortgage Brokerage #12453), Crown Capital Partners Inc., Entrust Global, Brookfield Asset Management Inc.

### Disclosure

Certain statements constitute forward-looking statements, including those identified by the expressions "anticipate," "believe," "plan," "estimate," "expect," "intend" and similar expressions to the extent they relate to a security. The forward-looking statements are not historical facts, but reflect the portfolio manager’s current expectations regarding future results or events. These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. The portfolio manager has no specific intention of updating any forward-looking statements whether as a result of new information, future events or otherwise. Use of any third party quotations does not in any way suggest that person endorses Portland Investment Counsel Inc. and/or this product. Use of any third party material may not reflect the views and opinions of Portland. Portland makes no representation or warranty, express or implied, in respect thereof, takes no responsibilities for errors and omissions contained herein and accepts no liability whatsoever for any loss arising from any use of, or reliance on, this material or its content which is being provided for informational purposes only and should not be construed as investment, tax or financial advice

Commissions, management fee and expenses may be associated with investments. Products are not guaranteed, their values change frequently and past performance may not be repeated. The Portland Private Income Fund (the “Fund”) being discussed is not publicly offered. The Fund is only available under prospectus exemptions and other exemptions available to investors who meet certain eligibility or minimum or maximum purchase requirements. Currently these exemptions include the accredited investor exemption and the \$150,000 minimum purchase exemption for non-individual investors excluding Alberta. The offering of Units of the Fund is made pursuant to an Offering Memorandum and the information contained herein is a summary only and is qualified by the more detailed information in the Offering Memorandum. Please read the offering documents before investing. Any reference to a company is for illustrative purposes only; it is not a recommendation to buy or sell nor is it necessarily an indication of how the portfolio of any Portland Fund is invested.

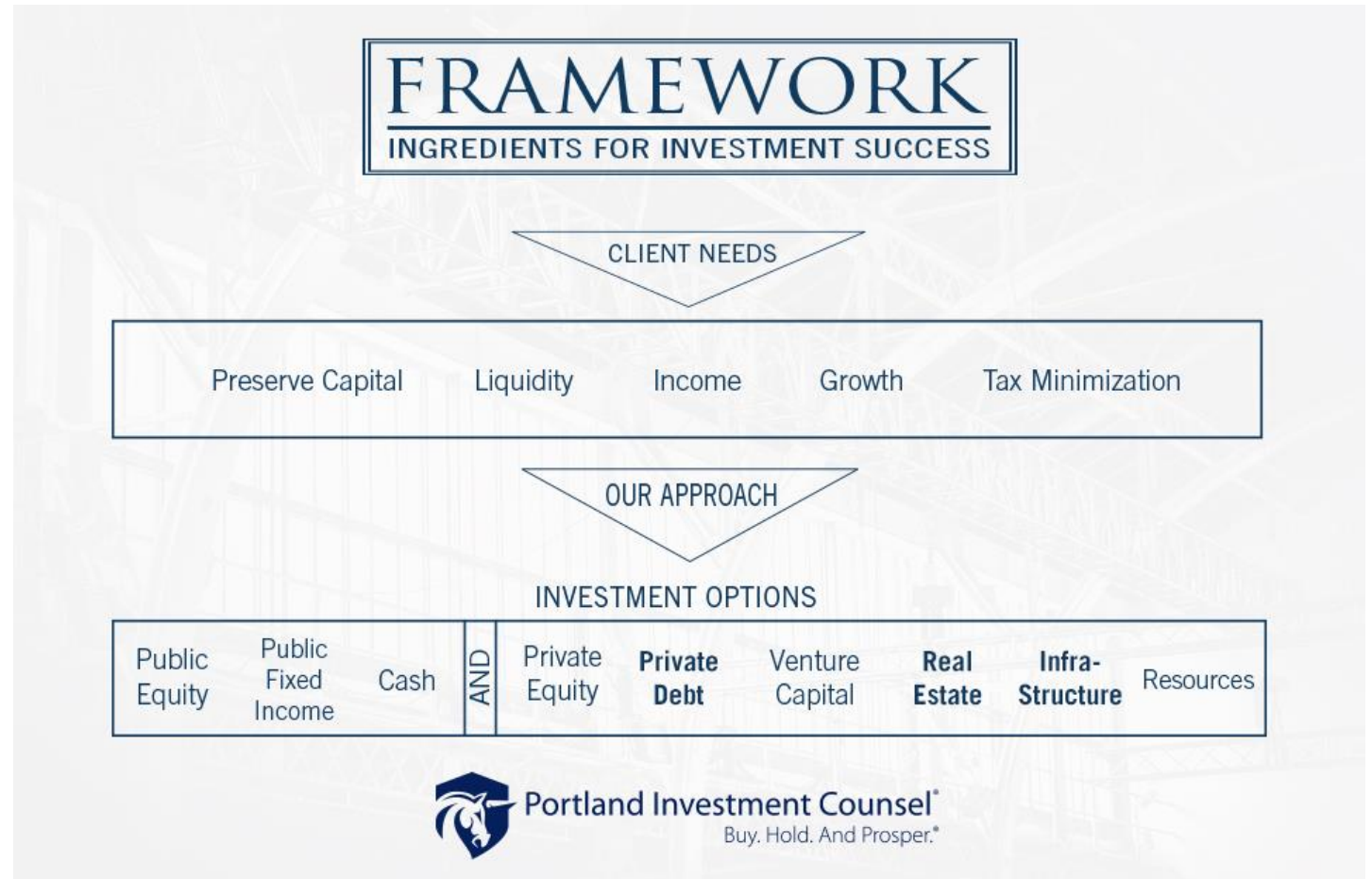
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PIC8225-E (11/23)

# THE PORTLAND DIFFERENCE

- “I’m a better investor because I’m a businessman, and a better businessman because I’m an investor.”  
–Warren Buffett
- For more than 25 years, Portland has been a steward of investor’s assets, as a mutual fund company and a high net worth platform.
- Portland is democratizing access to alternative and private investment opportunities for its clients.





# KEY REASONS TO INVEST IN THE PORTLAND PRIVATE INCOME FUND

- A history of reliable income, with low correlation to the stock market.
- Historically predictable yield and stable net asset value.
- Access to opportunities typically limited to institutional investors.
- Complements/replaces public fixed income exposure.
- Complementary investment strategies and layers of risk management in one product.
- Registered accounts eligible.



# PORTLAND PRIVATE INCOME FUND

**Access** to co-invest or invest alongside large institutions, wealth funds and pension funds like Brookfield Asset Management Inc., Berkshire Hathaway Inc., Investment Management Corporation of Ontario (IMCO), Singapore Sovereign Wealth Fund, Ontario Teachers' Pension Plan, Blackstone Infrastructure Partners LP, Kohlberg Kravis Roberts & Co. and more...



## PORTLAND PRIVATE INCOME FUND... TWO WAYS TO INVEST

### Preferred Units (Series AP and FP)

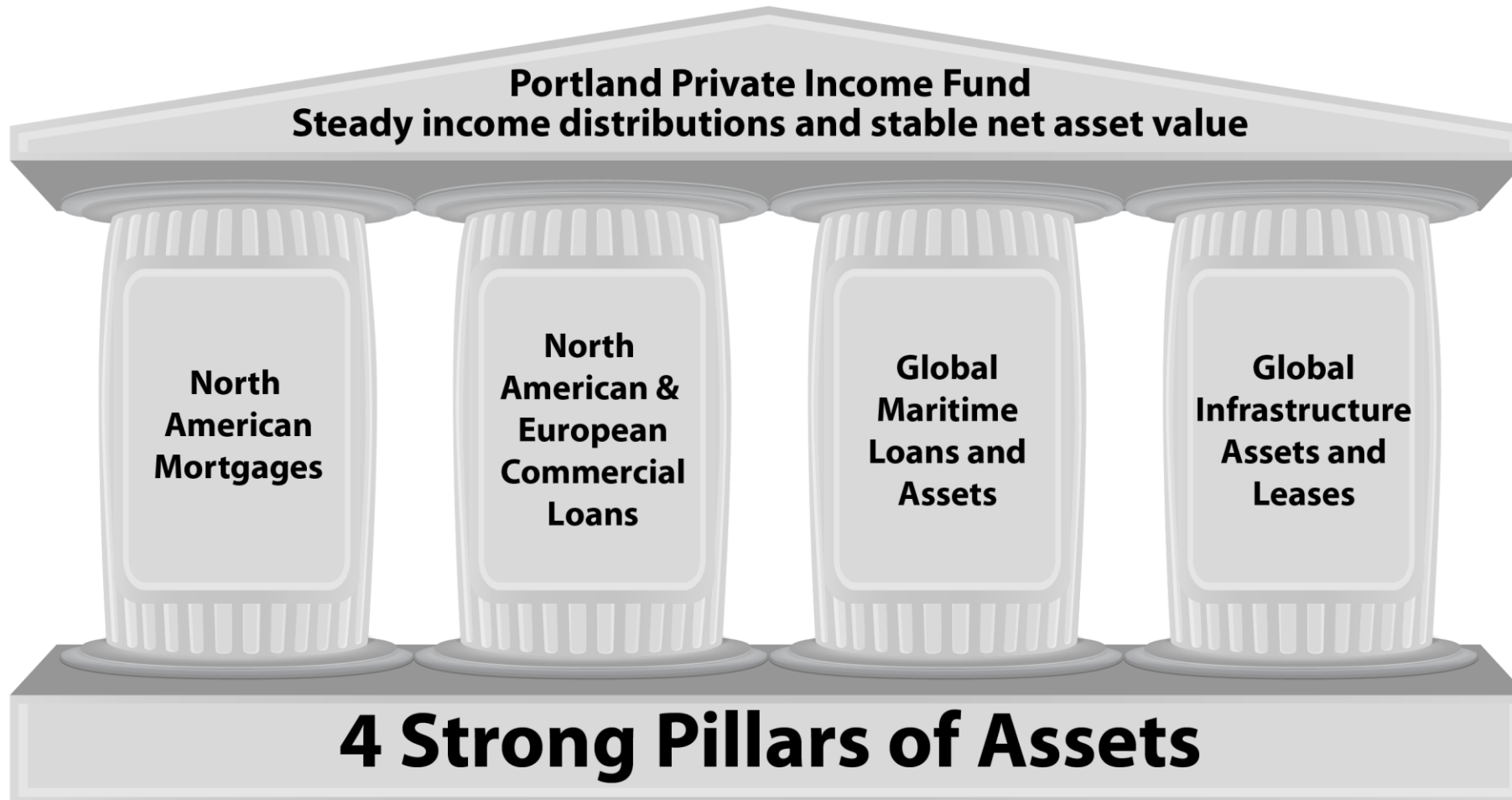
- Distributions @ RBC Prime / RBC Prime + 1% with 50 bps changes to no more than the cost of unsecured debt available to the Fund\*
- Rank Senior to Common
- Max 25% of Assets
- Fixed \$10 net asset value per unit
- Low to Medium Risk

### Common Units (Series A and F)

- Distributions @ 8% / 9%
- Preferred Units reduce cost of borrowing
- Unlimited Offering
- Variable net asset value per unit → upside potential
- Medium Risk

\*The current distribution rate is based on RBC Prime at 3.70%, as of June 30, 2022.

# COMPLEMENTARY STRATEGIES DRIVING STEADY INCOME



The 4 Strong Pillars of Assets represents our belief that diversification lowers the correlation to other major asset classes including publicly traded asset classes, thereby enhancing the attractiveness of the risk-adjusted returns.





# North American Mortgages

## Typical Mortgage Profile

- Generally 1st mortgages, floating rates
- Typical Term 6 - 36 months
- Secured by real property located in North America
- Land development, commercial, industrial and residential projects, includes Seniors Housing and Multi-family
- Lending with 'owners mentality' at about 65%-75% loan to value in established high growth secondary markets across North America
- Concentration on the underserved parts of the debt space when barriers to entry are high and competition is limited



## North American & European Commercial Loans

### Typical Borrower Profile

- Floating rate, senior secured cash flow lending
- Secured loans with robust legal structures/covenant heavy and meaningful equity cushions
  - Mid-market companies mostly in North America and Europe
  - Company assets generate EBITDA in the range of \$10 million - \$150 million
  - Debt/EBITDA of generally less than 4x
- Income generation supplemented by equity participation in many cases
  - Controlled leverage operations-oriented approach to enhance execution/income



## Global Maritime Loans and Assets

### Typical Borrower Profile

- The portfolio will focus on the following factors to provide downside protection:
  - Assets: the underlying ships are reliable, likely to hold value and readily saleable
  - Borrower: possesses established track record and a quality reputation confirmed by the management team and third parties
  - Cash Flow: loans are consistently paid down at a higher rate than depreciation of the vessel's value
  - Structure: the composition of commercial loans is expected to have appropriate loan to value and proper asset protection through their tenors
  - Senior secured loans would ordinarily expect to be within the range of 50% - 80% of the determined value of its underlying assets



## Global Infrastructure Assets and Leases

### Typical Asset Profile

- Invest in a portfolio of high-quality, stable infrastructure assets
- Focus on the utilities, energy, renewable power, data infrastructure and transportation sectors
- Targeting mature, cash-generating core infrastructure assets with predominantly contracted/regulated revenues
- Pursue investments globally, principally located in North America, Western Europe and Australia
- Leverage operations-oriented approach to enhance sourcing and execution, and add value post-acquisition



## HOW THE FUND IS MANAGED

### ■ Pursuing optimal risk-adjusted returns

#### Objectives

- The investment objective of the Fund is to preserve capital and provide income and above average long-term returns

#### Unique investment strategy

- Combines exposure to complementary investment strategies
- Allocation is the responsibility of the Manager, Portland Investment Counsel Inc.

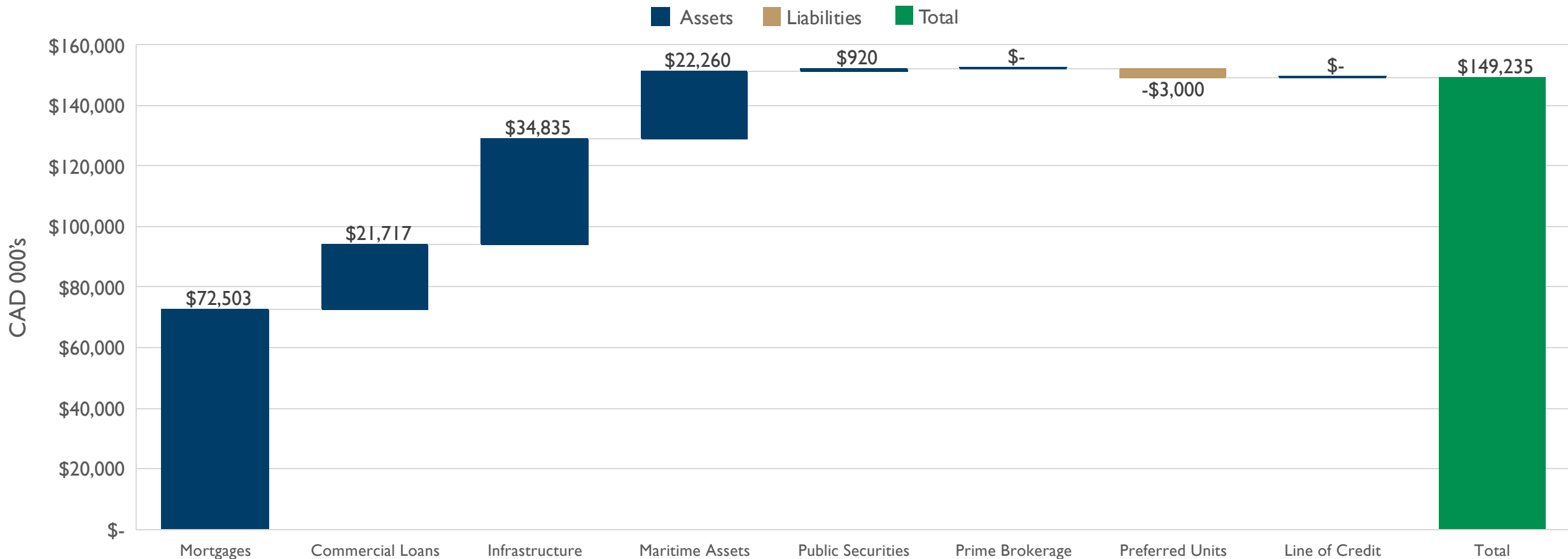
#### Fund Features

- Open-ended with monthly purchases and redemptions
- Redemptions require 60 days notice:
  - Series A and F: Early redemption fees may apply, 5% for redemptions within 18 months and 2% for redemptions between 18-36 months
  - Series AP and FP: No early redemption fees apply
  - Redemptions are processed using the last net asset value per unit available while the investor is still invested
- Minimum investment for Series A/F is \$2,500 and Series AP/FP is \$5,000 for accredited investors<sup>†</sup> (including managed accounts)<sup>1</sup>, \$150,000 for corporations; thereafter minimum additional investments are \$500<sup>2</sup>.
- Liquidity is managed by investing in complementary income producing public securities and/or leverage of up to 25% of the total assets (the Fund has the ability to borrow via a margin facility with a prime broker, a bank revolving line of credit and preferred units issued by the Fund).



# RISK MANAGED – BALANCE SHEET (ASSETS AND LIABILITIES)

- A balance sheet built for growth

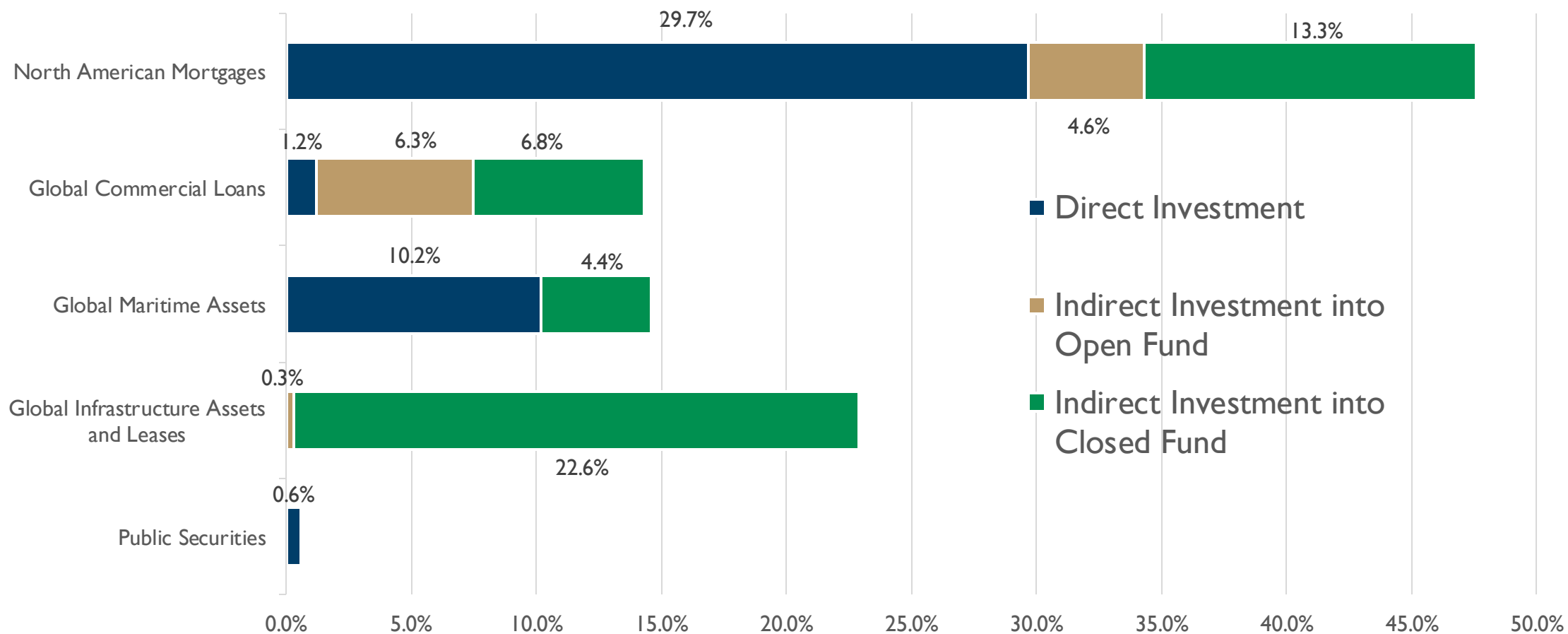


As at September 30, 2024



# RISK MANAGED - PORTFOLIO ALLOCATION

- 4 Pillars of Diverse Risk-Adjusted Returns

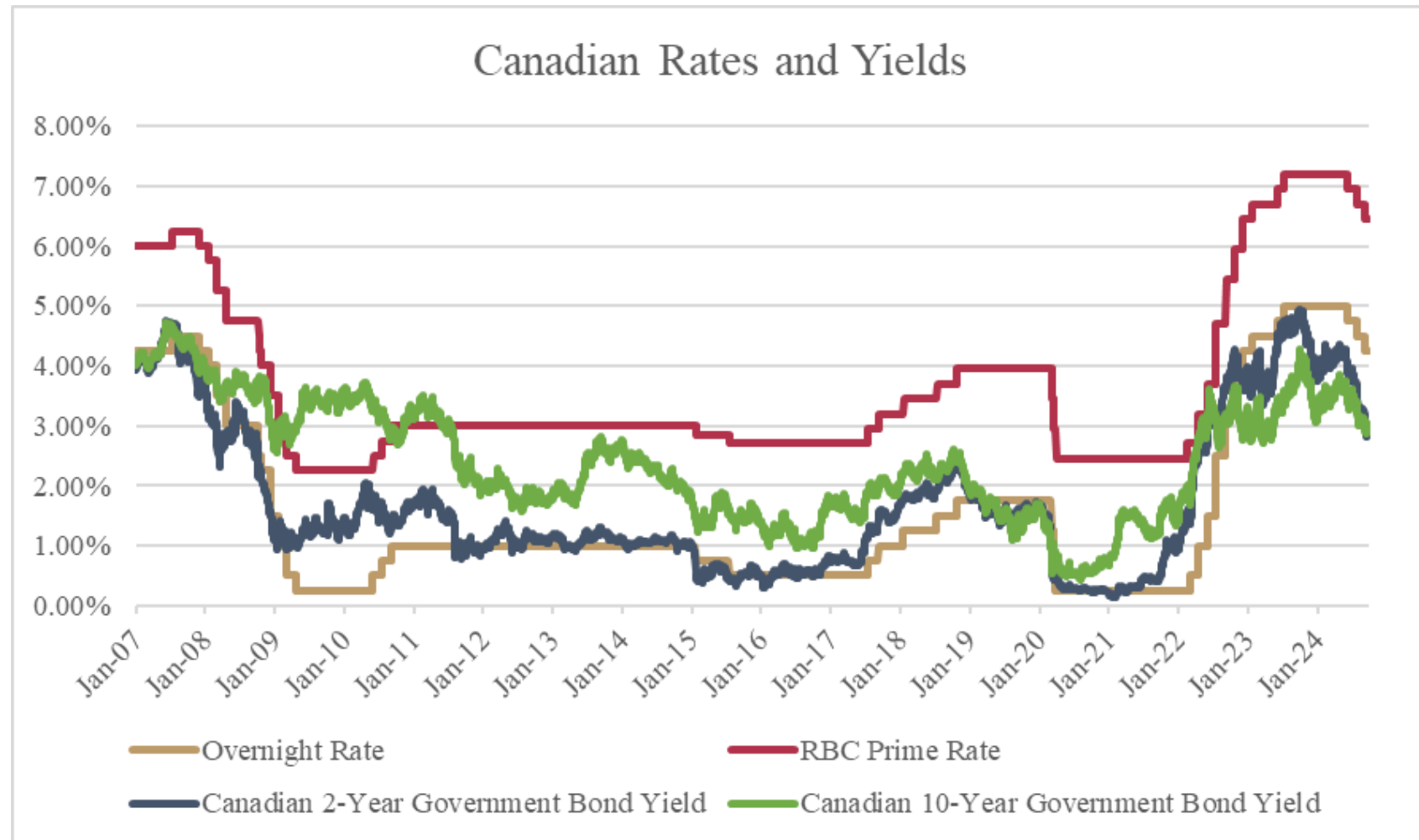


As at September 30, 2024



# RISK MANAGED – INTEREST RATES

- Interest rates are expected to continue to decline

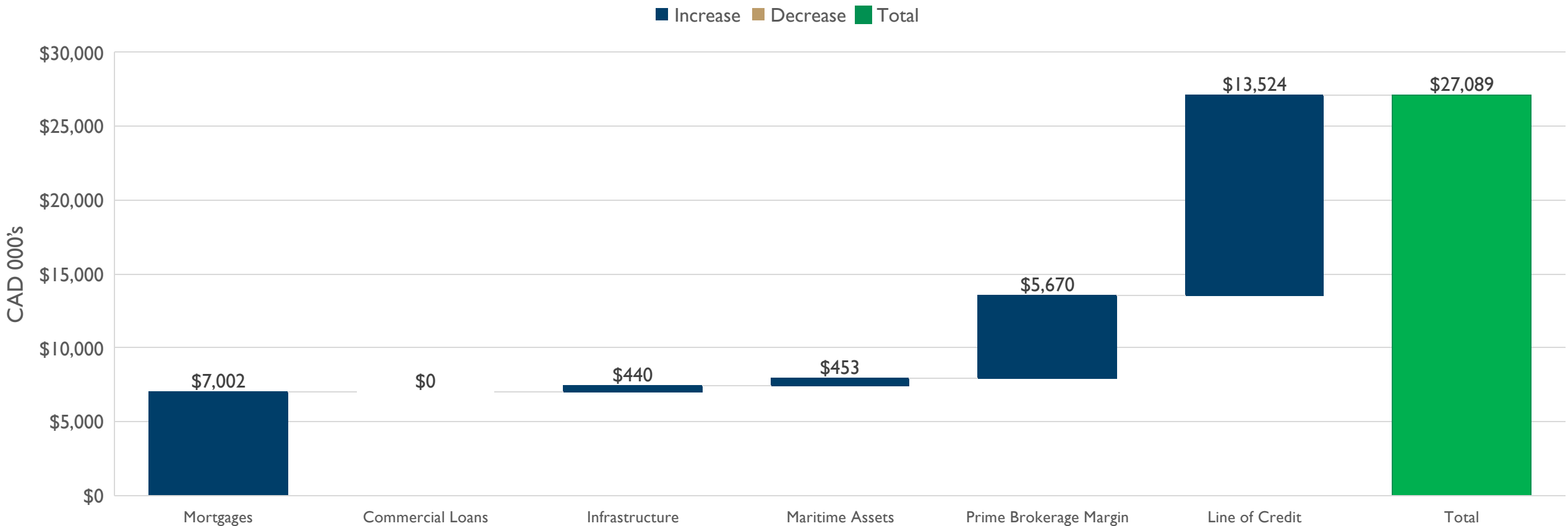






# RISK MANAGED – AVAILABLE LIQUIDITY

- Multiple Liquidity Levers



As at September 30, 2024



## TARGETED RETURNS

- Targeted returns of 9% for F class per annum
- “Compound Interest is the 8<sup>th</sup> wonder of the world.” – Albert Einstein
  - Small differences in CAGR can compound to a large difference over time
  - Over time a 1% difference in two single digit CAGR’s is far more meaningful than 1% difference in two double digit CAGR’s

## MANAGEMENT EXPENSE RATIO (MER)

|   | Series A |              |        | Series A USD |              |        | Series F |              |        | Series F USD |              |        |
|---|----------|--------------|--------|--------------|--------------|--------|----------|--------------|--------|--------------|--------------|--------|
|   | MER***   | Codes        |        | MER***       | Codes        |        | MER**    | Codes        |        | MER**        | Codes        |        |
|   |          | Subscription | Live   |              | Subscription | Live   |          | Subscription | Live   |              | Subscription | Live   |
| Portland Private Income Fund Common Units | 2.0%     | PTL140       | PTL700 | 2.0%         | PTL150       | PTL701 | 0.8%     | PTL141       | PTL006 | 0.8%         | PTL151       | PTL016 |

|  | Series AP |        | Series AP USD |        | Series FP |        | Series FP USD |        |
|--|-----------|--------|---------------|--------|-----------|--------|---------------|--------|
|  | MER       | Code   | MER           | Code   | MER       | Code   | MER           | Code   |
|  |           | Live   |               | Live   |           | Live   |               | Live   |
| Portland Private Income Fund Preferred Units * | 0.00%     | PTL705 | 0.00%         | PTL706 | 0.00%     | PTL026 | 0.00%         | PTL027 |

\*Management fees on Preferred Units are allocated to Common unitholders, similar to the cost of borrowing

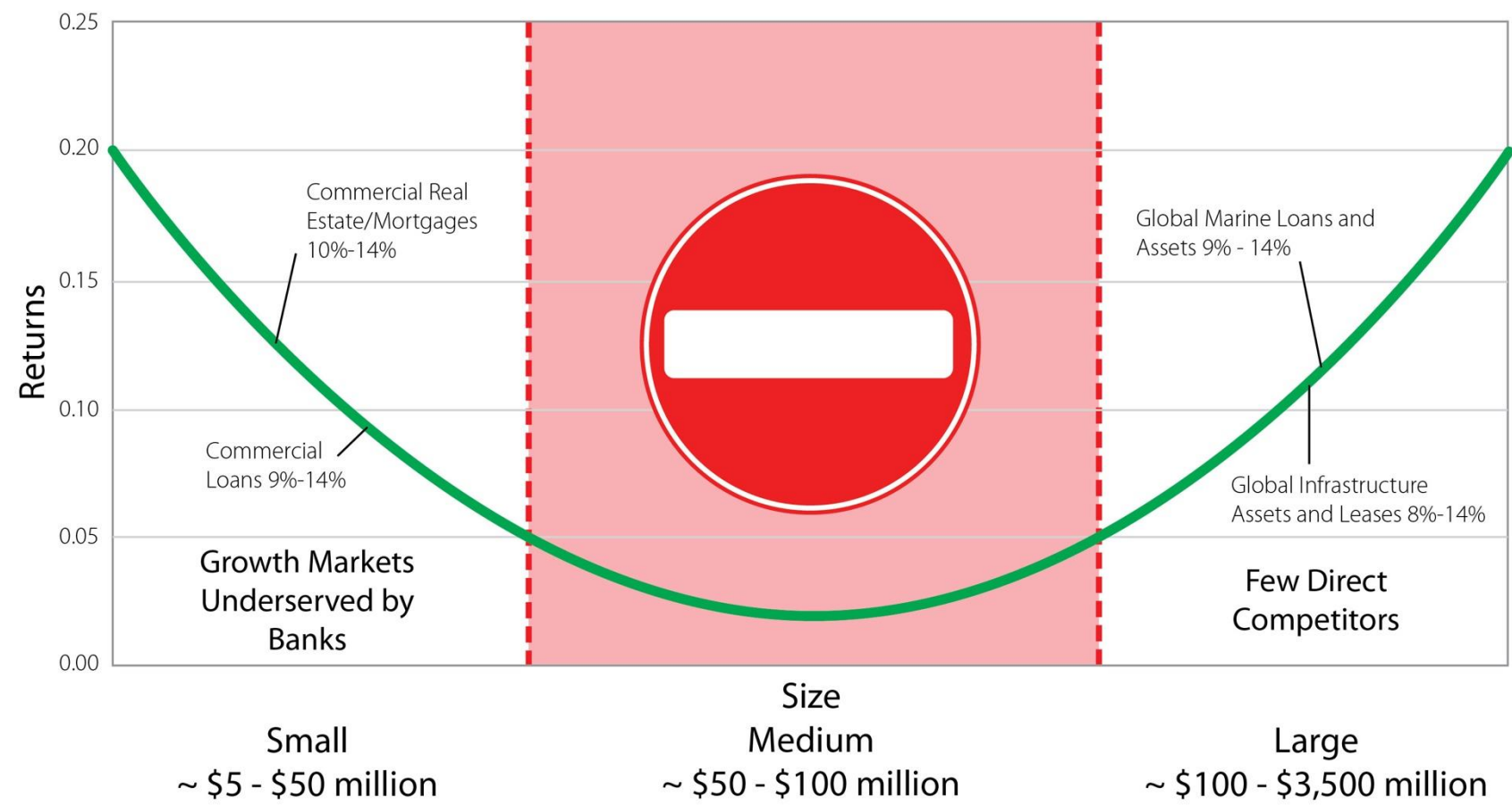
\*\*Includes Management Fee of 0.5% plus HST and Fund Expenses

\*\*\*Includes Management Fee of 0.5% plus HST, Trailer Fee of 1% plus HST and Fund Expenses

Please see Offering Memorandum for additional fees and expenses.



# TARGET RETURNS IN A COMPETITIVE FRAMEWORK



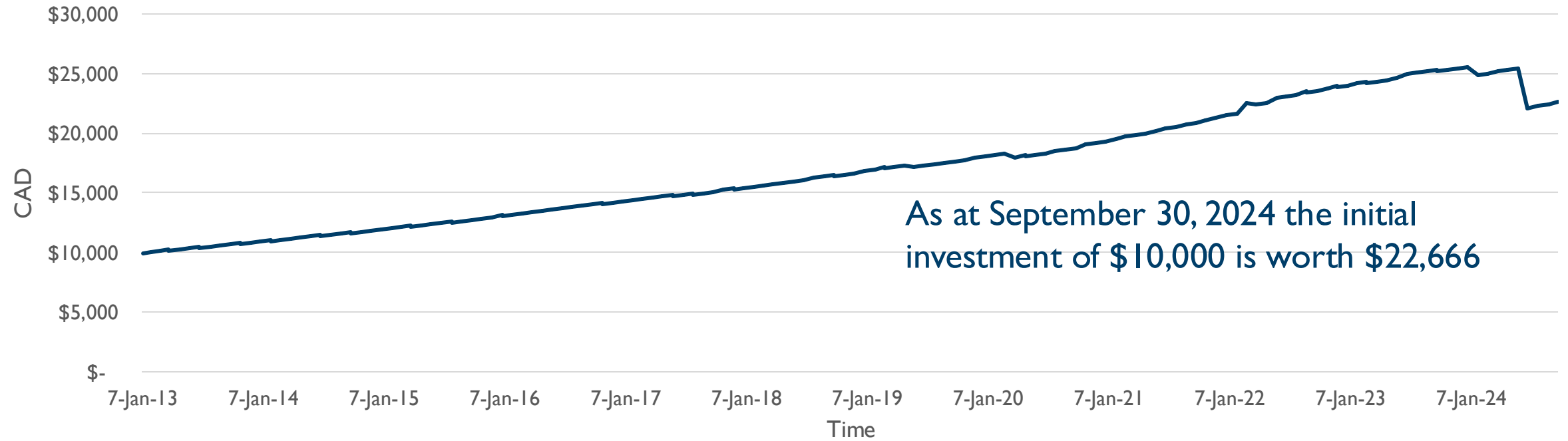
*These dollar sizes are general/approximate ranges. The size of a business may be relative to the size and shape of the industry it is in, whether the industry is growing or mature and whether there are a few large or many small competitors. As such, the ranges depicted are very approximate.*



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# HISTORICAL RETURNS AND REWARDS

Growth of \$10,000



— Growth of \$10,000





# Q&A SESSION

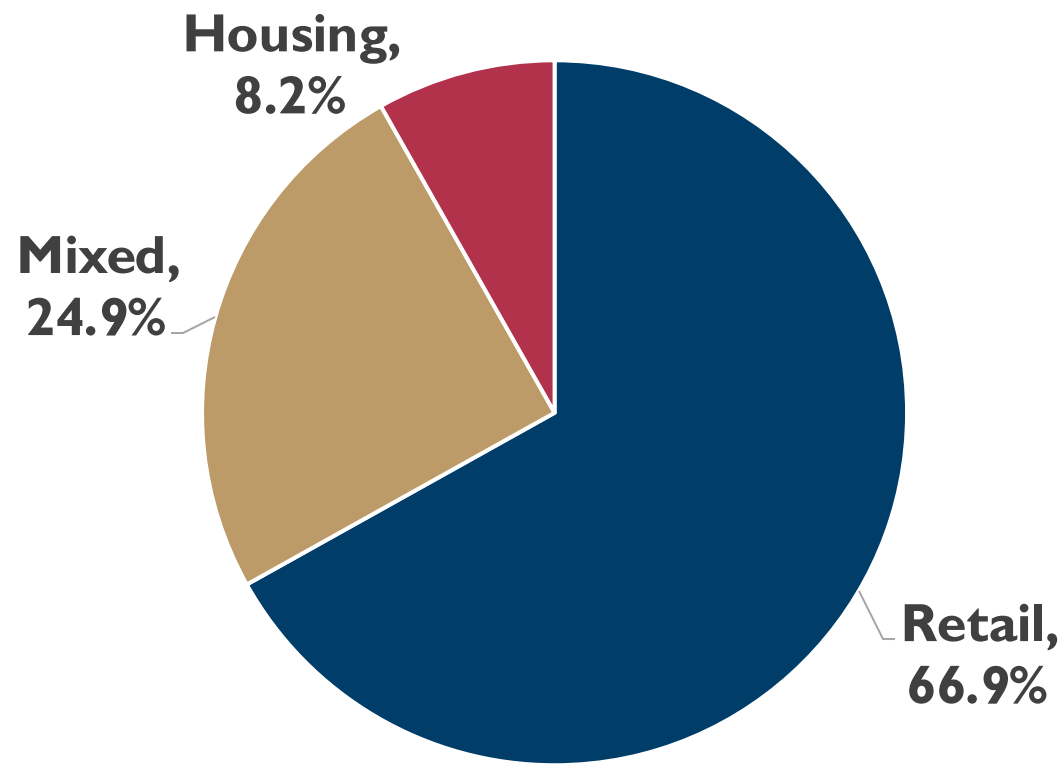
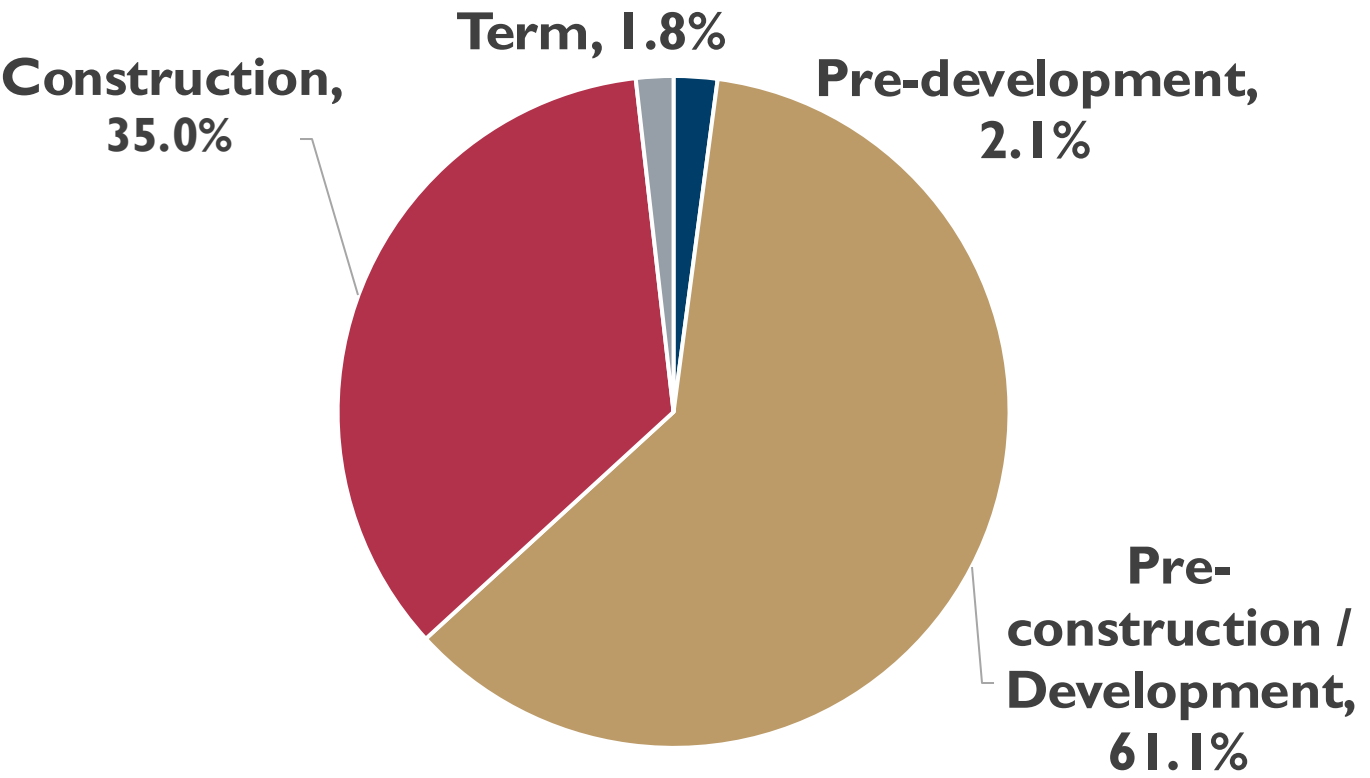


# APPENDIX



# MORTGAGES BY DEVELOPMENT STAGE AND PROPERTY USAGE\*

- Composes 48% of the portfolio
- Downside protection: weighted loan to value ratio of 72%
- Mortgage portfolio is primarily first mortgages

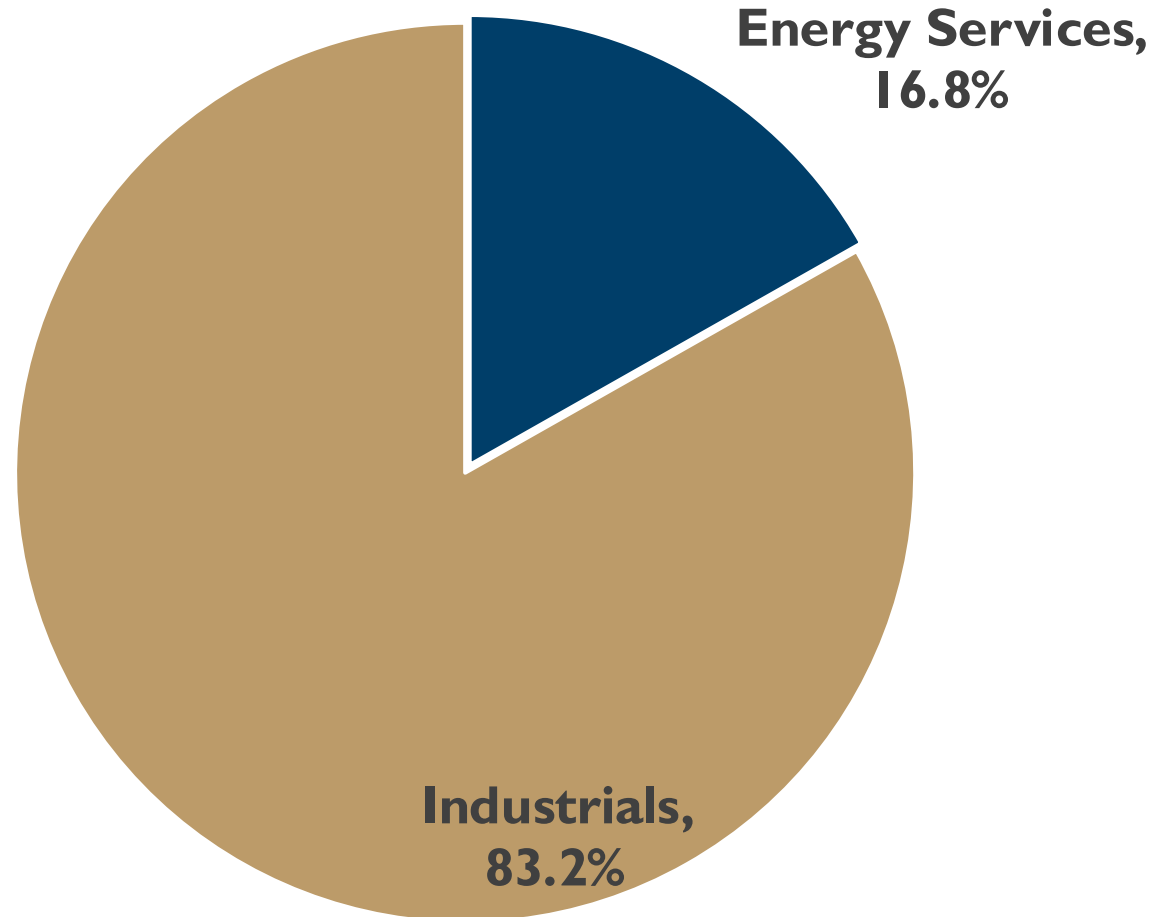


\*As at September 30, 2024



# COMMERCIAL LOANS BREAKDOWN BY SECTOR\*

- Composes 14% of the portfolio



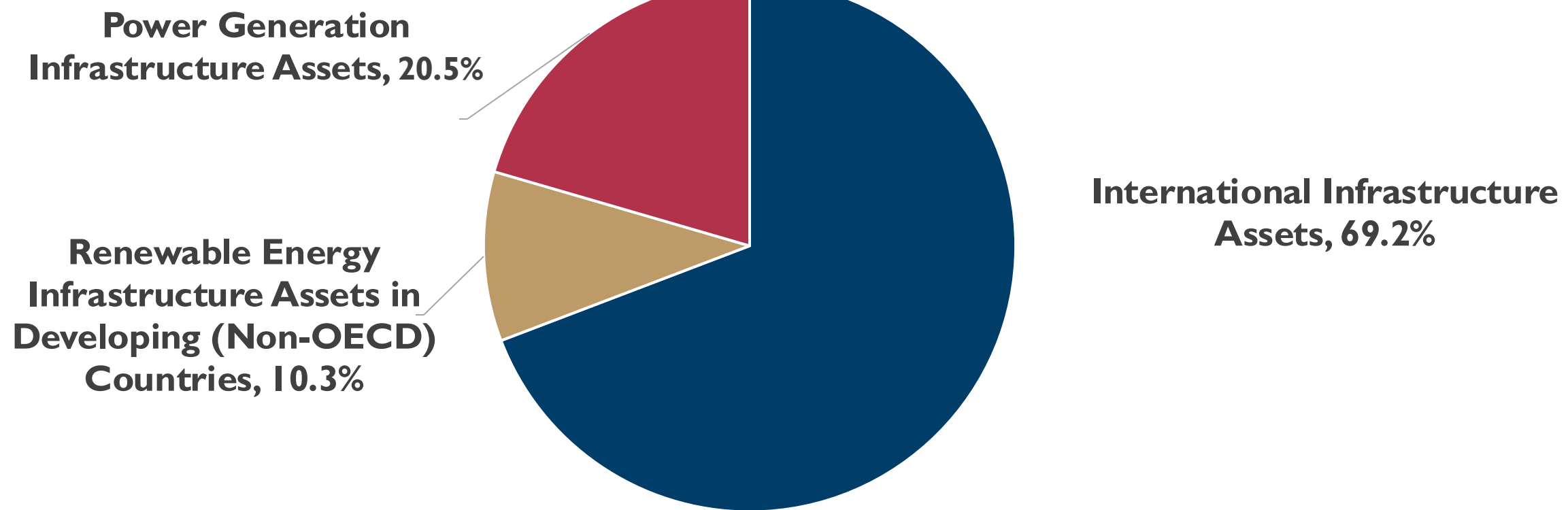
\*As at September 30, 2024





# INFRASTRUCTURE ASSETS AND LEASES BY TYPE

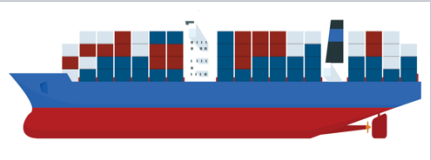
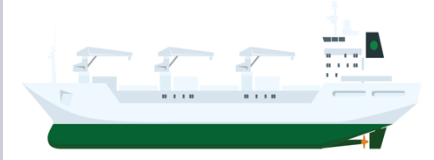


- Composes 23% of the portfolio



\*As at September 30, 2024

# INDIRECT MARITIME ASSETS - PORTFOLIO ALLOCATION

- Composes 4% of the portfolio

|            | Container   | Dry Bulk   | Tanker   | Cruise  |
|------------|---|--|--|---|
| Allocation | 21%   | 30%  | 47%  | 2%  |
| AUM*       | \$10,350,000  | \$14,600,000   | \$22,530,000   | \$1,050,000   |
| Ship Type  |  |  |                               |  |
| Cargo      | Various industrial and consumer goods in large containers                         | Dry goods, such as grain, ore, cement and other cargo                              | Liquid goods, such as crude oil, finished petroleum products, liquefied natural gas, chemicals and other liquids | Cruise ships are large passenger ships used mainly for vacationing                  |

\*Source: Blue Ocean Fund Report as at June 30, 2024