



THE EVOLUTION OF INVESTING IN ALTERNATIVE ASSETS

DECEMBER 2024



# **DISCLAIMERS**



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# **PROOF TEAM**



## Jeremy Kaliel MBA, PRESIDENT & CHIEF EXECUTIVE OFFICER

Jeremy Kaliel is the President & Chief Executive Officer of Proof Capital, which he founded in early 2019. He is also an Associate Advising Representative (Associate Portfolio Manager) and a Dealing Representative with Qwest Investment Fund Management Ltd. under the supervision of Cameron Reid as Advising Representative (Portfolio Manager). From July 2017 to September 2018, Mr. Kaliel was the Vice President of Corporate Strategy & Communications for Frontera Energy (FEC-TSX), a publicly listed \$2BIn market cap oil company operating in Colombia and Peru. Prior thereto, Mr. Kaliel had over 12 years of experience in equity research at CIBC, Scotia Capital, and Raymond James - during which time he was ranked the #1 sell-side analyst in his sector multiple times. Jeremy has an MBA degree from HEC Montreal, and a Bachelor of Arts degree from the University of Alberta.



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## **DISTRIBUTION PARTNERS**

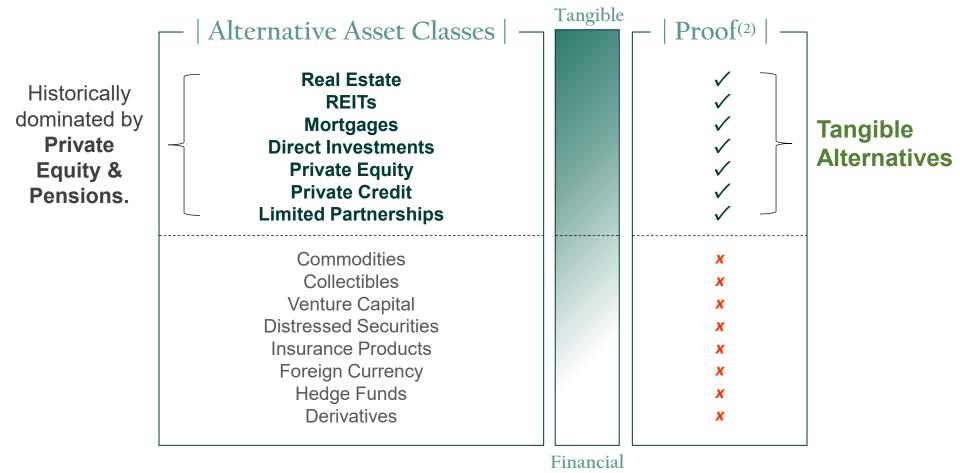
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# PROOF'S FOCUS - TANGIBLE ALTERNATIVES

Proof focuses on high-quality, <u>tangible</u> alternative assets in a unique <u>open-ended</u> structure that provides <u>monthly liquidity</u>.<sup>(1)</sup>



See offering documents of each fund for particulars.

<sup>2)</sup> Proof Capital Family of Funds

# WHY ALTERNATIVES? THE EVOLUTION OF THE MARKETS

Once the foundation of institutional portfolios, the 60 / 40 portfolio of stocks vs. bonds is now OUTDATED.



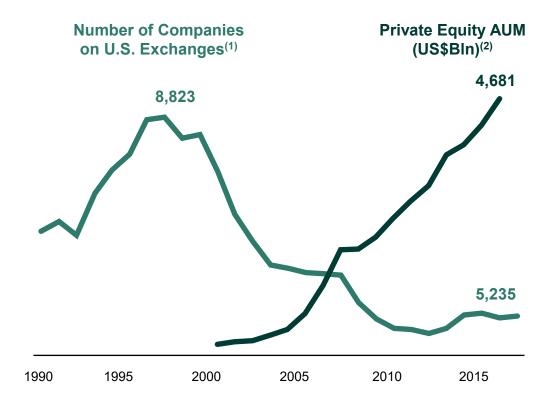


# PUBLIC COMPANY LISTINGS DECLINING

Public listings have declined as private markets have expanded.

The public investable universe has been cut in half over the past 20 years. Your small cap fund isn't what it used to be...

Due to the expansion of private equity markets many entrepreneurs are now either less likely to take their companies public, or are considering doing so much later in their growth cycles.



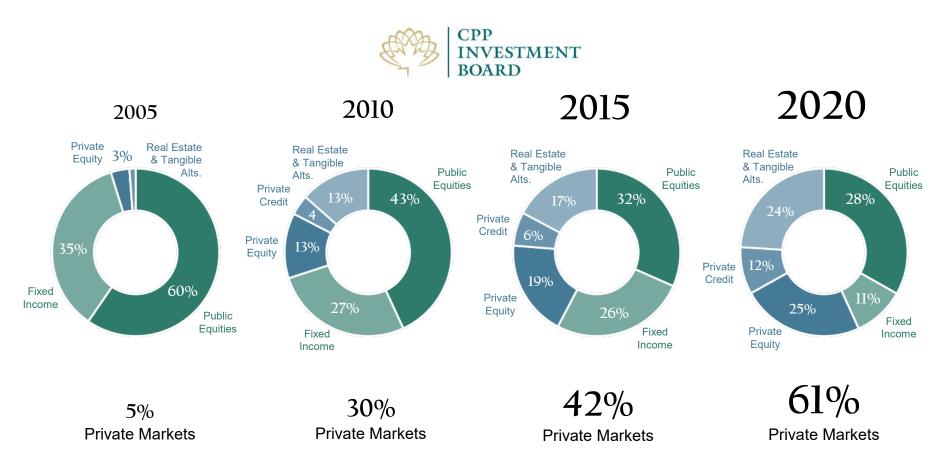
<sup>1)</sup> World Federation of Exchanges

<sup>2)</sup> Preqin

# PROFESSIONAL INVESTORS HAVE ADAPTED

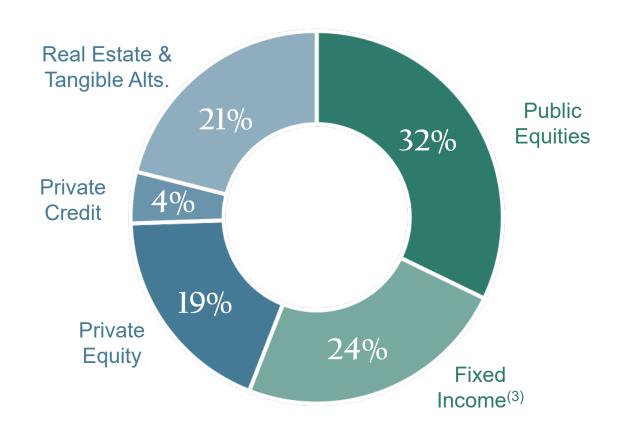
# Over <u>60%</u> of CPP's assets are now <u>private alternative investments</u>.

Pension funds have led the shift to private alternatives from the public markets.



# LARGE FAMILY OFFICES NOT FAR BEHIND...

Wealthy families are not far behind. According to a global study done by UBS<sup>(1)</sup>, alternative investments now account for 44% of assets in large family offices<sup>(2)</sup>.



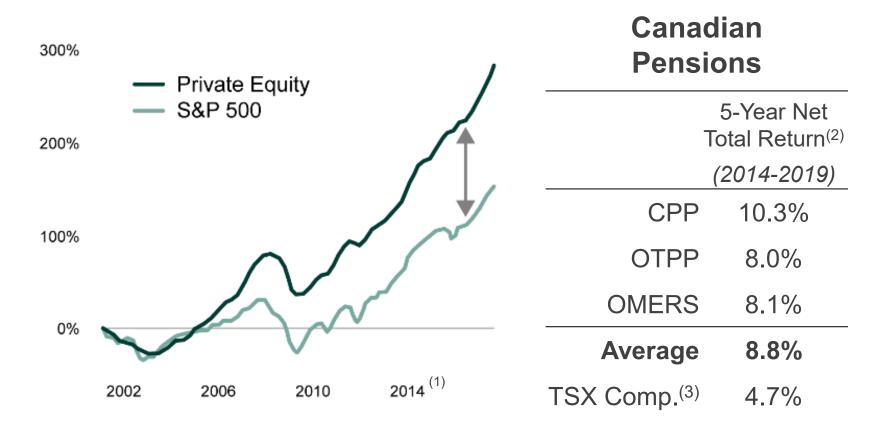
<sup>1)</sup> Source: The UBS / Campden Wealth Global Family Office Survey 2019.

<sup>2)</sup> Average AUM of \$917 million. Geographic breakdown of 360 family offices surveyed: 36% North America, 32% Europe, 24% Asia-Pacific, 7.8% Africa and the Middle East.

<sup>3)</sup> Fixed Income weighting includes cash balance of 7.6%.

# SHIFT TO ALTERNATIVES SUCCESSFUL

Driven by alternative investments, both private equity and Canadian pensions have outperformed the public markets.



<sup>1)</sup> Preqin

<sup>2)</sup> Websites for Canadian Pension Plan (CPP), Ontario Teachers Pension Plan (OTPP) and OMERs.

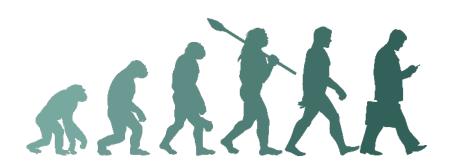
<sup>)</sup> Bloomberg. June 2014 to June 2019.

ESCAPE
THE
VOLATILITY
OF THE
PUBLIC
MARKETS



Source: The Economist

# PR%F CAPITAL FUNDS



# PROOF FAMILY OF FUNDS (1)

#### 1 - PROOF CAPITAL ALTERNATIVE INCOME FUND

The mandate of the *Proof Capital Alternative Income Fund* is to invest primarily in alternative **private credit** and direct investment opportunities with **stable distributable cash flows**.

#### 2 - PROOF CAPITAL ALTERNATIVE GROWTH FUND

The mandate of the *Proof Capital Alternative Growth Fund* is to invest primarily in alternative **private equity** and direct investment opportunities with **strong growth profiles**.

#### 3 - PROOF MEDICAL RECEIVABLES YIELD FUND

The fundamental objective *Proof Medical Receivables Yield Fund* is to lend against **medical claims** which are supported by law firms and ultimately **paid by AAA insurance companies**.

# 4 - PROOF BALANCED EQUITY & FIXED INCOME FUND Objective of fund is to invest primarily in liquid, publicly traded stocks & bonds to achieve a balance of growth & income. While not in Alternatives, fund key for a balanced client portfolio.

## Monthly Returns (Class F)<sup>(2)</sup>

(%)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2024	0.6	0.7	-0.2	0.7	-0.5	6.7	0.4	-1.2	0.0	1.3	0.2	-0.3	8.5
2023	-1.0	0.6	-0.6	0.0	-0.1	-1.4	2.6	1.3	-0.1	2.4	-1.3	-1.6	0.6
2022	-0.5	0.6	5.6	1.0	-0.6	0.7	-0.5	1.0	2.1	-0.4	-0.7	-1.9	6.5
2021	3.7	5.1	3.4	5.4	78.2	0.7	4.7	6.1	6.5	-0.7	23.9	0.2	196.8
2020	0.0	0.0	0.0	0.0	0.0	-0.1	0.3	9.2	0.0	0.0	4.8	2.6	18.5

### Monthly Returns (Class F)<sup>(2)</sup>

(%)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2024	0.8	0.7	-0.2	0.7	-0.5	5.1	0.7	-1.3	0.0	1.3	4.6	5.3	18.3
2023	-0.6	1.3	-0.9	0.1	1.7	-1.3	3.9	1.2	0.1	5.0	0.6	-0.4	11.0
2022	0.3	-0.6	1.5	3.7	0.7	0.2	-0.9	1.0	5.3	-0.3	-0.9	0.1	10.2
2021	7.8	6.5	-0.2	7.6	96.2	0.2	4.9	6.1	1.8	1.2	17.4	0.1	231.7
2020	0.0	0.0	0.0	0.0	0.0	0.4	-0.1	2.9	0.0	-0.2	-0.8	2.4	10.5

### Monthly Returns (Class F - USD)<sup>(2)</sup>

(%)	)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
202	4	1.3	1.3	1.2	1.1	1.1	1.9	1.1	1.1	1.2	1.2	1.1	-	14.5
202	3	0.9	-1.2	1.1	1.2	1.1	1.4	1.5	1.1	1.1	1.2	1.0	1.0	12.0
202	2	-	-	-	-	-	-	-	-	-	0.3	3.6	1.2	5.2

## Monthly Returns (Class F)<sup>(2)</sup>

(%)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2024	-0.9	0.7	1.6	-1.7	1.3	-0.9	3.2	-0.9	1.4	0.9	2.2	-0.5	6.4
2023	2.6	-1.7	0.2	1.0	-2.3	-0.1	0.3	-0.6	-2.9	0.1	2.3	1.8	0.4
2022	-1.4	-0.5	-0.3	-2.3	-0.7	-2.5	2.0	-0.3	-0.1	0.2	2.7	-0.9	-4.1
2021	3.6	4.6	1.2	1.0	6.7	0.6	-0.3	0.9	-0.9	1.6	2.7	1.2	25.0
2020	-	-	-	-	1.6	1.0	1.9	0.5	-1.0	-0.6	4.1	1.7	9.3

#### 5 - PROOF CAPITAL SPECIAL SITUATIONS FUND

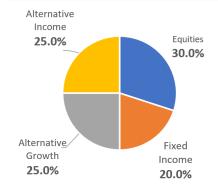
The mandate of the *Proof Capital Special Situations Fund* is to create **single opportunity** or **single strategy series** which are also supported by Proof's main alternative funds. Returns for the Special Situations Fund vary by series. The majority of these series are "closed ended" and are only open for investment periodically.



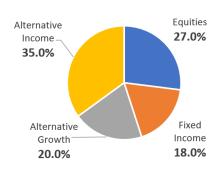
# COMPLETE PORTFOLIO SOLUTION

# **Proof Model Portfolios w/ Alternatives**

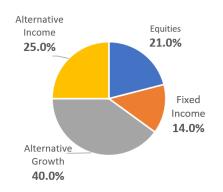
#### **Balanced Alternatives Portfolio**



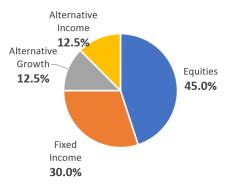
## **Alternative INCOME Weighted**



## **Alternative GROWTH Weighted**



## **LOW Alternative Weighting**





# WHY INVEST IN PROOF FUNDS?(1)

**ALTERNATIVE ASSET FOCUS:** Institutional-quality private investments previously exploited by pensions and private equity.

1

# HIGHER RETURN POTENTIAL

- 40% actual annualized return over 5-year performance history.
- Monthly cash distributions.

2

## LOW VOLATILITY & WEALTH PROTECTION

- Excess volatility a main reason investors sell during periods of market stress.
- Proof targets alternative investments that are uncorrelated with the public markets.

3

## REAL DIVERSIFICATION

- Real assets have a low correlation to the public capital markets.
- Proof believes tangible alternatives are the best option for real diversification.

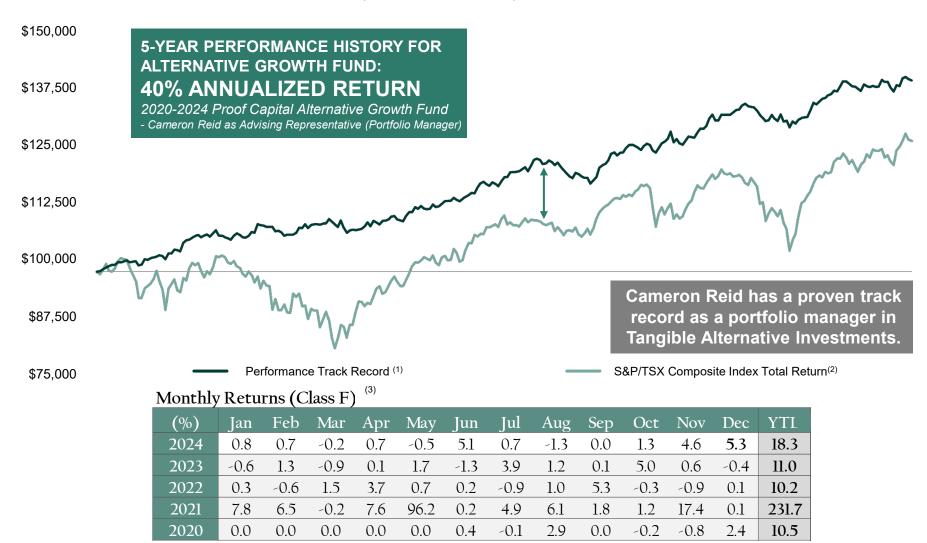
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# **LIQUIDITY**

- Open-ended structure.
- Monthly liquidity.<sup>(3)</sup>
- 1) Qwest Investment Fund Management Ltd. ("QIFM"), and not Proof Capital, performs all of the registerable activities for the Proof Funds. QIFM, a registered investment fund manager, portfolio manager and exempt market dealer, is the investment fund manager and portfolio manager for the Proof Capital Family of Funds; and Cameron Reid, Advising Representative (Portfolio Manager) with QIFM, manages each fund's portfolio. Mr. Reid is also the Chief Investment Officer of Proof Capital. Proof Capital is the promoter of the Proof Capital Family of Funds.
- 2) Actual Total Return from January 2020 to December 2024 of the Proof Capital Alternative Growth Fund. Past performance of investments described herein is provided for illustrative purposes only and is not necessarily indicative of future results.
- 3) See offering documents of each fund for particulars.

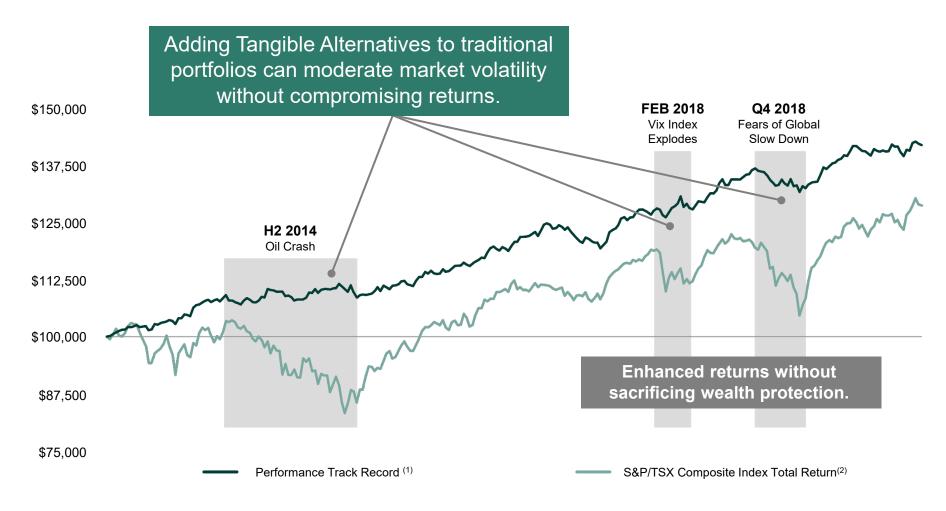
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# HIGHER RETURN POTENTIAL



- 1) Actual Total Return from June 2014 to June 2019 of the Balanced Model Portfolio of Cameron Reid's previous firm while Mr. Reid was Advising Representative (Portfolio Manager) & CIO. The Alternative Growth Fund made up a 15% weight in the Balanced Model Portfolio, and the Alternative Income Fund made up a 35% weight.
- 2) The S&P/TSX index was chosen as a widely used benchmark for the Canadian equity market. While Proof uses this index for long-term performance comparisons, the Proof Capital Alternative Income Fund is not managed relative to the composition of the index.
- Proof Funds also have Class A units which bear a 1% annual trailer fee. See the Proof Funds offering memorandums for details.

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# KEY THEMES IN INVESTMENT PROCESS

1) Target investments AFTER proof of concept, but BEFORE access to capital.

2) SMALL initial investments to build trust, deepen understanding & relationship, and DE-RISK LARGER follow-on investments.

3) Structured DOWNSIDE PROTECTION, with upside exposure/optionality.

4) Invest in PEOPLE, not things. Turn investments into partnerships and build COMMUNITY.

# **PROOF TEAM**



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# PR%F CAPITAL



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- 3) Inquires with respect to Proof Funds will be responded to by a registered dealer or a registered advisor at QIFM.