

### Showcasing Canada's Award-Winning Hedge Funds







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## Showcasing Canada's Award-Winning Hedge Funds

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Dennis MacPherson Senior Vice President





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## Showcasing Canada's Award-Winning Hedge Funds









## **Showcasing Canada's Award-Winning Hedge Funds**

## "Alternative Facts"

Benjamin Tal

Deputy Chief Economist, CIBC Capital Markets



### **Alternative Facts**

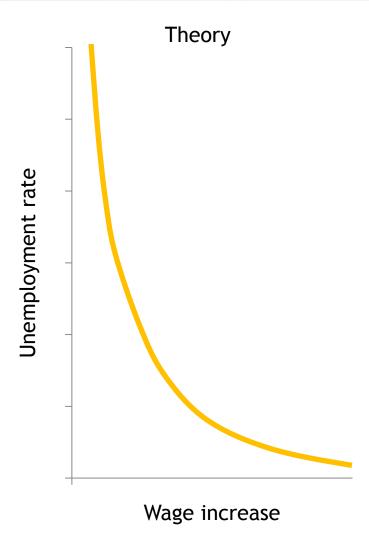


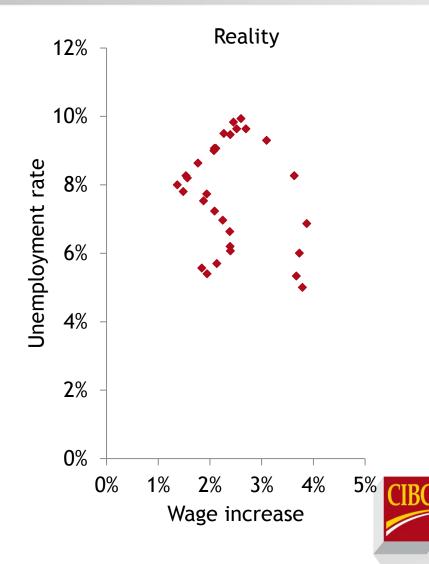
Benjamin Tal

March 2017



### US Unemployment Rate vs. Wage Increase

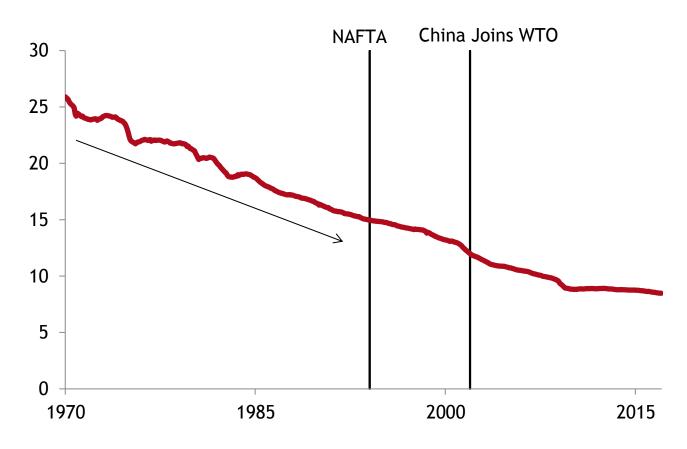




Source: Statistics Canada, CIBC

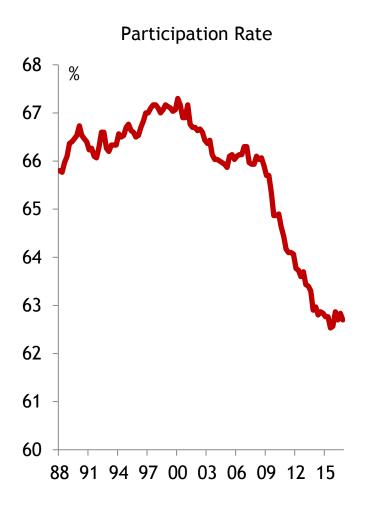
## Manufacturing Share of US Employment Fell Before NAFTA and China's WTO Membership

### Manufacturing Share of Non-Farm Employment(%)





### Not All is Well in US Labour Market

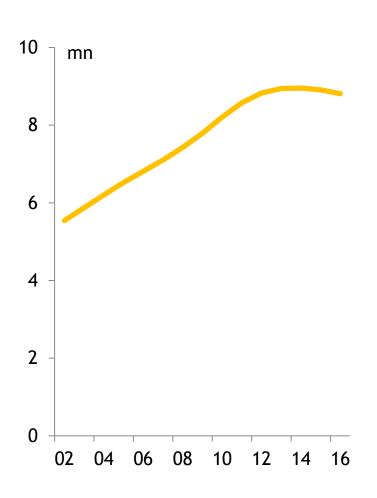


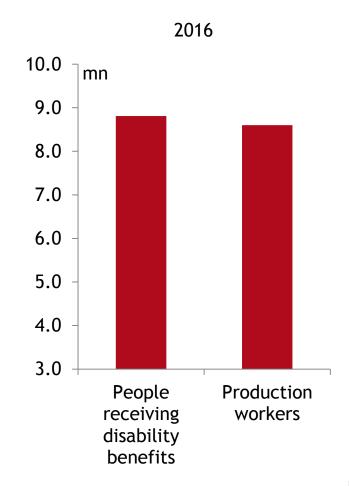
27 Wks+ Unemployment Rate % 88 91 94 97 00 03 06 09 12 15

Source: BLS, CIBC



### Americans Receiving Disability Benefits







Source: SSDP, CIBC

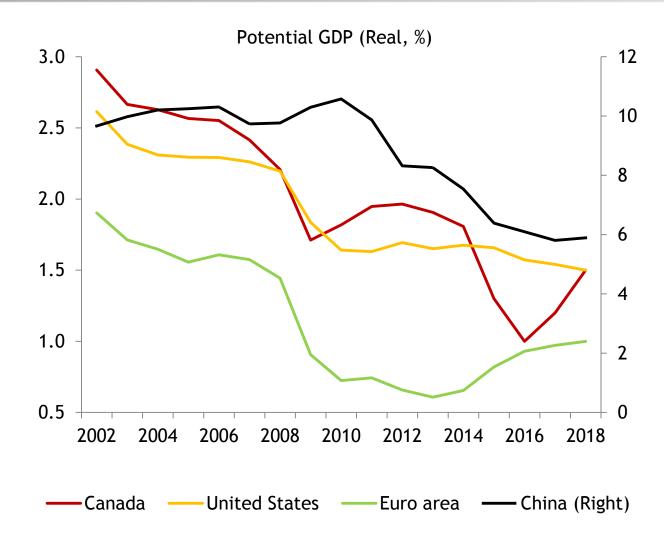
### Canada: Share of Low-Paying Jobs - Rising





Source: Statistics Canada, CIBC

## Slower Speed Limits: GDP Bar is Lower for Full Employment



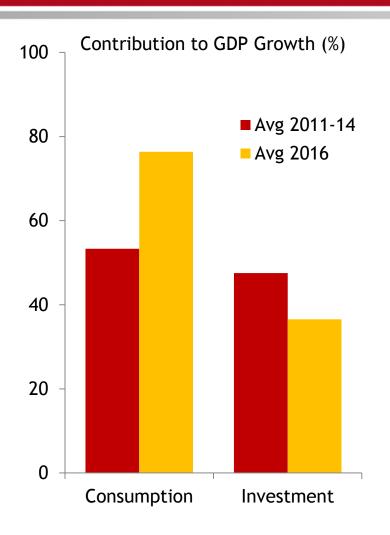


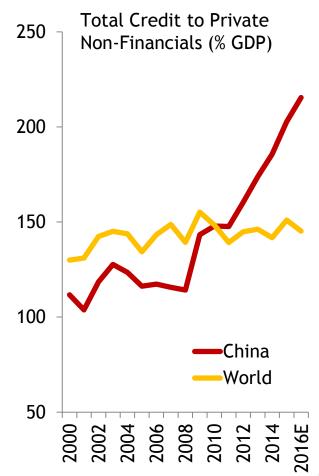


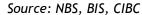




## China: Growth Less Reliant on Investment Recently (L), Credit to Non-Financials Rising Fast (R)

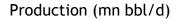


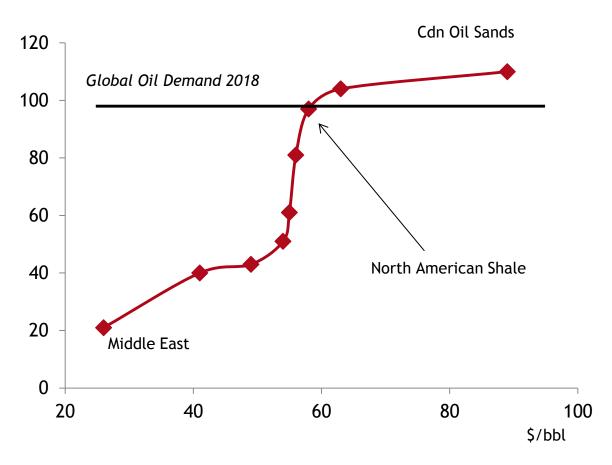






### Shale Marginal Supplier in the Medium Term







Source: BP, CIBC

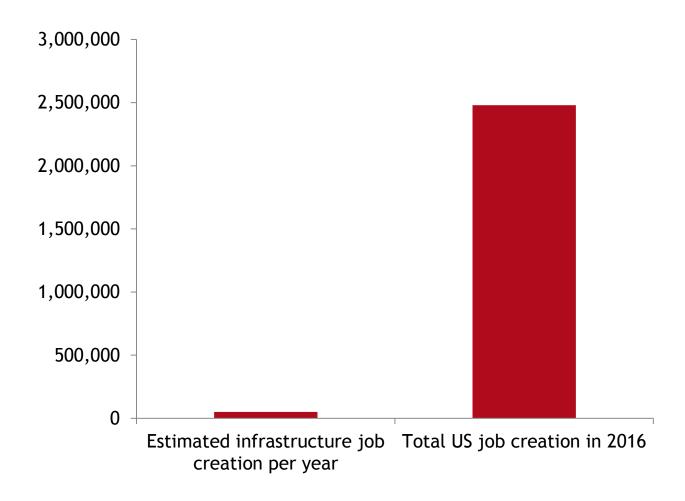
### The Power of the Pen



Kill TPP
Infrastructure
Deregulation
Energy
Keystone
Personal tax cuts
Corporate tax cuts
Cash repatriation
Building a Wall
Trade



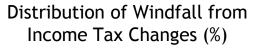
### The Infrastructure "Bonanza"

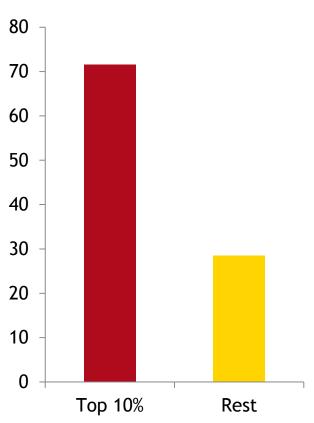


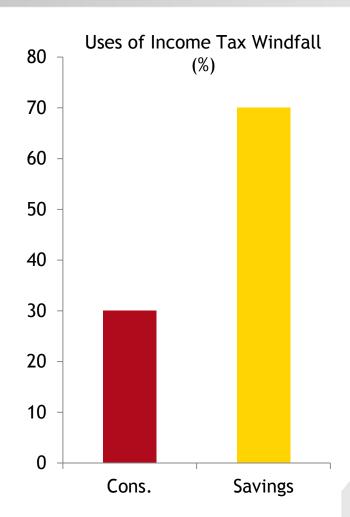


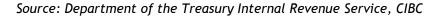
Source: CIBC

## Windfall from Income Tax Cuts Will Boost Savings... Not Consumption



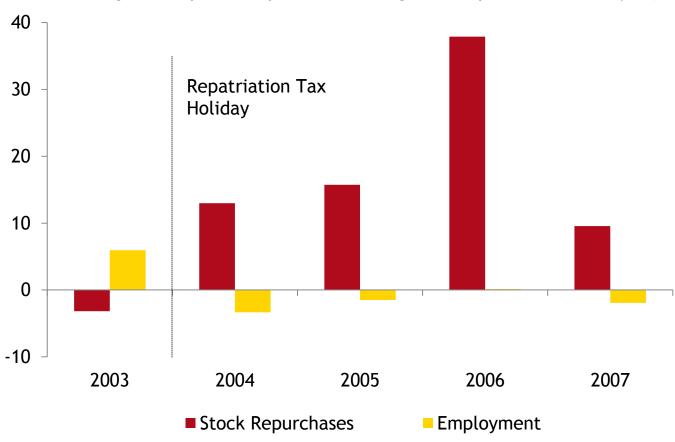






## Cash Repatriation - Positive for Valuations... Not So Much for Employment





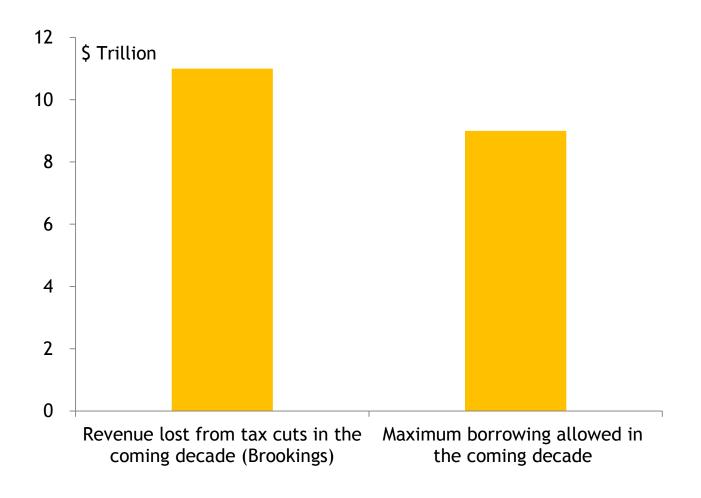


### Trump Is Not Reagan



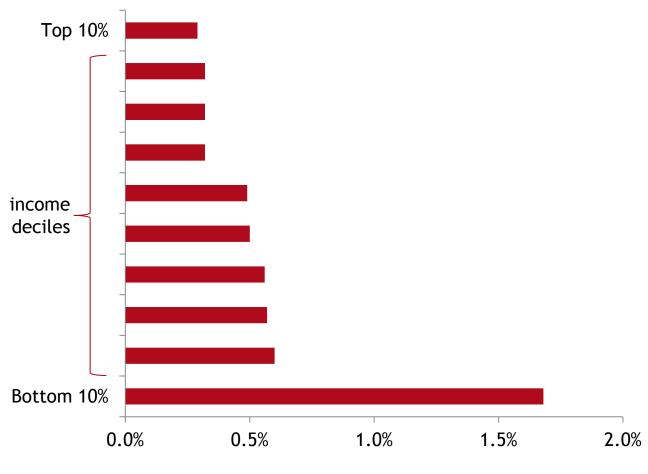


### He Simply Can't Pay For It





### Tax Equivalent Tariff

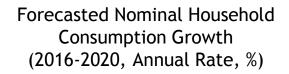


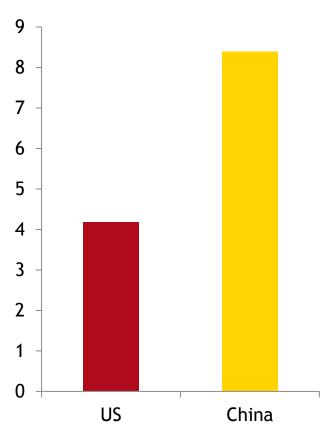
% of after tax income



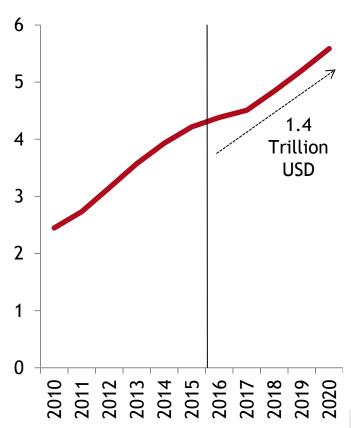
Source: CEA, CIBC

### Consumer Spending in China to Rise at Double the US Rate (L), Leaving it \$1.4 tn Higher in 2020 (R)





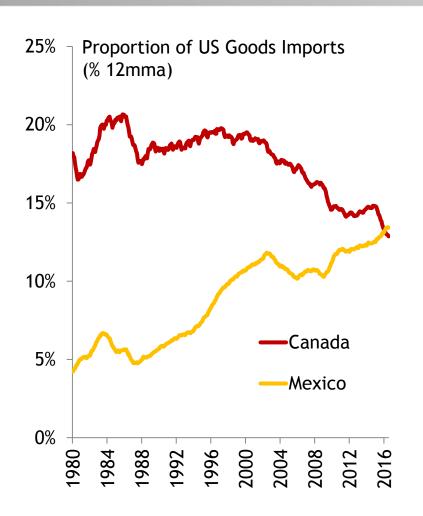
### Chinese Household Consumption (Trillions of USD)

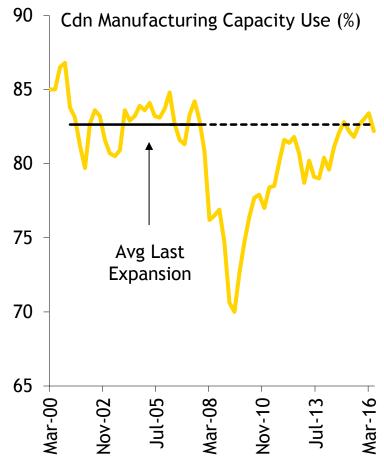




Source: BEA, National Bureau of Statistics of China, CIBC

### Mexico Has Also Gained Market Share (L) Cdn Plants Near Full Capacity; Investment Needed to Lift Exports(R)



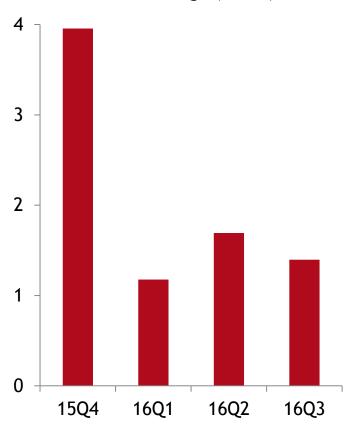




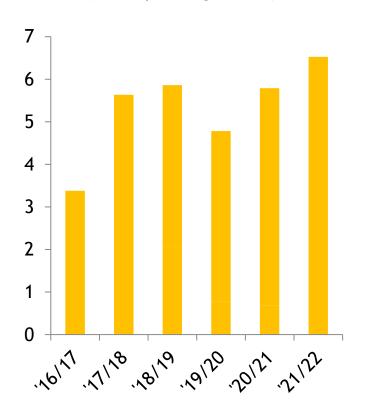
Source: BEA, Statistics Canada, CIBC

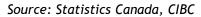
## Government CapEx Tracking Slow Pace (L), Despite Commitments for Significant New Infrastructure Dollars (R)

Change in General Gov't Cap Ex From Year-Ago (C\$ Bn)



Social, Transist, Green & Trade Infrastructure (New Spending, C\$ bn)









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## "Alternative Facts"

Benjamin Tal

Deputy Chief Economist, CIBC Capital Markets





## Showcasing Canada's Award-Winning Hedge Funds

### Barry Allan

Founding Partner





### **Marret Enhanced Tactical Fixed Income Fund**

### **Mission**

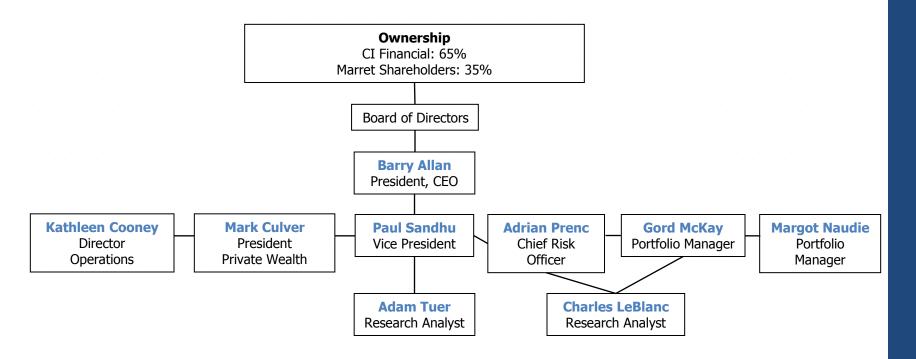


Low rates, high debt levels, and global uncertainty challenge the capital of today's investors, making the protection and growth of that capital infinitely more difficult than in the past.

We use strategies best suited for capital protection and growth in this environment, providing fixed income investors with positive risk return experiences.

### **Firm Profile**





Marret's mission from the beginning in 2000 is to achieve superior risk-adjusted returns by employing alternate strategies in the corporate bond market.

Initially as an independent firm, and since 2013 majority owned by CI Financial, Marret has grown assets managed to over \$4 billion serving institutional and private client investors, encompassing diverse fixed income mandates.

### **Our Team**





Barry Allan President, CEO

- 30+ years experience
- Founded Marret in 2000
- · Prior Altimira, BMO
- Specialist in fixed income & risk management



Paul Sandhu Vice President, Portfolio Manager

- 30+ years experience
- Former Managing Director BMO Capital Markets
- Specialist in investment grade bonds



Adrian Prenc Chief Risk Officer, Portfolio Manager

- 17 years experience
- Specialist in high yield bonds
- · B. Comm, CFA, FRM



**Gord McKay** *Vice President, Portfolio Manager* 

- 14 years experience
- Specialist in high yield bonds, hedge programs
- B. Comm, CFA, CBV



**Adam Tuer** Assistant Vice President

- 4 years experience
- Specialist in investment grade bonds
- PhD, CFA



Charles LeBlanc Research Analyst

- 4 years experience
- Specialist in high yield bonds - focused on energy, metals and mining, & resources
- M.Sc, CFA

### **Investment Process**



# **Top Down**

#### **Top Down Analysis**

Macro-economic indicators, inflation, interest rates, exchange rates, industry outlook

#### **Fundamental Analysis**

Qualitative: industry position, management, historical & projected earnings Quantitative: liquidity, accounting ratios and practices, technical

### Security Analysis

Valuation, technical, upside/downside assessment

**Portfolio** 

### **Key Investment Themes**

Economic Secular Political Market

Identify secular trends that will impact securities and overall portfolio

### Portfolio Construction

Determine weights Hedge where appropriate

**Marret Asset Management Inc.** 

# Bottom Up

#### **Extensive Due Diligence**

Industry Company Security

Identify securities that offer attractive return/risk characteristics

### **Strategies: Preservation, Protection,** and Growth



#### Our strategies have performed well, producing favourable returns and low volatility.

Enhanced Tactical Yield	Investment Grade Strategy	High Yield Strategy	Tactical Energy ***		
November 28, 2014	October 1, 2010	July 29, 2003	November 30, 2015		
Short duration corporate bonds, hedged	Long/short investment grade corporate bonds	Growth via exposure to higher yield corporate bonds	High yielding bonds of North American energy producers		
Enhanced return compared to other	Interest rate and credit exposure management	Market and issue specific risk management	Opportunistic capture of high returns caused by dislocation in energy market		
short term alternatives	Better risk/return than traditional bond portfolio	Equity-like returns, bond-like risk	3,		
weekly liquidity					
4.92%	5.25%	8.20%	13.74%		
1.72%	2.62%	5.25%	-9.03%**		
	Tactical Yield  November 28, 2014  Short duration corporate bonds, hedged  Enhanced return compared to other short term alternatives  Weekly liquidity  4.92%	November 28, 2014  Short duration corporate bonds, hedged  Enhanced return compared to other short term alternatives  Weekly liquidity  Long/short investment grade corporate bonds  Interest rate and credit exposure management  Better risk/return than traditional bond portfolio  5.25%	November 28, 2014  Strategy  November 28, 2014  October 1, 2010  July 29, 2003  Short duration corporate bonds, hedged  Enhanced return compared to other short term alternatives  Weekly liquidity  Long/short investment grade corporate bonds  Interest rate and credit exposure management  Exposure management  Better risk/return than traditional bond portfolio  Figure 3.20%  High Yield Strategy  July 29, 2003  Growth via exposure to higher yield corporate bonds  Market and issue specific risk management  Equity-like returns, bond-like risk  8.20%		

Capital Protection	Growth	
n as of the funds' inception date and are net of all fees.		

All values are taken

- \* Risk is represented by the annualized standard deviation of monthly returns per fund
- \*\* Drawdown value used as a result of small sample
- \*\*\* Fund wound-up December 31st, 2016

Investment Grade Strategy return represented by the Marret Investment Grade Hedged Strategies Fund High Yield Strategy return represented by the Marret High Yield Hedge LP

## **Enhanced Tactical Yield: Investment Objective and Fund Strategies**



The objective of the fund is to provide absolute returns with a target of 2-3% over traditional risk free alternatives. The Fund's risk objective is to have less than 3% volatility over the long-term and positive returns over each 12 month period.

- Invest primarily in short term North American corporate debt
- Selective allocation to European investment grade debt
- Government bonds held in periods of weak economic growth and widening credit spreads
- Government securities also used to hedge rate risk and to manage duration
- Currency hedged
- Limits maintained on duration (Max 3) and leverage (150% Gross Exposure)

### **Fund Performance and Terms**



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	YTD
2017	0.48												0.48
2016	(0.21)	(0.01)	0.95	0.88	0.22	0.50	1.04	0.62	0.14	0.36	(0.23)	0.52	4.89
2015	0.87	1.43	0.27	0.19	0.23	(0.18)	0.51	0.47	(0.68)	1.26	(0.16)	0.68	4.97
2014												0.15	0.15

**Annualized Return** 

• 4.92%

**Average Volatility** 

• Annualized Standard deviation: 1.72%

**Average Duration** 

• 0.920 (since Jan 22, 2015)

Terms	Marret Enhanced Tactical Fixed Income Fund			
Launch Date	November 28, 2014			
Minimum Subscription	CAD \$250,000			
Liquidity	Weekly			
Lock Up	None			
Management Fee	0.60% (Class F) 1.00% (Class A)			
RRSP Eligibility	Yes			
Fundserv	Yes			
Custodian	CIBC Mellon			
Prime Broker	Scotia Capital Inc.			
Auditor	Pricewaterhouse Coopers LLP			

### **Contact**



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Fax: +1.647.439.6471

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President – Marret Private Wealth 630 René Lévesque Blvd. West Suite 2900

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Tel: +1.514.875.3384 Cell: +1.514.244.7795

### **Disclosure**



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# Showcasing Canada's Award-Winning Hedge Funds

## Jason Landau

Portfolio Manager





# **Energy Exposure Without the Drama**

Showcasing Canada's Award Winning Hedge Funds – March 8, 2017

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## WARATAH FIRM OVERVIEW

### **ORGANIZATION**

- North American long/short manager that aims to consistently compound wealth and protect against loss
- \$1.2 billion in assets under management<sup>1</sup>
- Clients include Canadian, U.S. and global high net worth individuals, family offices, foundations, endowments and pension funds
- 27 investment, operations and risk professionals in Toronto

### **STRENGTHS**

- Proven and experienced team with excellent reputation among investment professionals
- Aligned with investors; \$81 million of founder and employee capital invested
- Disciplined and robust risk management with active factor management
- Institutional caliber operations and management... a risk averse "culture of compliance"

WARATAH	WARATAH	WARATAH	WARATAH	WARATAH
One	One X	Performance	Income	Energy
<ul> <li>Diversified Market</li></ul>	<ul> <li>Enhanced Diversified</li></ul>	<ul> <li>Directional Long/Short</li></ul>	<ul> <li>Hedged Equity</li></ul>	<ul> <li>Market Neutral</li></ul>
Neutral <li>\$804 million strategy</li>	Market Neutral <li>\$804 million strategy</li>	Equity <li>\$287 million fund</li>	Income <li>\$50 million fund</li>	Energy <li>\$18 million fund</li>
AUM <sup>1,2</sup> <li>6.4% average return<sup>4</sup></li> <li>3.7% volatility<sup>4</sup></li>	AUM <sup>1,2</sup> <li>9.3% average return<sup>3</sup></li> <li>5.2% volatility<sup>3</sup></li>	AUM <sup>1</sup> <li>10.7% average return<sup>4</sup></li> <li>8.0% volatility<sup>4</sup></li>	AUM <sup>1</sup> <li>6.7% average return<sup>4</sup></li> <li>6.4% volatility<sup>4</sup></li>	AUM <sup>1</sup> <li>7.7% average return<sup>5</sup></li> <li>6.2% volatility<sup>5</sup></li>

<sup>&</sup>lt;sup>1</sup> As of February 1, 2017

<sup>&</sup>lt;sup>2</sup> Strategy AUM includes other funds and/or accounts that are derived from Waratah One LP model

<sup>&</sup>lt;sup>3</sup> Waratah One X risk and return estimates are derived from internal unaudited monthly returns generated by Waratah One LP master class A from July 1, 2010 to last the official NAV date, January 31, 2017. Position returns and interest costs and expenses have been increased by a 1.45 multiple. Net exposures greater than 30% have been adjusted for by assuming that a 50/50 weighting of the IVV and XIU ETFs would have been shorted. Returns are calculated in Canadian dollars with associated interest on cash balances and expenses. Data is hypothetical.

<sup>&</sup>lt;sup>4</sup>Annualized, net of fees; Since inception – July 1, 2010 to January 31, 2017

<sup>&</sup>lt;sup>5</sup> Annualized, net of fees; Since inception – February 1, 2012 to January 31, 2017; Returns generated prior to December 2016 are hypothetical

### Jason Landau

Jason joined Waratah Advisors in September 2010 from TD Securities where he worked as an Associate in Investment Banking and Equity Capital Markets from 2006 to 2010. During his time at TD, Jason was involved in domestic mergers and acquisitions as well as the structuring and pricing of equity securities, convertible debentures and preferred shares. Prior to TD Jason received his Honours Business Administration degree (with distinction) from the Richard Ivey School of Business at the University of Western Ontario.

Jason is the sole portfolio manager of the Waratah Energy fund which won second place in the Best One Year Return award in the market neutral category at the 2016 Canadian Hedge Fund Awards. Jason was also recognized as a TopGun investment manager by Brendan Woods International in 2016 and 2017.





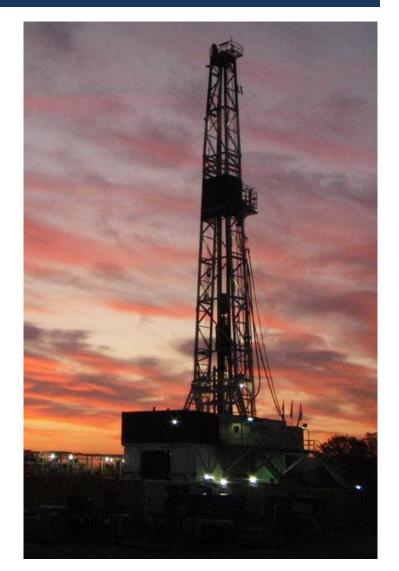
### **Eugene Vath**

Eugene joined Waratah Advisors in April 2016. Prior to joining Waratah, he worked at Scotiabank Global Banking and Markets in the trading and equity research groups with a focus on Oil & Gas E&P's. Eugene holds a Bachelor of Commerce Degree from the University of Victoria and both the CFA and CPA designations.

## WARATAH ENERGY FUND

Energy exposure without the drama

- Targeted 10% 12% returns over an investment cycle
- Going forward, energy is a sector where specialists will outperform
- Gain exposure to the energy sector without the drama / volatility



### WARATAH Energy vs S&P 500 Energy/TSX Energy (50/50)

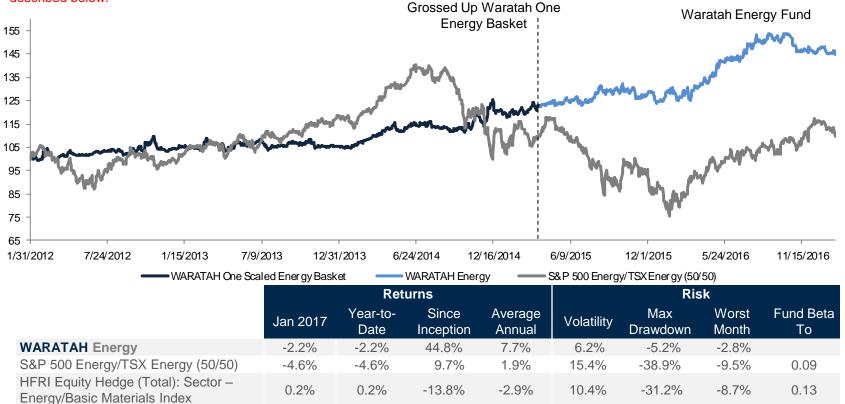
The North American Energy markets experienced a 46% drawdown since July 2014



- 1. Data in graph represents daily returns for STENRSR Index, SPTRENRS Index, while HFRISEN Index represents monthly returns. Waratah Energy data represents daily estimated net returns from December 31, 2013 to the last official NAV date, January 31, 2017 as described below:
  - A. Returns prior to April, 2015 are (1) based on daily unaudited internally estimated net returns of Energy Basket in Waratah One LP domestic strategy beginning February, 2012, scaled by 5.0x to reflect the intention to maintain 5.0x scaling in the Waratah Energy Fund going forward relative to Waratah One LP Energy Basket. Waratah may, however, choose to change the scaling factor in the future. (2) Net position limits and other fund constraints may differ for securities held during this period. (3) Estimated monthly fees, interest, expenses and other cash items based on historical data are distributed on a daily basis. For more information about the Waratah One LP Energy Basket during this period, please contact Waratah Capital Advisors Ltd. Data is hypothetical.
  - B. Returns after April, 2015 (inclusive) are based on daily unaudited, internally estimated net returns of Waratah Energy Fund. Some impacts: including fees, interest, expenses, and other cash items during the month are distributed on a daily basis during the month they occur. For each month, adjustment factor is applied to daily estimated return to match the estimated return of Master Series Class A monthly return when daily returns are compounded.
- 2. Source of data for comparative indices: Bloomberg: STENRSR Index, SPTRENRS Index from December 31, 2013 to January 31, 2017; Internal unaudited calculations.
- 3. Risk and return data in chart represents monthly returns from December 31, 2013 to the last official NAV date, January 31, 2017.

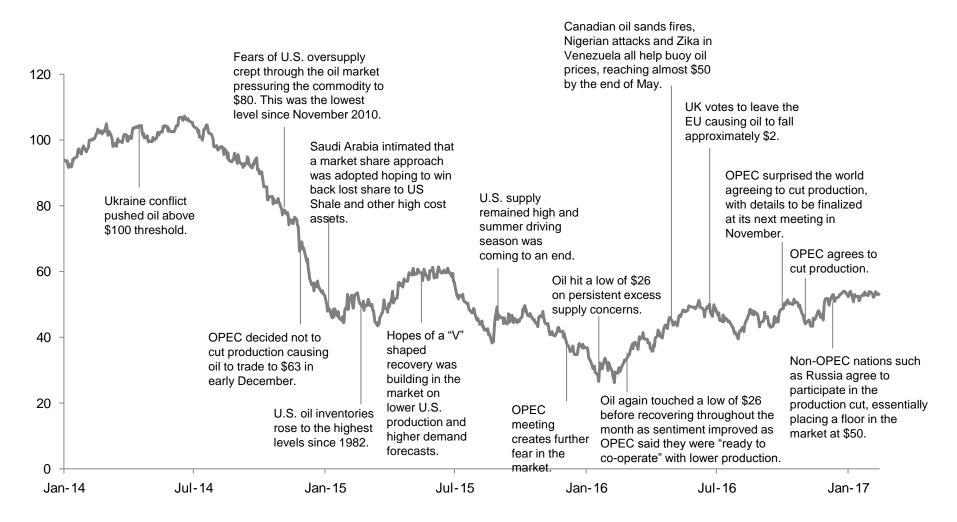
### Waratah Energy Fund Historical Performance

"Since Inception" and other risk / return data includes estimated strategy net returns as described below from February, 2012 to end of January, 2017. "Waratah Energy Fund Inception" April 1, 2015. Data prior to Waratah Energy Fund Inception is based on hypothetical series as described below.



- 1. Data in Graph represents daily returns for STENRSR Index, SPTRENRS Index, while HFRISEN Index represents monthly returns. Waratah Energy data represents daily estimated net returns from January 31, 2012 to the last official NAV date, January 31, 2017 as described below:
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- 2. Source of Data for Comparative Indices: Bloomberg: STENRSR Index, SPTRENRS Index, HFRISEN Index from January 31, 2012 to January 31, 2017; Internal unaudited calculations.
- 3. Risk and return data in chart represents monthly returns from January 31, 2012 to the last official NAV date, January 31, 2017.

## WHY VOLATILITY MANAGEMENT MATTERS



Source of Data: Bloomberg: CL 1 COMB Comdty; from January 3, 2014 to February 15, 2017.

### The World is a Volatile Place

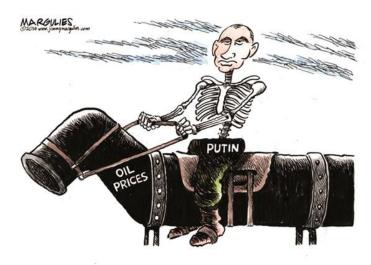
### Why Volatility Management?



## Geopolitical Issues Weigh Heavily On Oil

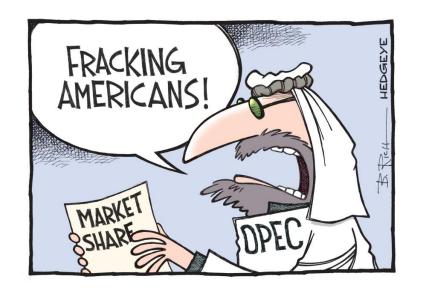
### Why Volatility Management?













"America has a long history of achieving the impossible. We defeated the British. We landed on the moon. We invented the Internet. And now we can add horizontal drilling to the list of American innovations that have changed the world forever." -- Harold Hamm, CEO of Continental Resources

## **OUR INVESTMENT APPROACH**

OIL

OIL

OIL

OIL

- Experts are almost always wrong
- Predicted \$200 in 2007
   and \$20 in 2016

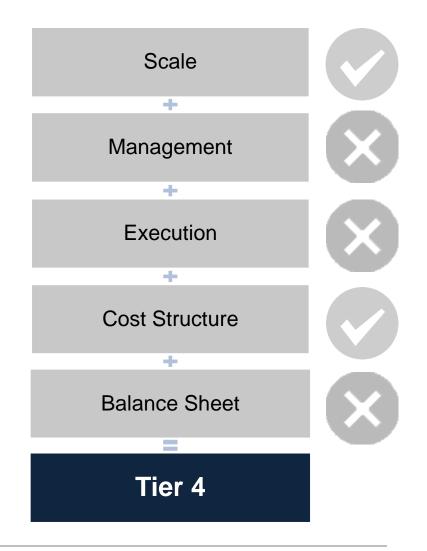
OIL

OIL

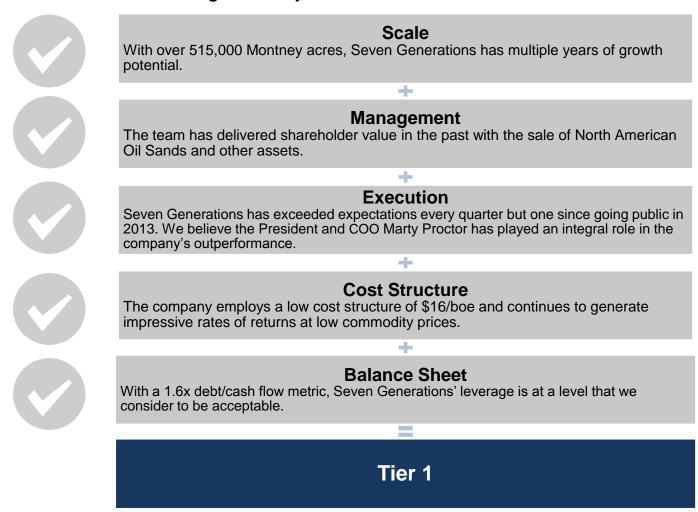
Prefer quality companies that have delivered value in the past







Several Management meetings over the last year allowed Waratah to develop our long thesis and continue our diligent analysis.



Hedge
 exposures
 specific to the
 energy sector

 Do not take undue risk



### Factor Hedging Case Study: Seven Generations

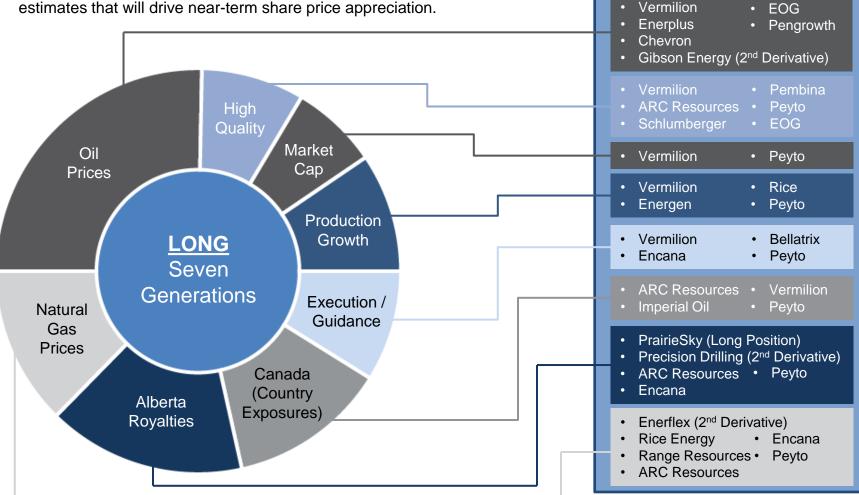
Our Investment Approach

**Protective Layer of Hedges** 

(SHORT)

### **Buy Thesis**

We believe Seven Generations offers the greatest production growth of any Canadian oil and gas company despite trading at an average peer multiple. Additionally, we believe there is 9% upside to consensus analyst production estimates that will drive near-term share price appreciation.



## **CURRENT POSITIONING**

- OPEC appears to be trying to manage the price of oil such that they are profitable but higher cost frackers are not incented to ramp production
- As a result, we currently believe oil is range bound between \$50-\$60/barrel
- We are long companies that can generate free cash flow and continue to invest in a \$50-\$60 oil price environment and short business that cannot
- The typical long only energy fund will have difficultly generating returns if oil doesn't continue to rise

# Canada

### **Long Portfolio**











### **Short Portfolio**



















Schlumberger

## CONCLUSION

### WHY INVEST IN THIS STRATEGY

Ability to make money on both long and short sides of the portfolio

**Protection of capital** – risk management processes reduce volatility and exposure to drawdowns

**Low correlation** to North American energy markets

### **UNIQUE ATTRIBUTES**

Market Neutral approach to investing in energy sector

**Absolute return focused -** positive returns every year since inception

Low drawdowns, low volatility

North American investment universe

Institutional quality risk management at firm and fund level

Jan 2017	Year-to-Date	Since Inception	Average Annual
-2.2%	-2.2%	44.8%	7.7%

WARATAH Energy is a low net exposure, long/short equity portfolio of North American energy securities. Fundamental research, dynamic portfolio construction and active factor management combine to produce compounded returns with significantly lower volatility and drawdowns than the S&P 500 Energy and S&P/TSX Energy Indices ("North American Energy Indices"). Waratah manages this strategy to go long higher quality securities and short lower quality securities while hedging out commodity, sub-sector and other factor exposures. This strategy has demonstrated a very low beta to North American Energy Indices.

### FIRM OVERVIEW

Waratah Capital Advisors Ltd. is a Toronto, Canada based risk adjusted return investment manager founded by Brad Dunkley and Blair Levinsky in 2010. Our goal is to consistently compound wealth and protect against loss. With a team of 27 professionals, Waratah combines intensive research driven stock selection with a disciplined and robust risk management program. As of February 1, 2017, Waratah managed approximately \$1,170 million in assets across various equity long/short strategies including hedged income, market neutral and a concentrated best ideas portfolio. Founders and employees collectively represent 7% of the firm's assets under management with high-net-worth individuals, family offices, foundations, endowments, and public and private pension funds representing the balance of firm assets.

### **HIGHLIGHTS**

Firm	
Firm AUM	\$1,170MM
Employee AUM	\$81MM
Strategy	
Fund AUM	\$18MM
Strategy GMV	\$335MM
Gross limit	250%
Net limit	±25%
Portfolio Manager	Jason Landau

### **RISK STATISTICS**

Volatility	6.2%
Sharpe ratio	1.1
Months positive	65%
Best day	4.0%
Worst day	-2.8%
Best month	5.6%
Worst month	-2.8%
Worst drawdown	-5.2%

### **POSITIONS OVERVIEW**

Largest Long Exposures	
EOG Resources, Inc.	
Seven Generations Energy Ltd	d.
Whitecap Resources Inc.	
Suncor Energy Inc.	
Halliburton Company	
Largest 5 long positions	28.0%
Largest 5 short positions	-28.9%
Number of positions	56

#### **CURRENT PORTFOLIO**

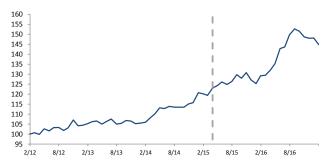
Exposures	Long	Short	Gross	Net
January 2017 Average	90.3%	-81.7%	171.9%	8.6%
Average 2017	90.3%	-81.7%	171.9%	8.6%
Average Since Inception	72.1%	-61.1%	133.1%	11.0%
January 2017 Month End	93.1%	-85.2%	178.3%	7.8%
By Market Capitalization (Month E	ind)			
Large	65.1%	-58.2%	123.3%	6.8%
Mid	26.9%	-24.5%	51.4%	2.3%
Small	1.1%	-2.4%	3.6%	-1.3%
By Geography (Month End)				
Canada	41.3%	-38.5%	79.7%	2.8%
United States	51.8%	-46.8%	98.5%	5.0%
Other	0.0%	0.0%	0.0%	0.0%
By Sector (Month End)				
Exploration & Production	70.5%	-68.3%	138.8%	2.1%
Energy Equipment & Services	10.1%	-5.0%	15.1%	5.2%
Refining & Marketing	1.2%	0.0%	1.2%	1.2%
Integrated Oil & Gas	5.0%	-10.5%	15.5%	-5.4%
Storage & Transportation	6.2%	-1.5%	7.7%	4.7%
Other	0.0%	0.0%	0.0%	0.0%
ETF	0.0%	0.0%	0.0%	0.0%

### **COMPARATIVE INDICES**

		Ret	urns		Risk					
	Jan 2017	Year-to- Date	Since Inception	Average Annual	Volatility	Max Drawdown	Worst Month	Fund Beta To		
WARATAH Energy	-2.2%	-2.2%	44.8%	7.7%	6.2%	-5.2%	-2.8%			
HFRI Equity Hedge (Total): Sector – Energy/Basic Materials Index	0.2%	0.2%	-13.8%	-2.9%	10.4%	-31.2%	-8.7%	0.13		
S&P 500 Energy/TSX Energy (50/50)	-4.6%	-4.6%	9.7%	1.9%	15.4%	-38.9%	-9.5%	0.09		
MONTHLY RETURNS (net of	f fees)									

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Calendar*
2017	-2.2%												-2.2%
2016	3.1%	0.3%	2.0%	2.4%	5.6%	0.6%	4.2%	2.0%	-0.8%	-1.9%	-0.5%	0.1%	18.2%
2015	-0.5%	-0.6%	3.1%	1.0%	1.5%	-1.0%	1.2%	2.7%	-1.4%	2.2%	-2.8%	-1.5%	3.7%
2014	0.4%	1.9%	1.9%	2.8%	-0.3%	1.0%	-0.3%	0.0%	0.0%	1.4%	0.5%	4.3%	14.4%
2013	0.8%	1.0%	0.3%	-1.5%	1.4%	1.0%	-2.3%	0.3%	1.4%	-0.3%	-1.2%	0.3%	1.0%
2012		0.7%	-0.8%	2.8%	-1.0%	1.6%	0.1%	-1.4%	1.3%	3.8%	-2.7%	0.3%	4.5%

### **CUMULATIVE RETURN**



Past performance is not indicative of future returns. See page 2 for important information related to WARATAH Energy and other information provided above. \*Calendar year returns are based on compounded monthly series

### WARATAH Energy

### **FUND INFORMATION** April 2015 (Basket returns since February Strategy Inception: 2012) Subscriptions: Monthly Lock Up: None Notice Period: 45 days (no fee) High Water Mark: Permanent (no reset) Management Fee: 2.00% of Net Asset Value: Less than \$2MM 1.85% of Net Asset Value: \$2MM - \$25MM 1.75% of Net Asset Value: \$25MM - \$50MM 1.50% of Net Asset Value: Greater than \$50MM **General Partner** Allocation: Structure: Limited Partnership (Canada) Domicile/Currency: Canada - CAD \$100,000 Per Fund (Canada) Minimum Investment:

KPMG LLP

McMillan LLP

Scotia Capital



**Fund Administration:** 

**Fund Audit:** 

Prime Broker:

Legal:

Waratah Capital Advisors Ltd.
1 Toronto Street, Suite 401
Toronto, Ontario, M5C 2V6
T 416 687 6791
F 416 504 7536
info@waratahcap.com
waratahadvisors.com

Commonwealth Fund Services (Canada)

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Footnotes to risk and return data enclosed:

- 1. Investment returns reflect the reinvestment of dividends and capital gains. Index returns include dividends, but do not reflect fees or expenses. Returns do not reflect taxes payable by an investor in Waratah Energy.
- Past performance is not indicative of future returns. All Waratah fund returns and risk statistics relate to Waratah Energy Limited Partnerships' master series monthly returns net of fees and expenses and are based on independent third party monthly net asset value (NAV) calculations and on internal unaudited estimates. Performance returns of the series or vehicle an investor is invested in may vary from the reported performance numbers. "Average Annual" measured by compound annual growth rate using Actual/365 day count.
- For Waratah Energy, risk and return information based on monthly returns from January 31, 2012 to last official NAV date as indicated; internal unaudited calculations; with monthly returns calculated as described below for the represented return series;
  - A. Prior to April, 2015 are:
    - Based on daily unaudited internally estimated net returns of Energy Basket in Waratah One LP domestic strategy beginning February, 2012, scaled by 5.0x to reflect the intention to maintain 5.0x scaling in the Waratah Energy fund going forward relative to Waratah One LP Energy basket. Waratah may, however, choose to change the scaling factor in the future.
    - ii. Net position limits and other fund constraints may differ for securities held during this period.
    - iii. Total monthly fees, interest, expenses, etc. are estimated based on historical data.
  - B. After April, 2015 (inclusive) are based on monthly net returns of Waratah Energy Fund, Master Series Class A.
  - S&P 500 Energy/TSX Energy refers to 50/50 blend of S&P500 Energy Index and S&P/TSX Energy Index in local currencies, USD and CAD respectively, rebalanced monthly. HFR Index volatility, average annual, max drawdown, worst month, and beta calculated based on most recent Hedge Fund Research data. Source of all other third party data is Bloomberg. Returns and risk calculated monthly following Waratah NAV schedule. Contact Waratah for more information regarding comparative indices. Definitions of indices follow:
    - As described by S&P Dow Jones Indices, "The constituents of the Energy GICS S&P 500® Energy index comprises companies included in the S&P 500 that are classified as members of the energy sector as per the Global Industry Classification Standard (GICS®)." This index broadly represents the performance of the US energy sector where WARATAH Energy LP draws investment ideas from. This index is not exactly investible, but may be replicated with individual securities or ETFs; noting that there may be additional transaction costs or fees.
    - 3. As described by Bloomberg, "The constituents of the Energy GICS Sector are a subset of the constituents of the S&P/TSX Composite Index that have been classified according to the Global Industry Classification Standard. The index was developed with a base value of 1000 as of 1975. This is a GICS Level 1 Sector group. The parent index is SPTSX." This broadly represents performance of the Canadian energy sector where WARATAH Energy LP also draws investment ideas from. This index is not exactly investible, but may be replicated with individual securities or ETFs; noting that there may be additional transaction costs or fees.
    - As described by Hedge Fund Research, "Sector Energy/Basic Materials strategies which employ investment processes designed to identify opportunities in securities in specific niche areas of the market in which the Manager maintains a level of expertises which exceeds that of a market generalist in identify companies engaged in the production & procurement of inputs to industrial processes, and implicitly sensitive to the direction of price tendes as determined by shifts in supply and demand factors, and implicitly sensitive to the direction of broader economic trends. Sector Energy/Basic Materials strategies typically maintain a primary focus in this area or expect to maintain in excess of 50% of portfolio exposure to these sectors over a various market cycles." This index is not investible; historical performance presented may be changed going forward by the index provider up to 4 months after the month end. Performance of any indices mentioned above does not reflect any deduction for fees, expenses or taxes.
- 5. Historical monthly volatility,  $\sigma_y$ , is measured by the standard deviation of monthly returns. Historical annual volatility,  $\sigma_y$ , is measured by annualizing monthly data  $\sigma_y = \sqrt{12}\sigma_m$ . Fractions of historical market volatility are approximations based on fund's volatility compared to market volatility.
- Sharpe ratio calculated using risk free of rolling Canada 3 Month Government Bond yield. Observed (ex post) Sharpe ratio annualized using monthly differentials calculated using methodology in: <a href="http://www.stanford.edu/~wfsharpe/art/sr/sr.htm">http://www.stanford.edu/~wfsharpe/art/sr/sr.htm</a>.
- Strategy GMV is estimated by adding the gross market values (total long dollars and short dollars) of the energy baskets within all Waratah One strategies and the gross market value of the Waratah Energy Limited Partnership as at the end of the month.
- Worst day and best day are estimates based on estimated daily impacts to master series since inception (accruing fees/expenses evenly through month and using current pricing data to calculate performance).
- Long, short, net and gross weights refer to end of day weights of last official reporting period. Average weights refer to average of end of day weights over specified period.
- 0. Exposures labeled: A) Market capitalization determined by issuer of security or underlying issuer at end of last official month. Large cap: market capitalization exceeding \$5 billion, mid cap: market capitalization \$1B to \$5 billion, small cap: less than \$1B; Government: government-issued security. B) Geography exposure: country where security is issued. C) Sector exposure: by GICS sub-industry for all stocks in GICs; Oil, Gas, & Consumable Fuels Industry; otherwise by GICS industry. ETFs are assigned based on appropriate industry/sub-industry classification or to "ETF" if broader than single classification. Other includes all non-energy GICS sector securities.
- 11. Year to date disclosure from January 1, 2016 to last official month end net asset value, unless indicated otherwise.
- 12. Assets under management is represented in CAD at the beginning of the month.
- 3. Beta,  $\beta_{I,F}$ , based on historical relationship between fund return (F) and index (I) performance.  $\beta_{I,F} = \frac{cov (R_I,R_F)}{var(R_I)}$  where  $R_I$  is monthly index return,  $R_F$  is monthly fund return.
- Waratah reserves the right to negotiate alternate fee structures.

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    - ii. Net position limits and other fund constraints may differ for securities held during this period.
    - iii. Total monthly fees, interest, expenses, etc. are estimated based on historical data.
  - B. After April, 2015 (inclusive) are based on monthly net returns of Waratah Energy Fund, Master Series Class A.
- 2. Definitions of indices follow:
  - A. As described by S&P Dow Jones Indices, "The constituents of the Energy GICS S&P 500® Energy index comprises companies included in the S&P 500 that are classified as members of the energy sector as per the Global Industry Classification Standard (GICS®)." This index broadly represents the performance of the US energy sector where WARATAH Energy LP draws investment ideas from. This index is not exactly investible, but may be replicated with individual securities or ETFs; noting that there may be additional transaction costs or fees.
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  - C. As described by Hedge Fund Research, "Sector Energy/Basic Materials strategies which employ investment processes designed to identify opportunities in securities in identify companies engaged in the production & procurement of inputs to industrial processes, and implicitly sensitive to the direction of price trends as determined by shifts in supply and demand factors, and implicitly sensitive to the direction of broader economic trends. Sector Energy/Basic Materials strategies typically maintain a primary focus in this area or expect to maintain in excess of 50% of portfolio exposure to these sectors over a various market cycles." This index is not investible; historical performance presented may be changed going forward by the index provider up to 4 months after the month end.
  - D. Performance of any indices mentioned above does not reflect any deduction for fees, expenses or taxes.
- Past performance is not indicative of future returns.
- US investors may not invest in Waratah's Canadian Funds.
- 5. Gross and net positions refer to monthly average gross weight and net weight unless otherwise indicated. Average weight calculated by taking average of end of day net and gross weights.
- 6. Year to date disclosure from January 1, 2016 to last official month end net asset value, unless indicated otherwise.
- 7. Assets under management is represented in CAD at the beginning of the month.
- 8. Historical monthly volatility,  $\sigma_m$ , is measured by the standard deviation of monthly returns. Historical annual volatility,  $\sigma_y$ , is measured by annualizing monthly data  $\sigma_y = \sqrt{12}\sigma_m$ . Fractions of historical market volatility are approximations based on fund's volatility compared to market volatility.
- 9. Compound Annual Growth Rates measured over specified time horizon using Actual/365 day count.
- 10. Drawdowns are calculated on monthly data since inception. Drawdowns are using peak to trough returns.
- 11. Beta,  $\beta_{I,F}$  based on historical relationship between fund return (F) and index (I) performance.
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- 12. Waratah reserves the right to negotiate alternate fee structures.



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## Raj Tandon

Founding Partner, COO and Head of Business Development



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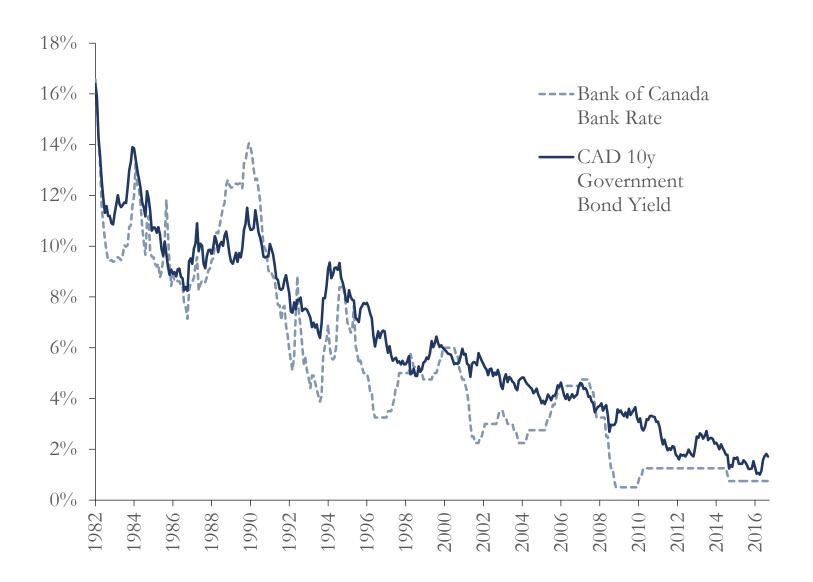
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### Canada Universe Bond Index

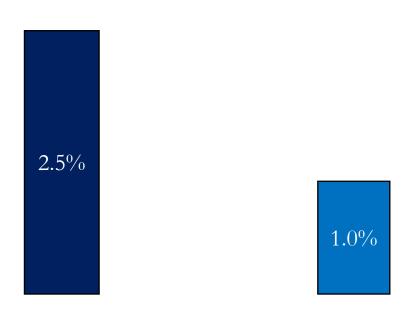
Yield = 
$$2.1\%$$

Rates 
$$1\% = -7.3\%$$

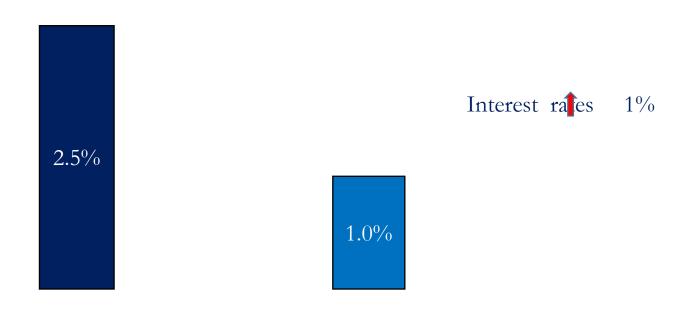
Buy: \$100 BNS Subordinated 3y 2.5% yield



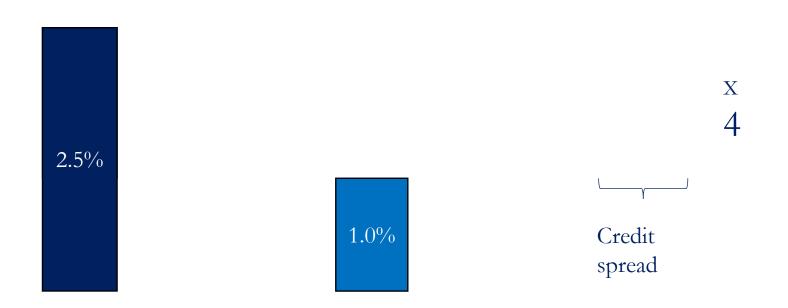
Buy: \$100 BNS Subordinated Short: \$100 CAN GOV 3y 3y 2.5% yield 1.0% yield



Buy: \$100 BNS Subordinated Short: \$100 CAN GOV 3y 3y 2.5% yield 1.0% yield







6%



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2015	N/A	2.29%	2.51%	1.27%	2.46%	0.25%	0.73%	(0.25%)	1.68%	1.71%	1.37%	0.87%	15.86%
2016	0.19%	1.49%	5.32%	3.51%	0.60%	0.54%	1.73%	1.63%	1.01%	1.86%	1.60%	1.62%	23.15%
2017	1.73%	1.30%											3.05%

Since Inception Return: 47.04% Sharpe Ratio: 4.64



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# "Allocating to Alternative Strategies to Improve Portfolio Performance"

Panel Discussion

Moderator: **Brooke Biscoe** VP Fundata

Panelists: Barry Allan

Brian D'Costa

Jason Landau

Marret Asset Management

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