



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



# PORTLAND GLOBAL SUSTAINABLE EVERGREEN FUND AND LP

DOING WELL, BY DOING GOOD

SEPTEMBER 2024



# ADVISORY

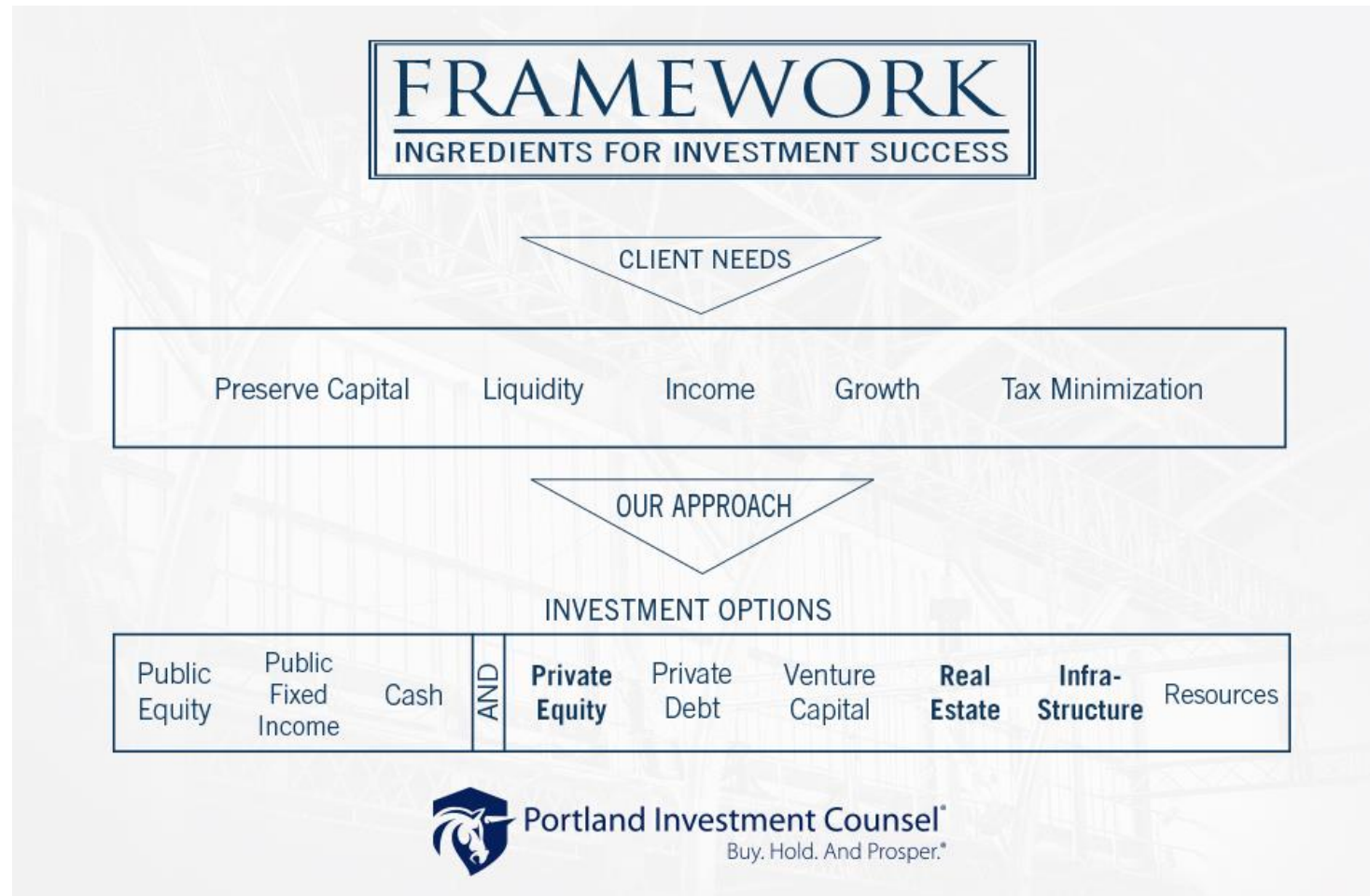
## Forward-Looking Statements

In the interest of providing investors and potential investors with information regarding the Portland Global Sustainable Evergreen Fund and Portland Global Sustainable Evergreen LP (collectively the “Portland Global Sustainable Evergreen Funds” or the “Funds”), including the managers’ assessment of the Funds’ future operations, certain statements made by the presenter and contained in these presentation materials (collectively this presentation) are ‘forward-looking statements’ within the meaning of applicable Canadian securities legislation. The forward-looking statements contained in this presentation speak only as of the date of this presentation and are expressly qualified by this cautionary statement. The information contained in this presentation does not purport to be all-inclusive or to contain all information that potential investors may require.



# PORTLAND GLOBAL SUSTAINABLE EVERGREEN FUND AND LP

“I’m a better investor because I’m a businessman, and a better businessman because I’m an investor.” –Warren Buffett





# PORTLAND GLOBAL SUSTAINABLE EVERGREEN FUND AND LP

Portland Global Sustainable Evergreen Fund and LP allows investors to co-invest alongside Canadian and international institutional investors including Bonnefield Financial Inc, a leading Canadian farmland and agriculture investment manager, and the European Investment Fund (representing the European Union) advised by the European Investment Bank, the lending arm of the European Union, and the world's largest multilateral lender and the leading provider of climate finance.

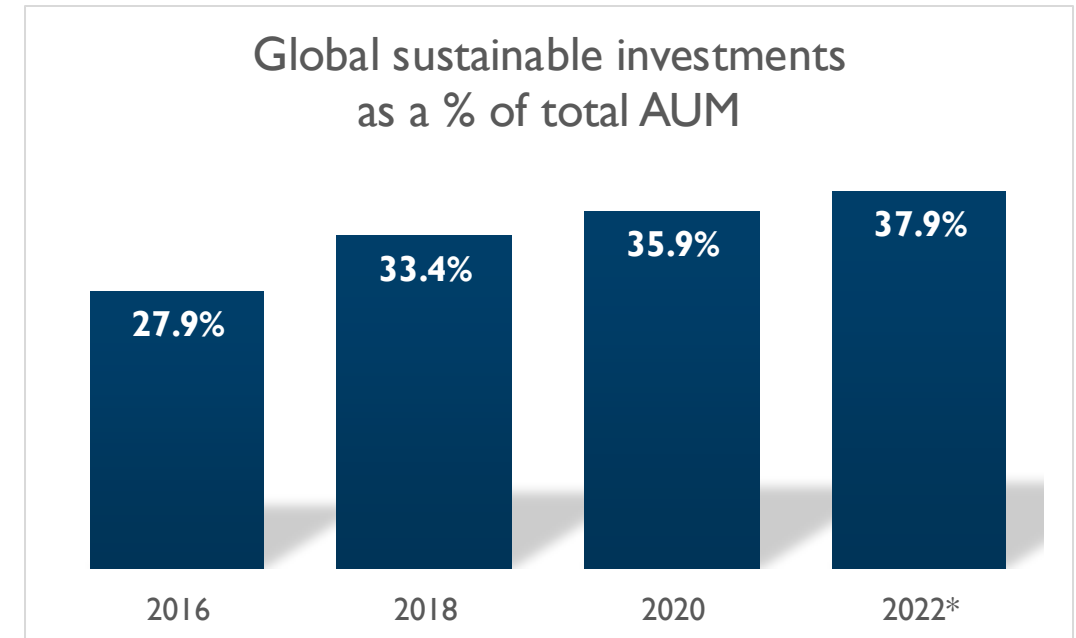


# DEFINING A SUSTAINABLE PORTFOLIO

Traditionally, ‘Sustainable Investing’ incorporates investment strategies that integrate Environmental, Social and Governance (“ESG”) practices into investment decisions by excluding and/or including certain investments based on specific ESG criteria.

## Trends:

- Global sustainable investments have increased as a share of global AUM over the last years
- Investment based on ESG criteria has dominated the sustainable investing category
- Investment offerings towards targeted investment in clean energy and sustainable agriculture from the private sector has remained minimal



NOTE: 2022\* excludes US data due to their changed methodology and to allow consistent comparison across regions.



# TAKING SUSTAINABLE INVESTING TO THE NEXT LEVEL

Portland Global Sustainable Evergreen Fund and LP will continue to incorporate sustainable investing by initially selecting:

## Portland Global Energy Efficiency and Renewable Energy Fund LP (“Portland GEEREF LP”)

Through its investment in GEEREF, brings equal benefits for a triple bottom line

Planet



Fight climate change and contribute to a sustainable environment via renewable energy and energy efficiency

People



Provide access to sustainable energy and increase energy efficiency in developing countries and economies in transition

Profit



Achieve robust financial returns with downside risk mitigated

“Sustainable Development Goals” are the United Nations universal call to action to end poverty, protect the planet and ensure that all people enjoy peace and prosperity. It consists of a set of 17 global goals spearheaded by the United Nations to tackle the root causes of poverty and unite its members together to make a positive change for both people and planet. GEEREF, is specifically working towards achieving five specific Sustainable Development Goals.

## Bonnefield Canadian Farmland LP V

Harvest opportunities by creating a sustainable food supply

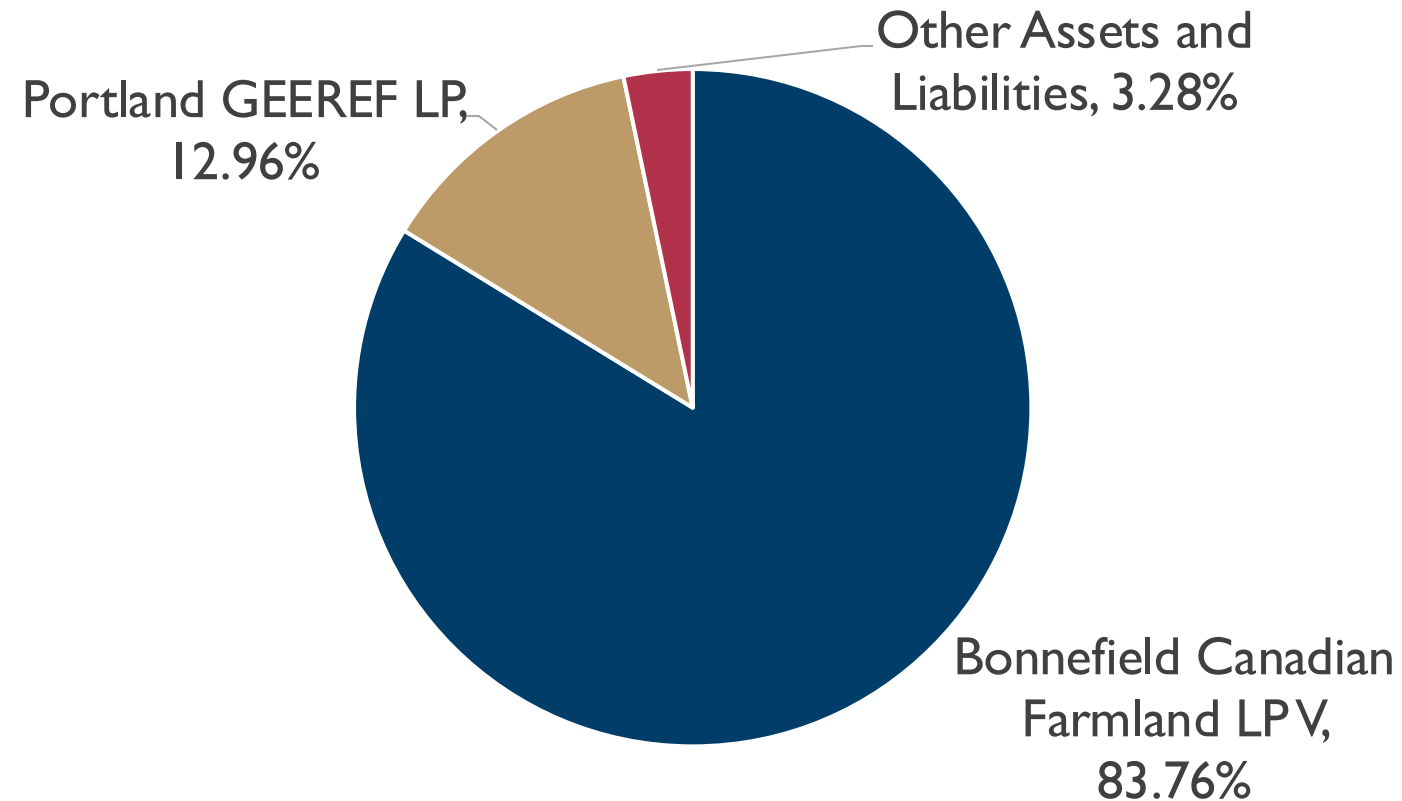
*Signatory of:*



Bonnefield became the first farmland investment manager and property manager in Canada to qualify and be accepted as a signatory to the United Nations-supported Principles for Responsible Investment (“PRI”) Initiative, an international network of investors working to put responsible investment into practice and to promote sustainability.



## PORTLAND GLOBAL SUSTAINABLE EVERGREEN LP ASSET ALLOCATION AS AT SEPTEMBER 30, 2024



■ Bonnefield Canadian Farmland LP V ■ Portland GEEREF LP ■ Other Assets and Liabilities



## BONNEFIELD FINANCIAL INC. (“BONNEFIELD”)

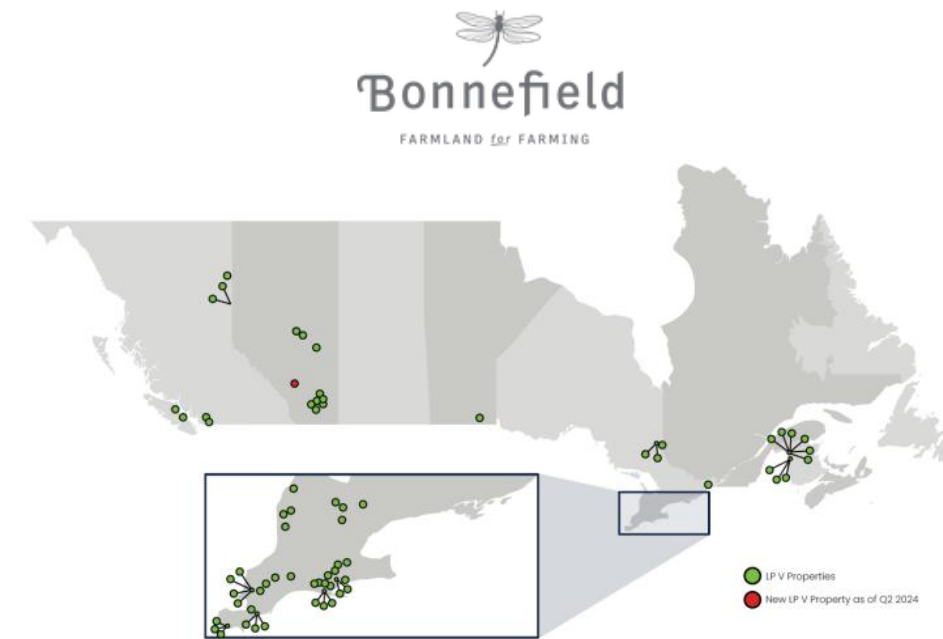
- Canadian farmland investment manager and property manager with one of the highest assets under management of any similar Canadian firm
- Over 128,000 acres and leased to 121 tenants across British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, New Brunswick and Nova Scotia
- Dedicated to preserving “farmland for farming”
- Received an “A” ranking from the United Nations - supported Principles for Responsible Investment
- Manages various investment partnerships with total AUM of \$1.5 billion as at December 31<sup>st</sup>, 2023
- Bonnefield Canadian Farmland LP V (as at June 30, 2024):
  - Original LP inception in November 2019
  - Received commitments of CAD\$137 million in the 1<sup>st</sup> closing. Portland Global Sustainable Evergreen LP commitments total CAD\$2.35million
  - Capital calls amount to 100% of its commitments
  - Ownership interests in at least 68 farms across 5 provinces





# BONNEFIELD CANADIAN FARMLAND LPV

- The LP has committed CAD\$1,025,000 in the 1<sup>st</sup> closing, and CAD\$1,325,000 in subsequent closings to the Bonnefield Canadian Farmland LPV
- Private investment providing access to a diversified portfolio of crop-growing farmland across Canada, including Alberta, British Columbia, Saskatchewan, Manitoba, Ontario and New Brunswick





# BONNEFIELD CANADIAN FARMLAND LP V

## Investment Strategy

- Own a portfolio of high-quality “core” farmland primarily through sale-leasebacks with farmers on an unlevered basis
  - 5-year rolling terms preferred
  - at end of each year, farmer has option to renew for 1 additional year
  - ensures secure access to land
  - most leases are cash terms with prepaid, annual, or semi-annual payments
- Diversification is achieved via:
  - numerous farming regions with differing agricultural characteristics and risks
  - number of tenants
  - exposure to numerous different crop sectors
- Farmland operational risk is minimized through the use of long-term fixed cash and some flex leases with farm tenants

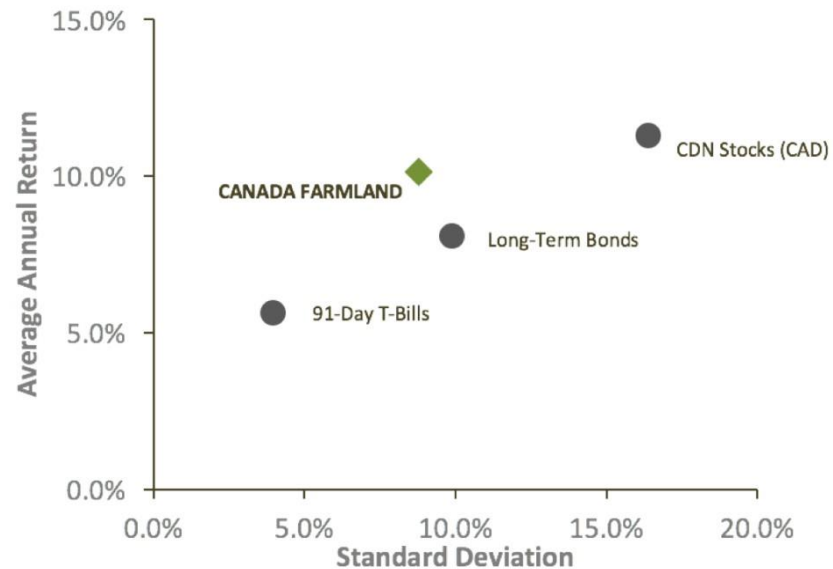
## Target Returns

- Average annual unlevered returns of 8% to 12%
- Comprised of annual average capital appreciation of 6% - 8% plus annual cash distributions of 0.5% - 4% from net rental income



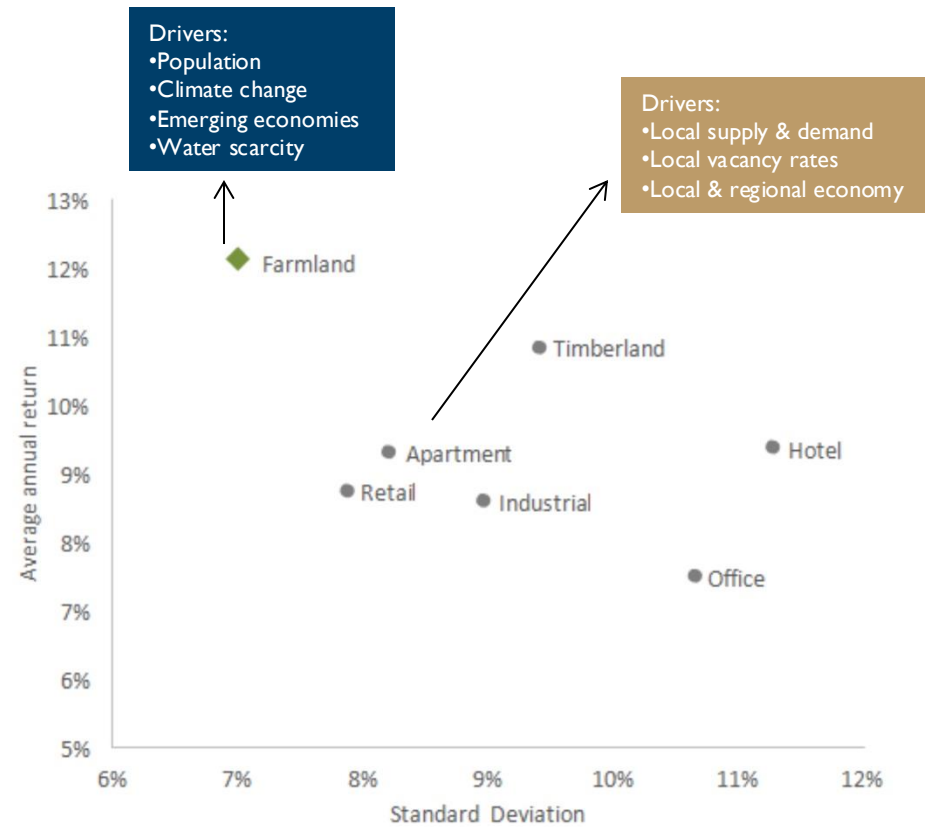
# FARMLAND AS A DIFFERENT ASSET CLASS

- Solid return with lower volatility



Source: Confidential Offering Memorandum, Bonnefield Canadian Farmland Evergreen LP  
Data 1955 – 2014 except as noted below  
Canadian Stocks: S&P/TSX Composite Index – total return Canadian Long-Term Bonds: TSX DEX LT Bond Index – total return  
Canadian 91 Day T-Bills: TSX DEX Canadian Treasury Bill 91 Day Index – total return  
Canadian Farmland Returns: Statistics Canada CANSIM table 002-0003: Value per acre +3% income assumption

- Farmland as a “core” real estate asset

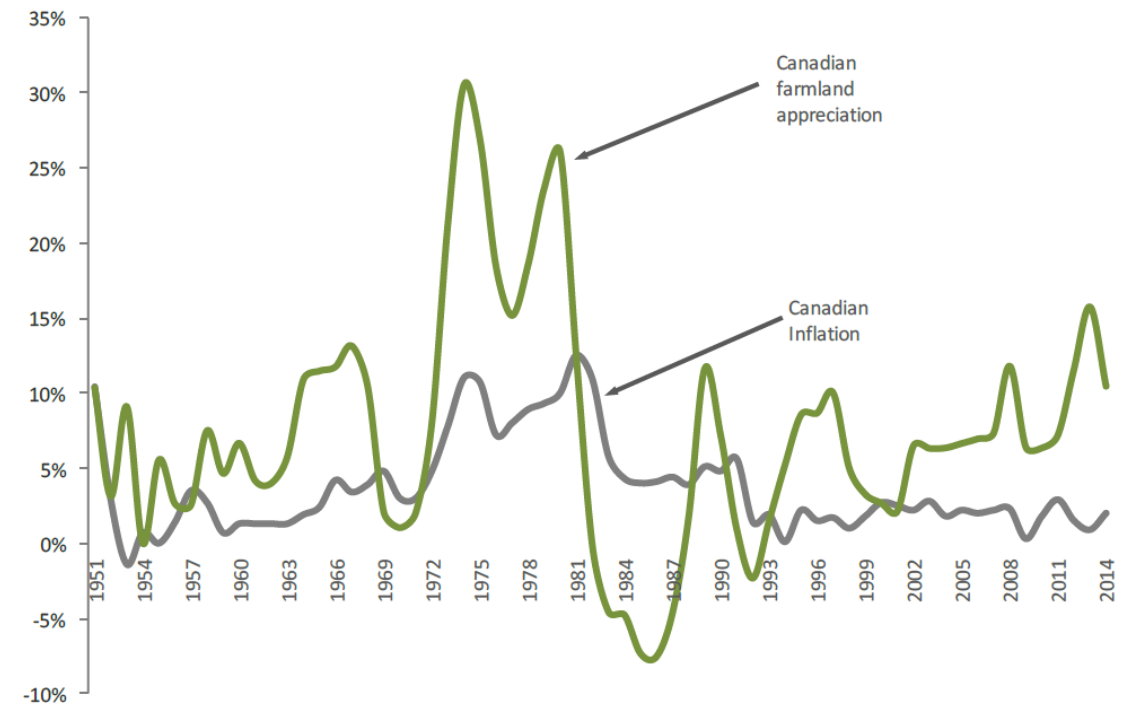


Source: Confidential Offering Memorandum, Bonnefield Canadian Farmland Evergreen LP  
US Real Estate Classes Return & Volatility, 1991-2015



# FARMLAND AS A HEDGE AGAINST INFLATION

- Canadian farmland has proven to be an effective hedge in inflationary times. Real (after-inflation) returns generated by Canadian farmland have typically increased during inflationary periods



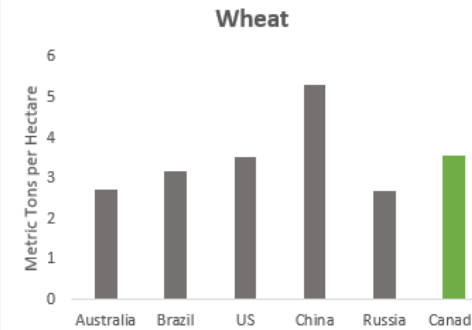
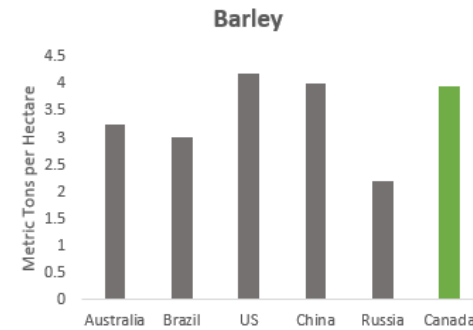
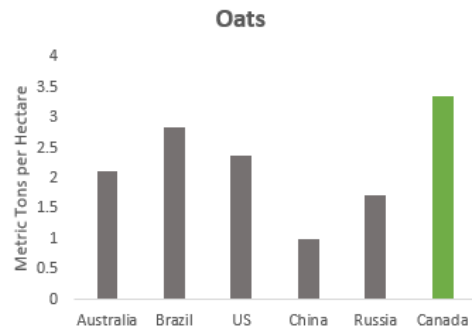
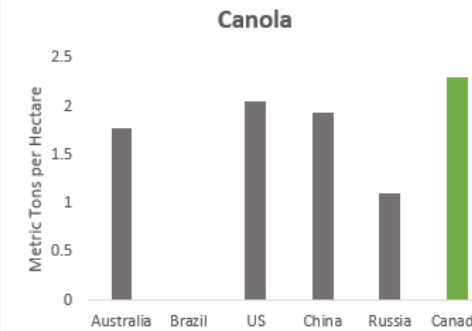
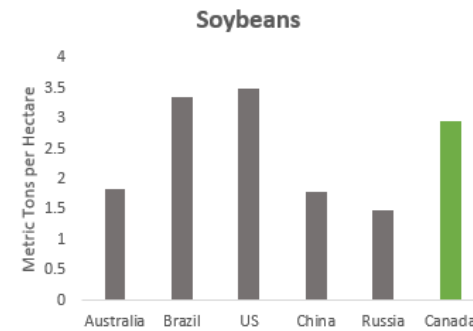
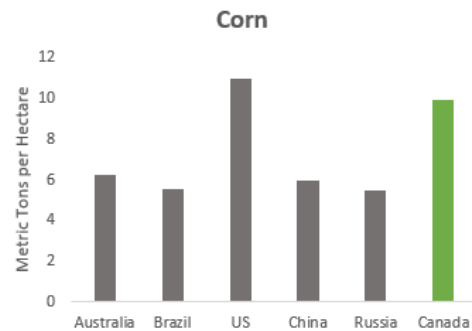
Source: Confidential Offering Memorandum, Bonnefield Canadian Farmland Evergreen LP  
Farmland returns: Statistics Canada CANSIM table 002-0003: Value per acre, 1951-2014  
Inflation: Statistics Canada, Consumer Price Index



# WHY CANADIAN AGRICULTURE?

- Canadian farmland is some of the most productive in the world

## Crop Production Per Hectare

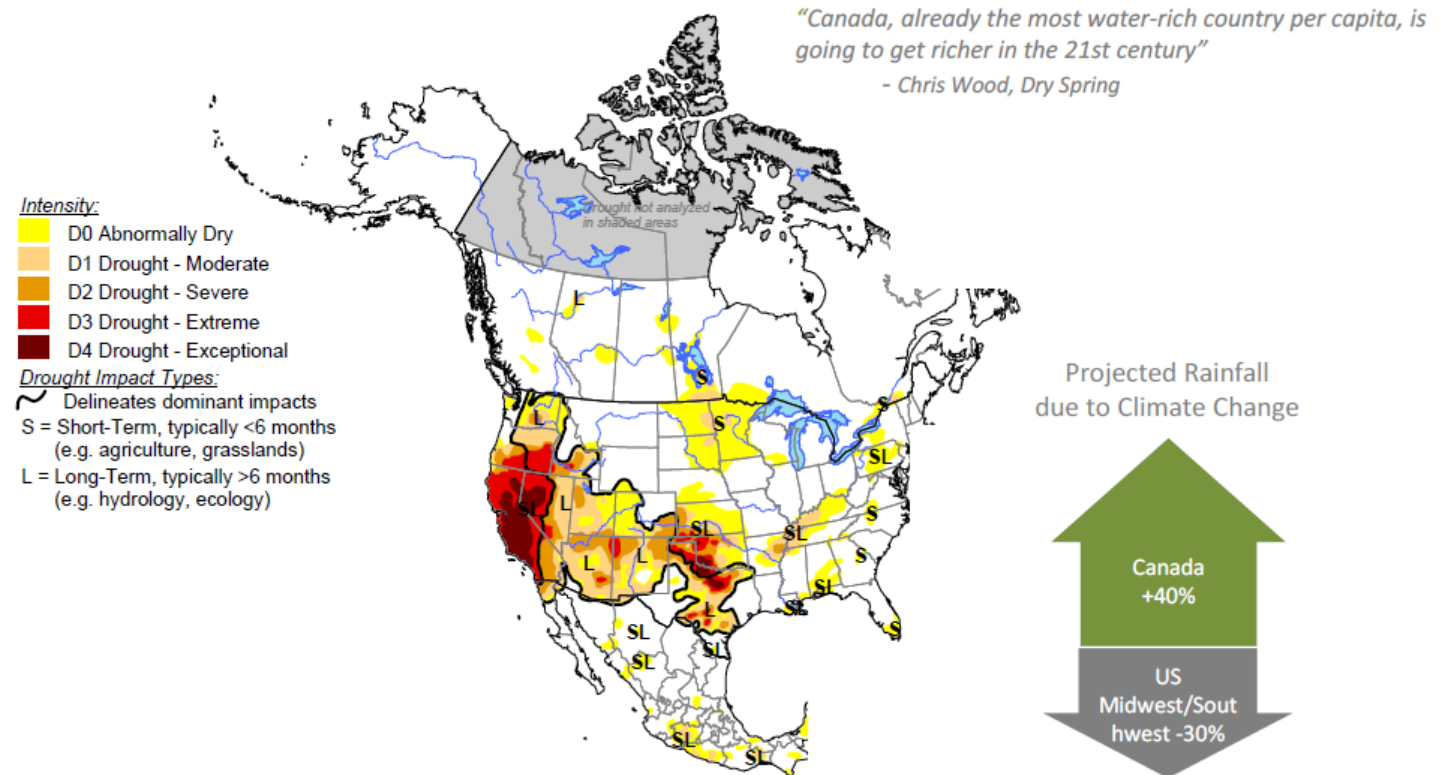


Source: USDA Foreign Agricultural Service 2016/2017 Estimates



# WHY CANADIAN AGRICULTURE?

- Canada is endowed with excellent access to water, unlike large parts of the U.S. and other major agricultural regions of the world, and climate change is expected to add to Canada's water advantage

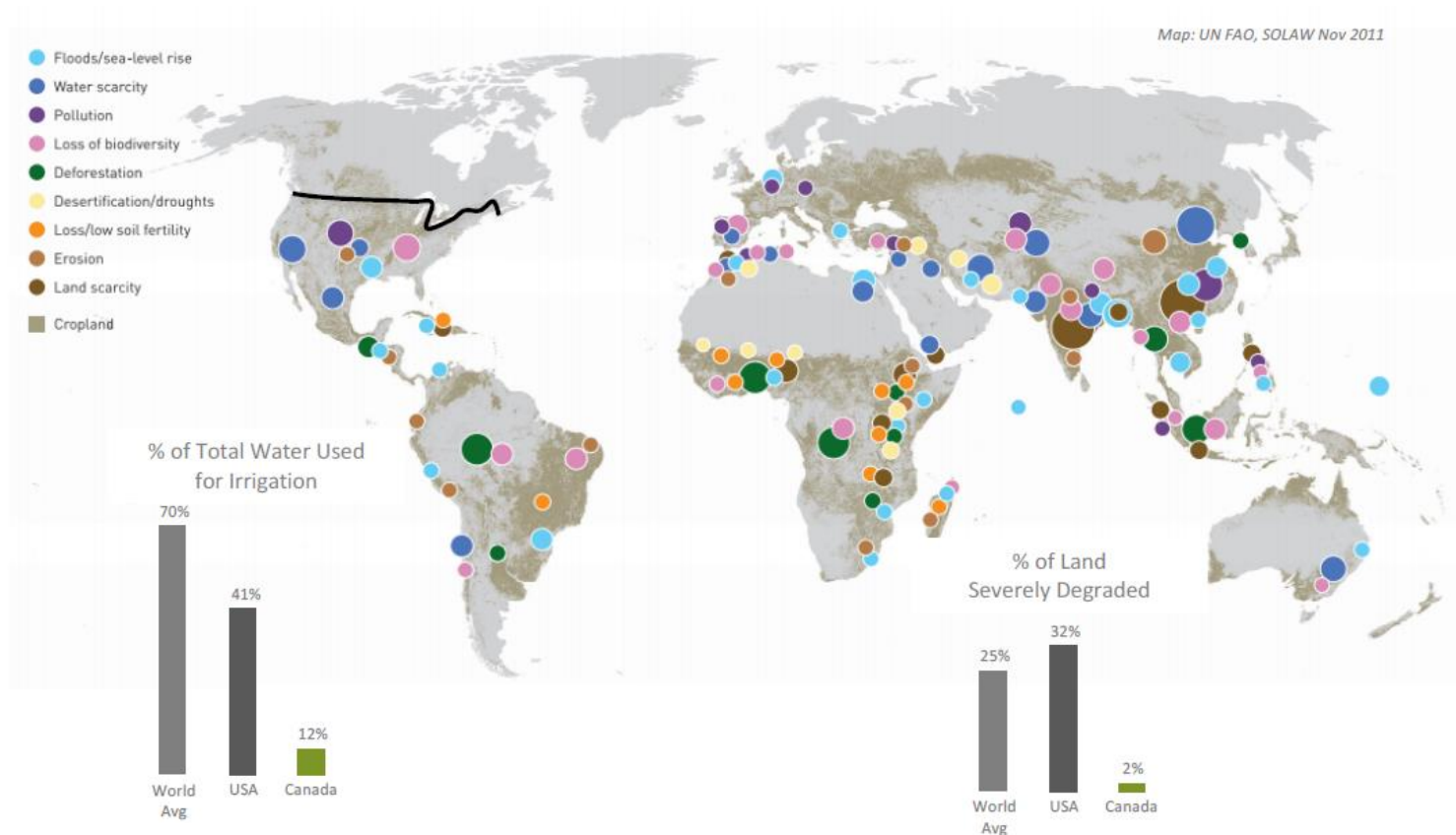


Source: Confidential Offering Memorandum, Bonnefield Canadian Farmland Evergreen LP



# WHY CANADIAN AGRICULTURE?

- Most of the world's major farming regions face serious threats from water scarcity, soil degradation, pollution and urbanization. This is not the case in Canada where less land is degraded and a lower percentage of water is used for irrigation, notably in comparison to the U.S.



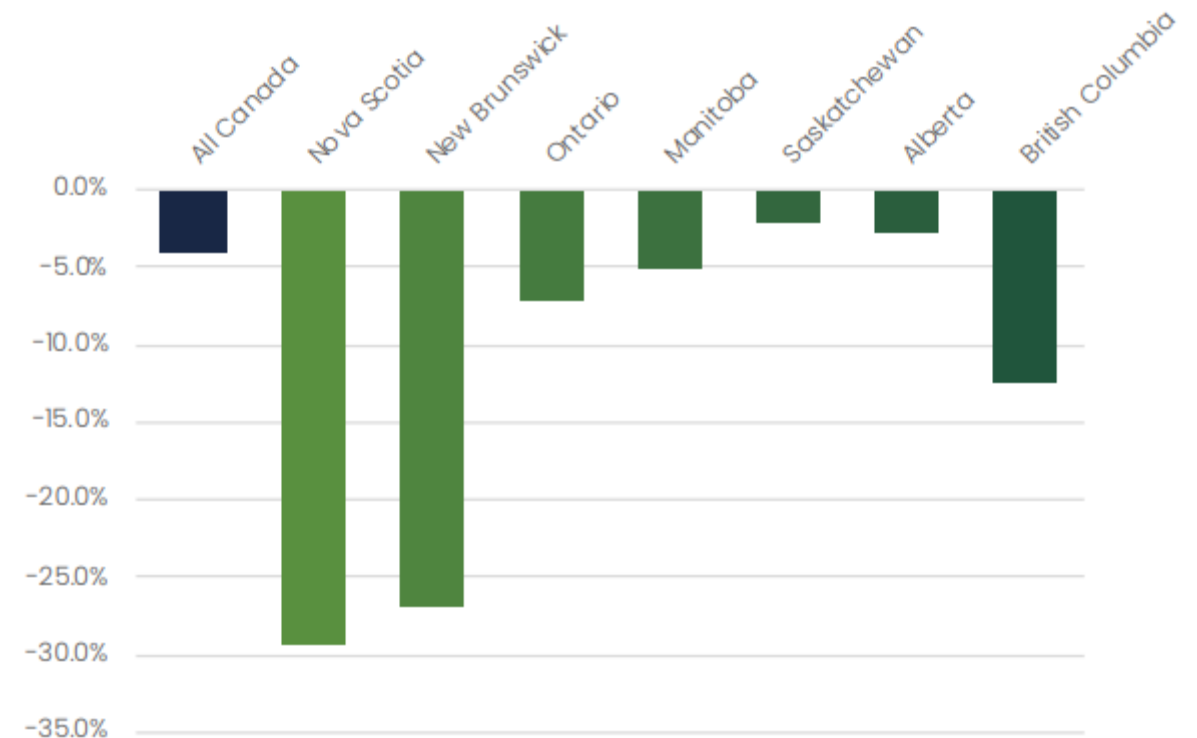
Source: Confidential Offering Memorandum, Bonnefield Canadian Farmland Evergreen LP



# REDUCTION IN FARMLAND ACREAGE IN CANADA

- While the drivers of farmland loss vary by region, they are often attributed to competing land uses or difficult economic conditions. This highlights the importance of Bonnefield's role, both in its commitment to maintaining farmland for farming and as a financial solution for Canadian farm families.

### Total Farmland Loss Since 2011



Source: Bonnefield Sustainability Report 2022





# GEEREF

- **Successful 13-year track record in the emerging markets sector**
  - Established in 2008, GEEREF was one of the first fund-of-funds specializing in renewable energy and energy efficiency
  - Multi-disciplinary team combining private equity investment and renewable energy and energy efficiency expertise, extensive network for proprietary deal origination
  - Portland launched the Portland GEEREF LP on October 31, 2013, and since inception it has achieved an annualized return of 6.29%\*
- **GEEREF is a fund of funds, advised by the European Investment Bank (EIB), investing in regional funds and emerging markets:**
  - Private equity and infrastructure
  - Renewable energy:
    - Wind, solar, hydropower, biomass, geothermal
  - Energy efficiency:
    - Buildings, lighting, consumer

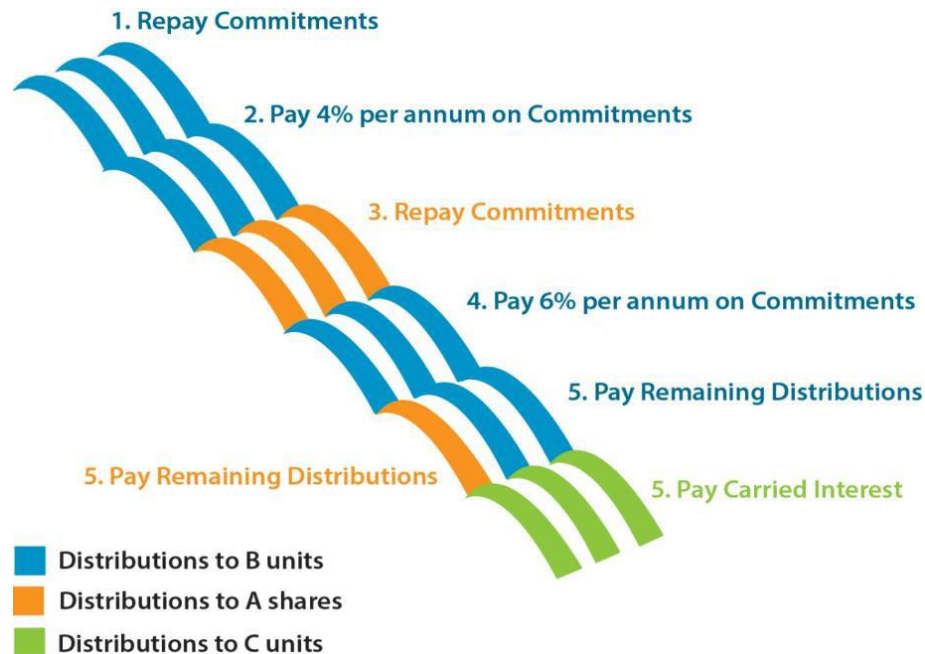
\* June 30, 2024 Series O Units; 'Portland GEEREF LP' refers to Portland Global Energy Efficiency and Renewable Energy Fund LP



# GEEREF PRIORITY OF RETURNS: B UNITS ARE “LAST IN, FIRST OUT”

## GEEREF has a unique structure with a “waterfall distribution”

GEEREF prioritizes returns to B units (held by Portland GEEREF LP) over A shares (held by sovereign states). The waterfall distribution provides a preferred return to B unit holders with approximately 50% downside protection as any portfolio losses are first absorbed to the full extent of A shares. B units are therefore providing enhanced risk-adjusted returns. Distributions to investors are according to the sequence below.



1. B Unitholders are repaid their commitments
2. B Unitholders receive a preferred distribution of 4% per annum on commitments
3. A shareholders are repaid their commitments
4. B Unitholders receive a second preferred distribution taking their return to 10% per annum on commitments
5. 95% of remaining distributions are allocated pro rata between A shares and B units
5. 5% of remaining distributions are allocated as carried interest to EIF as Fund Advisor (C Units)



## GEEREF – TERMS AND STRATEGY

- **GEEREF Fund Size:** €241.6 million comprising of:
  - €131.5 million A shares invested by Germany, Norway and the European Investment Fund (on behalf of the European Commission representing the European Union).
  - €110.1 million B units (private funds).
- **Term:** 1 to 4 years (i.e. payouts across 2025 to 2028)
- **Key elements of GEEREF's investment strategy:**
  - Supporting clean energy infrastructure developers in emerging markets
  - Cornerstone investor in first-time funds with a strong local development impact
  - Institutionalizing global standards for environmental and social performance throughout the funds life's and sphere of activities
  - Supporting larger regional funds that drive the success of the asset class



# DRIVERS OF RENEWABLE ENERGY DEMAND

## ■ Population

- World population is expected to increase by approximately 0.7% per year from 2022 to 2050, increasing from approximately 8 billion to 9.5 billion

## ■ Energy Demand

- Global energy consumption is expected to increase 34% from 2022 to 2050.
- The total consumption of energy in non-OECD\* countries is forecasted to grow 53% compared to 16% in OECD countries between 2022 and 2050.

## ■ Growing Renewable Energy Share

- Energy Information Administration (EIA) forecasts that renewable energy will be the fastest-growing energy source
  - Averaging 2.4% growth rate per annum from 2022 to 2050, vs 0.6% per annum for fossil fuel sources during the same period.
  - Due to technological improvements and government incentives.
- Renewables accounted for 86% of energy capacity additions in 2023, and are projected to continue growing as a share of global energy capacity

\* Organisation for Economic Co-operation and Development  
Source: EIA, International Energy Outlook 2023



## PORTLAND GLOBAL SUSTAINABLE EVERGREEN FUND AND LP - FEATURES

- Minimum investment of \$5,000 for Series A and Series F for the Trust and \$10,000 for Series A and Series F for the Partnership
- Offered under the accredited investor exemption (including portfolio managed accounts) and the \$150,000 minimum purchase exemption for non-individuals except Alberta
- Continuous Offering - Indefinitely available for subscriptions (i.e. does not close)
- Calendar Quarterly Subscriptions
- Trust is Registered Plan Eligible
- Eligible for PAC Plans
- Initial sales commission of up to 10% on Series A
- Leverage up to 20% of total assets



## MANAGEMENT FEES

	Series A			Series F		
	Fees	Codes		Fees	Codes	
		Subscription	Live		Subscription	Live
<b>Portland Global Sustainable Evergreen Fund</b>	<b>1.45%</b>	<b>PTL506</b>	<b>PTL508</b>	<b>0.45%</b>	<b>PTL515</b>	<b>PTL518</b>

	Series A			Series F		
	Fees	Codes		Fees	Codes	
		Subscription	Live		Subscription	Live
<b>Portland Global Sustainable Evergreen LP</b>	<b>1.45%</b>	<b>PTL535</b>	<b>PTL540</b>	<b>0.45%</b>	<b>PTL545</b>	<b>PTL548</b>

Please see Offering Memorandum for additional fees and expenses.



## PORTLAND GLOBAL SUSTAINABLE EVERGREEN FUND AND LP - REDEMPTIONS

- Redemptions permitted on a quarterly basis with 60-days notice
- Redemption fee of 2.5% of NAV within 24 months of purchase
- Redemptions may be paid in cash or through the issuance of promissory notes (“Redemption Notes”).
- Redemption Notes would be:
  - Used in instances where cash is unavailable and ‘locked-in’ to underlying investments
  - A term of not more than 5 years from date of issue
  - Interest bearing at an interest rate that is equal to the Bank of Canada overnight rate, reset each year as at January 1
  - Prepaid in part or full at any time, without notice, bonus or penalty
  - Not registered plan eligible



# PORTLAND GLOBAL SUSTAINABLE EVERGREEN FUND AND LP - WHY INVEST?

- Private investments in sustainable systems including renewable energy, energy efficiency, and farmland with some complementary public securities
- Selecting Specialty Investment Managers with a focus on attractive risk adjusted returns and sustainable processes, in particular, Sustainable Development Goals recognized by domestic and international groups like the United Nations
- Medium to Long-term investment (5 to 8 years) with a medium risk profile
- Access to:
  - Institutional offerings, typically not available to individuals and with large minimum investment sizes
  - Structurally advantaged investment in GEEREF:
    - B unitholders 10% preferred return per annum
    - Downside protection by public sector capital
  - Canadian farmland offering:
    - A proxy to a real return bond as an effective hedge against inflation and global water shortage
    - Target return of 8% to 12% per annum
- 2 structures available:
  - Trust (registered plan eligible)
  - Limited Partnership





## POTENTIAL RISKS

While the Manager, European Investment Fund and European Investment Bank and Bonnefield Financial Inc. exercise due diligence throughout the investing 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 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: failure to meet commitments, risks related to the private portfolio investments, agriculture industry risk, equity risk, general economic and market conditions, liquidity risk and marketability and transferability of units risk. Please read the "Risk Factors" section in the Offering Memorandum for a more detailed description of all the relevant risks.



#### Disclosures:

1. To be able to highlight time-weighted rates of returns, the Manager has been required to assume that full deployment of all capital into underlying GEEREF funds is achieved by November 2016 and the average rate of return on the underlying assets is the respective return stated compounded annually over 15 years. While these assumptions fit within the current known circumstances of GEEREF, no guarantees or assurances can be given to the accuracy of these return assumptions.

Other sources available include the Offering Memorandum, [www.geeref.com](http://www.geeref.com), GEEREF Quarterly Investors Reports and Confidential Information Memorandum, Bonnefield Canadian Evergreen LP, Bonnefield Financial Inc.

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.

This presentation is confidential and for the use of investors, potential investors and investment dealers only. The contents are not to be communicated, reproduced or distributed to the public or the press.

The Portland Global Sustainable Evergreen Fund and Portland Global Sustainable Evergreen LP (collectively the "Funds") are not publicly offered. They are only available under prospectus exemptions and other exemptions available to investors who meet certain eligibility or minimum purchase requirements. Currently these exemptions include the accredited investor exemption and the \$150,000 minimum purchase exemption for non-individuals excluding Alberta. Information herein pertaining to the Funds is solely for the purpose of providing information and is not to be construed as a public offering in any jurisdiction of Canada. The offering of Units of the Funds 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.

The Funds are not designated as an ESG (Environmental, Social, and Governance) fund therefore the Funds do not assess, measure, or monitor the ESG performance or outcomes of its investments. The Funds are indirectly supportive of the United Nations' Principles for Responsible Investment and Sustainable Development Goals principles which are adopted in part by some of the Fund's investments.

Commissions, trailing commissions, management fees and expenses all may be associated with investments. The indicated rates of return are the historical annual compounded total returns including changes in unit value and reinvestment of all distributions and does not take into account sales, redemptions, distributions or optional charges or income taxes payable by any securityholder in respect of a participating fund that would have reduced returns. Investment funds are not guaranteed, their values change frequently and past performance may not be repeated. The portfolio is expected to generate income from dividends, interest and option writing income, which after deduction of expenses, will be distributed by the Fund to unitholders. Assuming the expected level of income is received, the portfolio would not be required to appreciate. If the level of income is less than the amount necessary to meet the target distribution, the Manager may either pay out a lower distribution or supplement the amount needed through net realized capital gains from the portfolio or may return a portion of the capital of the Fund to unitholders in which case the distribution would not have been fully funded as the net asset value would be reduced. Distributions are reinvested automatically in additional units of the Fund. No commissions are payable upon automatic reinvestment of distributions.



Disclosures:

Portland Investment Counsel Inc. has not independently verified all the information and opinions given in this material. Accordingly, no representative or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this material. Information presented in this material should be considered for background information only and should not be construed as investment, tax, or financial advice. Please consult a Financial Advisor. Every effort has been made to ensure the utmost accuracy of the information provided. Information provided is believed to be reliable when published.

All information is subject to modification from time to time without notice. Consent is required for any reproduction, in whole or in part, of this piece and/or of its images and concepts. Portland Investment Counsel is a registered trademark of Portland Holdings Inc. The Unicorn Design is a trademark of Portland Holdings Inc. Used under license by Portland Investment Counsel Inc. Buy. Hold. And Prosper. is a registered trademark of AIC Global Holdings Inc. used under license by Portland Investment Counsel Inc.

Portland Investment Counsel Inc., 1375 Kerns Road, Suite 100, Burlington, Ontario L7P 4V7 Tel.:1-888-710-4242

[www.portlandic.com](http://www.portlandic.com) • [info@portlandic.com](mailto:info@portlandic.com)