Ninepoint PRISM

Portfolio Consulting Services

For advisor use only

Past performance is not indicative of future performance.

So why only use historical data to predict your future returns?

Many advisors opt for return-based analyses to evaluate current portfolio risk, as holding-based analyses can be resource-intensive. However, return-based analysis focuses solely on historical returns, which is akin to driving while only looking in the rearview mirror!

A holdings-based approach to portfolio construction can enhance your return-based analysis by identifying your portfolio's current risk exposures. By incorporating forward-looking risk, you gain more precise insights, making you better informed about the key drivers for the future.

An Example

Using the 2007-2008 credit crisis as an example, we can explore how the S&P 500 might respond if the crisis occurred today. Based on historical returns, we would expect around a 15% drop, largely due to the influence of Lehman Brothers and Bear Stearns—companies no longer in the index. This estimate also overlooks additions like Meta.

However, when we model the current S&P 500 companies and simulate the credit crisis with updated weights, the projected loss is only 1%—a significant difference from what historical data would suggest!

	Historical S&P 500 return	Simulated S&P 500 return in Sep 2020
The Global Financial Credit Crisis	**-15.0%** ↓	**-0.89%** ↓
Constituents (Weight)	**2008** Lehman Brothers Bear Stearns Amazon (0.2%) Exxon Mobil (3.9%)	**2020** + Facebook + Twitter ↑ Amazon (4.6%) ↓ Exxon Mobil (0.57%)

Source: Ninepoint PRISM. Data as at 9/21/2020. Scenario time range from 7/1/2007 to 8/1/2008. For illustrative purposes only

To gain similar forward-looking insights, Ninepoint's PRISM portfolio consulting service can help you model your portfolios with an emphasis on future risk scenarios.

What challenges is your portfolio facing in today's market?

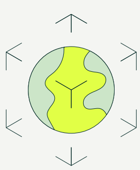
Gain a new perspective on optimizing your client portfolios with exclusive access to a new service by Ninepoint. **Ninepoint PRISM** is a portfolio consulting service that offers a holdings-based risk analysis by utilizing an advanced risk management platform, previously available to institutional clients only.

Why Ninepoint Portfolio Consulting Services?

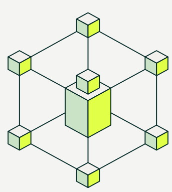
1. **Custom consultations:** Take advantage of analysis that considers your unique market views.
2. **Advanced Insights:** Leverage insight utilizing advanced risk software.
3. **Institutional Expertise:** Access to a portfolio consultant with knowledge across multiple asset classes and product structures.
4. **Streamlined Investment Research Process:** Leverage ideas from our experienced and dedicated team.

A comprehensive analysis reviewing the portfolio's key exposures, performing scenario analysis, and providing a forward-looking assessment is critical to evaluating a portfolio's quality relative to its benchmark and/or investment alternatives.

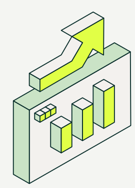
Benefits to you



Identify total level of portfolio risk on an ex-ante or forward-looking basis



Model your portfolio's expected drawdown with our +250 stress scenarios



Build, enhance and benchmark your portfolios to best meet client needs

Questions we can solve for

1. How do your investment decisions affect your portfolio?
2. What are the inefficiencies within the portfolio and how can we assist with simplifying operational complexity?
3. How can I build a portfolio to withstand the stress of specific scenarios?
4. What other products or asset classes should be included in the portfolio to achieve client objectives?
5. How can incorporating alternatives help achieve your clients' objectives?

Through a calculated, factor-based approach we build diversified portfolios tailored to your clients' unique needs, net-worth, and time horizon.

The process

1. **Investigate –** Identify your risk profiles, constraints and objectives and select an appropriate benchmark.
2. **Innovate –** Leverage advanced risk software to identify inconsistencies between current positioning and objectives. Ensure risk exposures are calculated, diversified, and appropriately scaled.
3. **Solutioning –** Translate market and strategic asset allocation views into actionable implementation portfolio strategies.
4. **Support –** Revisit and refine the results of the analysis whenever you need.

The deliverable

After an in-depth consultation, advisors receive a customized and detailed analysis of their portfolios, built with datapoints typically only available to institutional investors.

Once onboarded, you can set a cadence with the PRISM team and/or request updated analysis when there are concerns about any geopolitical events, market changes, or when considering implementation of new asset classes or products.

The Team

Robert McCallum, CFA, CIM, MFin.

Director, Portfolio Consulting, Ninepoint Partners

As the Director of Ninepoint Portfolio Consulting, Robert leads the PRISM program. Prior to Ninepoint, Robert was Vice President at BlackRock Inc. and led the Portfolio Consulting team efforts in Canada. The team was based out of San Francisco/New York, where they worked with some of the most sophisticated institutional clients in the world. Prior to BlackRock, Robert worked on Private Equity at Constellation Software (CSU), and RPIA, a boutique Credit Hedge Fund in Toronto. Robert is a CFA Charterholder (CFA), a Chartered Investment Manager (CIM) and earned his Master of Finance (MFin) from Queens University.

Karim Abdallah, CFA

Assistant Vice President, Portfolio Consulting Services

Prior to Ninepoint, Karim was an Investment Analyst at BlackRock Inc. where he led the data initiatives within the RBC iShares Alliance. He was also responsible in conducting market research and due diligence briefings to best support the product and sales teams. Karim graduated from the University of Toronto with a Bachelor of Applied Sciences in Mechanical Engineering, specializing in Mechatronics and Solids Mechanics Design. Karim is a CFA Charter holder (CFA).

To find out more, contact your Ninepoint Product Specialist or invest@ninepoint.com.

ninepoint
PARTNERS