



## Parts & Labour

Superior Performance Achieved by  
Thinking *and* Acting Differently

STORNOWAY  
PORTFOLIO MANAGEMENT

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*September 2020*

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# Disclaimer

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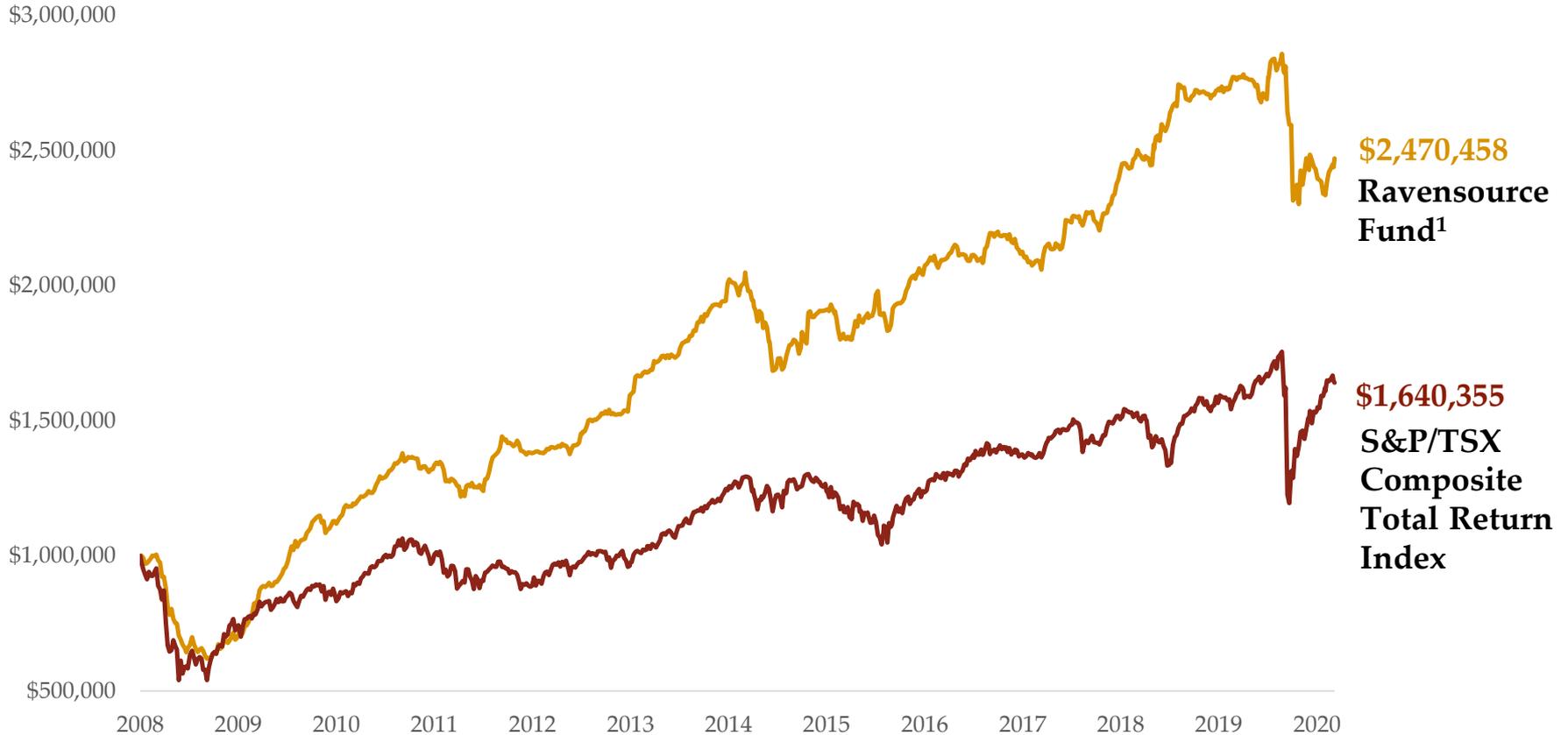
Although we believe the information provided in this presentation to be correct, it is not intended to provide complete or full disclosure of Ravensource Fund (“Ravensource” or the “Fund”). This presentation should be considered as a supplement to the Fund’s financial statements, Management Report on Fund Performance (“MRFP”), Annual Information Form (“AIF”) and the Independent Review Committee (“IRC”) report. You can get a copy of the aforementioned documents along with the Fund’s proxy voting policies and procedures, proxy voting disclosure record, at your request, and at no cost, by calling (416) 250-2845, by writing to us at Stornoway Portfolio Management 30 St. Clair Avenue West, Suite 901, Toronto, ON M4V 3A1, by visiting our website at [www.ravensource.ca](http://www.ravensource.ca), or the SEDAR website at [www.sedar.com](http://www.sedar.com).

This presentation is qualified in its entirety by the Fund’s Amended and Restated Declaration of Trust, dated August 7, 2019 (the “Declaration of Trust”). In the event of any inconsistency between the information provided herein and that contained in the Declaration of Trust, the latter shall govern.

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# Long-Term Value Creation

## Growth of \$1,000,000



(1) Based on net asset value per unit, assuming all distributions are reinvested in units at net asset value.

# What is Ravensource?

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## A contrarian, agile investment fund that stands out amongst a sea of me-too giants

- The Ravensource Fund is an alternative investment fund, publicly listed on the TSX (ticker: RAV.UN)
  - ❑ 1,672,870 units outstanding with a Net Asset Value of \$15.69 per unit; fund size of ~ \$26 million
- Managed by Stornoway Portfolio Management (“Stornoway”) since July 2008
  - ❑ Employee-owned investment manager with deep restructuring and value investing expertise
  - ❑ Hands-on investors who get actively involved to effect change and capture gap between price and value
- We are contrarians with a unique investment philosophy grounded on the belief that superior performance is achieved by thinking and acting differently from the crowd:
  - ❑ Compelling investments are often unloved, against the grain, and off-the-radar of most investors; then
  - ❑ We apply our grit, expertise, and capital to effect change to lower risk / increase return on our investment
- One philosophy, capitalizing on three strategies to identify, create and capture value for our investors:
  1. Distressed Securities: opportunities that arises when a company is at or near insolvency
  2. Alternative Credit: structured solutions creating an attractive yield given the credit risk
  3. Special Situations Equities: misunderstood equities with catalysts to bridge price and value
- Structurally advantageous vehicle tailored for individual investors to participate in alternative strategies
  - ❑ Provides access to investment strategies typically only available to institutional investors
  - ❑ Attractive tax characteristics, eligible for registered accounts

# RavenSource's Value Proposition to Investors

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## To generate superior long-term returns differentiated from other investment vehicles

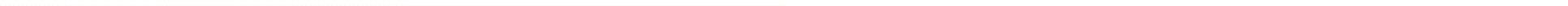
- *Existing portfolio offers high conviction, deep-value investments with considerable upside return potential*
  - ❑ Investors participate in difficult to replicate positions of influence without paying a control premium
  - ❑ Investments are mid-stream in their value creation path with identifiable catalysts to generate return
- *Uniquely positioned to capitalize on favourable backdrop for distressed/out-of-favour securities*
  - ❑ COVID-19 has significantly increased the number of opportunities in RavenSource's sweet spot
  - ❑ Our expertise in, and reputation for, providing solutions yields opportunities than others don't see
  - ❑ With few competitors, we can acquire compelling positions of influence at attractive, fire-sale prices
- *Investment process and strategy is time-tested with a proven, 10+ year track record of outperformance*
  - ❑ Stornoway assumed management of RavenSource in July 2008 and steered it through the financial crisis
  - ❑ Since July 2008, a \$1,000,000 investment has grown to \$2,470,458, 51% better than the S&P / TSX
- *Active and idiosyncratic strategy drives outperformance with low correlation to other asset classes / funds*
  - ❑ Active involvement – Board / Committee member – to effect change drives our returns, not “Mr. Market”
  - ❑ Contrarian strategy is uncorrelated to other investments, creating powerful diversification for investors
- *Attractive tax attributes rewards long term investors with higher after-tax wealth generation*
  - ❑ \$10.8 million of inherited capital losses, representing 41% of NAV, defers tax from future capital gains
  - ❑ Over a 10-year period, RavenSource's tax-efficiency would create 11% more wealth vs. a traditional vehicle

# Opportune Time for Ravensource Investors

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## Armed with the Mandate *and* Edge to capitalize on this opportunity-rich environment

- The pandemic-induced crisis has increased opportunities that are in Ravensource's sweet spot:
  1. Providing creative financing solutions directly to small- to mid-sized companies
    - Many otherwise great businesses are in need of capital to stabilize and revitalize
    - Allows us to structure an investment to meet the needs of a company in a risk prudent fashion
  2. Purchasing existing securities at deep discounts from investors who need to raise cash
    - Conventional investors are desperately seeking liquidity on their now illiquid investments
    - Enables us to acquire positions of influence to effect change at very attractive prices
- Ravensource is rewarded for providing this scarce capital with a large discount / high return-to-risk ratio
  - ❑ Being "buyer of last resort" results in fire-sale prices, reducing risk and increasing returns
  - ❑ Large cash balance and long-term perspective enable us to take advantage of these opportunities
- Our existing portfolio has fallen in price over 2020 providing investors the opportunity to buy at low prices
  - ❑ Current prices do not reflect the "heavy lifting" done to date in creating value and reducing risk
  - ❑ Many of our holdings have languished, yet their intrinsic value and our investment theses remain intact
  - ❑ Ravensource has added to its existing positions reflecting our conviction and attractive potential returns



**SECTION 1**

**How We Create  
Value for Investors**



# The Stornoway Team

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## Deep expertise, relevant experience with meaningful “skin-in-the-game”

### **Scott Reid, CFA, President and CIO**

- Founded Stornoway in 2004, owns 137,387 Ravensource units representing ~ 8.2% of the Fund units outstanding
- Majority of 25+ year investment career analyzing, trading and investing in high yield and distressed securities
- Played leadership roles in crafting & negotiating restructurings of distressed companies (Air Canada, Laidlaw, Stelco, Specialty Foods Group, Guestlogix, First Uranium, Holloway Lodging, Arcan, etc.)
- Serves on Boards of key Ravensource investments: GXI Acquisition Corp. and Crystallex’s ad hoc Creditor Committee
- Experience: National Bank Financial, Polar, Nesbitt, and BMO

### **Daniel Metrikin, MBA, Partner**

- Joined Stornoway in January 2017, owns 6,430 Ravensource units representing ~ 0.4% of the Fund units outstanding
- 9+ years of experience in distressed investing, special situations, private equity, operational turnarounds & high yield
- Experience: Gluskin Sheff, Bayside Capital, Oaktree Capital and Houlihan Lokey

### **Brandon Moyse, Partner**

- Joined Stornoway in December 2015, owns 6,300 Ravensource units representing ~ 0.4% of the Fund units outstanding
- 7+ years of experience in high yield markets, distressed investing and operational turnarounds
- Experience: West Face, Catalyst Capital, Credit Suisse and RBC

### **Mahesh Shanmugam, CFA, Director of Operations**

- Joined Stornoway in May 2017, owns 6,500 Ravensource units representing ~ 0.4% of the Fund units outstanding
- 7+ years of experience in investment fund operations, fund valuation / accounting, and regulatory compliance
- Experience: BloombergSen and SGGG Fund Services

# Our Edge

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## The “secret sauce” in creating value for our investors

### Expertise

- Deep analytical capabilities to evaluate all securities across the capital structure
- In-depth knowledge of credit markets, restructuring process and complex investments

### Experience

- Proven track record of creating value for investors over 15 years
- Extensive experience as investors / advisors / analysts on all sides of the table

### Network

- Strong relationships in banking, legal and accounting communities drives sourcing
- Knowledge, skillset and credibility necessary to influence outcomes

### Leadership

- Reputation for taking leadership positions, both at the board level and informally, to reduce risk and unlock value for companies / investors

### Partnership

- Stable, patient and knowledgeable investor base that are treated as true partners
- Alignment via performance-oriented fee structure and personal investment in fund

# How We Create Value

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## We go where others are unwilling to tread and do the work that others can't or won't

- We invest in compelling opportunities that leverage our “edge” and expertise
  - ❑ Deep value opportunities with catalysts to unlock / crystallize value identified at time of purchase
  - ❑ Sweet spot: small- to mid-cap North American companies overlooked by larger investors
- Our best opportunities come from most investors’ “too hard” pile
  - ❑ When challenges appear, most investors rush to sell rather than work to fix the issues
  - ❑ Securities / companies that are overlooked, misunderstood or left for dead
  - ❑ For example, those in financial distress, facing acute issues, or undergoing complex change
- We benefit as the “buyer of last resort” — few investors have the skillset or fortitude to do what we do
  - ❑ Lack of competition enables us to capitalize on panicked sellers to pick up bargains at fire-sale prices
  - ❑ Low purchase price decreases investment risk and enables significant returns
- To create value, we roll up our sleeves before *and* after we invest:
  - ❑ Conduct rigorous analysis to determine if ‘diamonds in the rough’ merit investment
  - ❑ Identify underlying problems and opportunities / solutions
  - ❑ Attain a position of influence and get actively involved to provide solutions that unlock and create value
  - ❑ Sell when the market / strategic buyers recognize the value we identified at the time of purchase

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**SECTION 2**

**RavenSource  
In Action**

# RavenSource's Sweet Spot

## One core investment philosophy to create value across our three strategies

1. Distressed Securities
    - Good companies which are in, or perceived to be in, financial trouble typically due to high debt levels
    - Buy at low prices, exit after company is successfully restructured, revitalized and value is created
  2. Alternative Credit
    - Corporate debt where we earn an attractive yield / income given the underlying credit risk
    - Often provided directly to company, structured to protect our investment and meet company needs
  3. Special Situation Equities
    - Stocks with identifiable catalysts to bridge the gap between market price and intrinsic value
    - Primarily small to mid-cap companies, often going through a re-organization or fundamental change
- Past examples of applying our 'Edge' to create value:

### *Distressed Securities*

### *Alternative Credit*

### *Special Situation Equities*



#### Investment Summary

<b>Status:</b>	Crystallized
<b>Investment:</b>	Convertible Bonds
<b>Investment Period:</b>	June 2006 to Oct 2018
<b>Avg Purchase Price:</b>	\$ 80 per \$100 bond
<b>Realized Value:</b>	\$608 per \$100 bond
<b>Total Return:</b>	660.4% (Gross)
<b>Annualized Return:</b>	24.7% (Gross)



#### Investment Summary

<b>Status:</b>	Crystallized
<b>Investment:</b>	Secured Notes
<b>Investment Period:</b>	Dec 2017 to July 2018
<b>Avg Purchase Price:</b>	\$ 90 per \$100 Bond
<b>Realized Value:</b>	\$100 per \$100 Bond
<b>Total Return:</b>	14.7% (Gross)
<b>Annualized Return:</b>	28.2% (Gross)

### HUDSON'S BAY

#### Investment Summary

<b>Status:</b>	Crystallized
<b>Investment:</b>	Common Equity
<b>Investment Period:</b>	Jun 2019 to Jan 2020
<b>Avg Purchase Price:</b>	\$ 9.50 per share
<b>Realized Value:</b>	\$10.91 per share
<b>Total Return:</b>	14.2% (Gross)
<b>Annualized Return:</b>	30.8% (Gross)

# Current Portfolio Capitalizes on Our Sweet Spot

## Concentrated on unique 'best-ideas' where we wield significant influence

- We focus our capital on our highest conviction ideas
  - Invested in 12 companies; top 5 investments comprise 59.3% of net asset value
- We hold leadership / positions of influence in our top 4 investments, accounting for 53.2% of NAV
  - Leadership / influence in 7 out of 12 of our investments
- None of our investments are in the TSX or S&P 500
- Several are private or effectively private; cannot be easily bought by other investors
  - e.g. Crystallex, Spanish Broadcasting, GXI
- Our war chest of cash enables us to capitalize on new opportunities or deepen influence in existing ones

Company	Security Type	% of Net		Our Role
		Assets	Stage	
Crystallex International Corp.	Senior Notes	23.1%	Late Stage	Creditor Committee Member
Dundee Corp.	Preferred Shares	12.8%	Late Stage	Largest preferred shareholder
Firm Capital American Realty Partners Trust	Trust Units	8.7%	Late Stage	Former Board member; 2nd largest shareholder
Spanish Broadcasting System Inc.	Senior Notes & Preferred Shares	8.6%	Mid Stage	Steering Committee Member
Quad/Graphics Inc.	Common Shares	6.1%	Mid Stage	
Genworth Financial Inc.	Common Shares	5.9%	Mid Stage	
GXI Acquisition Corp.	Common Shares	3.7%	Mid Stage	Board Member
Colabor Group Inc.	Convertible Bonds	1.5%	Early Stage	
Delphi Energy Corp.	Secured Notes & Common Shares	1.2%	Early Stage	CCAA Plan Sponsor
Old PSG Wind-Down Ltd.	Common Shares	0.2%	Late Stage	
Specialty Foods Group, LLC	Post-Closing Payment Rights	0.1%	Late Stage	Board Member
GVIC Communications Corp - Class B	Common Shares	0.0%	Late Stage	
<b>Investment Portfolio</b>		<b>71.9%</b>		
Net Cash		28.1%		
<b>Total</b>		<b>100.0%</b>		

# Existing Investments Offer Compelling Value

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## Market prices not reflective of “heavy lifting” done to date

- Our leadership / influence has helped to achieve significant milestones in our portfolio
- However, we typically do not receive the bulk of our rewards until revitalization is completed and we exit
- Our top 3 positions are “late stage” — yet they have significant additional upside:
  - ❑ **Crystallex International Corp.** • *Market Price: \$110 – Accrued Claim: ~\$300*
    - Earned US\$1.2 billion judgment against Venezuela for expropriation of gold mine and received US\$500 million initial payment of cash and securities as part of a settlement
    - Won right in U.S. Supreme Court to seize Venezuela’s prized asset CITGO to satisfy remainder
    - However, our Senior Notes still trade at ~37% of what we are owed
    - As Ad Hoc committee member we are helping lead charge on being paid out on our full claim
  - ❑ **Dundee Corp.** • *Market Price (Series 3 Preferred): \$17.17 – Intrinsic Value: \$20.00 – \$25.00*
    - Actively engaged with Board and senior management to fix capital structure issues
    - Company is now buying back 60% of its preferred shares through a substantial issuer bid
    - Our preferred shares are worth at least 16% above the current price; meanwhile we are earning an 8.1% bond-equivalent dividend yield
  - ❑ **Firm Capital American Realty Partners Trust** • *Market Price: \$5.03 – NAV per Unit: \$9.55*
    - Helped lead restructuring and revitalization of Company in 2015/2016
    - Over the past 3 years, NAV has grown at 11% annualized rate
    - Current NAV represents almost 100% return from current market prices
    - Company has aggressively purchased its shares which will increase NAV and help close discount

# New Opportunity: Revitalizing Delphi Energy

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- In June 2020, Ravensource committed to fund Delphi Energy's ("Delphi") exit from insolvency protection
- We seized the opportunity then utilized our 'Edge' and capital to help position Delphi – and us – to prosper

## The Company

- ❑ Delphi is a Calgary-based energy exploration & production company
  - One of the lowest cost producers in the area with large inventory and underutilized infrastructure
- ❑ Filed for CCAA protection in April 2020 as oil prices fell amid COVID and supply-side pressure

## Our Hands-On, Partnership-Oriented Approach

- ❑ We initially became actively involved in crafting the CCAA plan to protect the value of our small existing investment in Delphi's Senior Secured Notes
  - Partnered with largest stakeholder, pairing our restructuring know-how with their energy expertise
- ❑ We identified the green shoots of Delphi's revitalization and deepened our restructuring efforts
- ❑ Stornoway's contributions earned the opportunity to cosponsor restructuring plan and inject new equity
  - Significantly increasing our investment in the revitalized Delphi pending plan approval in September

## The Revitalization / Post CCAA

- ❑ Delphi will emerge as the best-capitalized producer in the region: no debt and 50% of NAV in cash
  - Provides the ability to both withstand further volatility and to cheaply acquire those who cannot
- ❑ Delphi will be led by KRC / Pat Carlson, an industry veteran – founded Seven Generations – with an exceptional track record who will use Delphi as a platform for further consolidation in the region

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**SECTION 3**

**Strong Performance &  
Powerful Diversifying Effect**

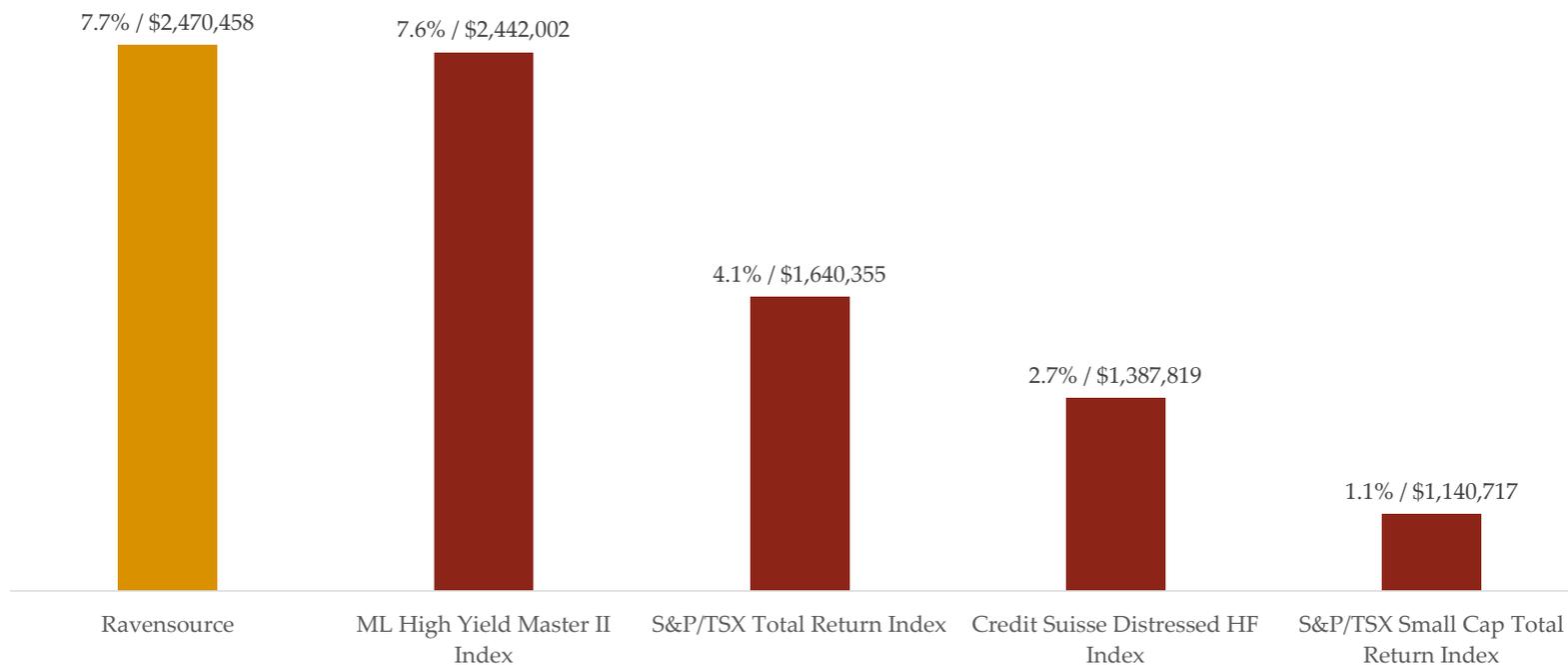
# Long-Term Outperformance

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## Judged over the long-term, Ravensource sits at the top of the table

- Since inception in July 2008, an investment in Ravensource has outperformed all the key indices / asset classes which overlap with its three investment strategies
  - High yield bonds; other investment funds focused on distressed investing; and Canadian equities
- Factoring in the tax credits / deferral, Ravensource's after-tax outperformance would be even greater

### Annualized Return / Growth of \$1MM Since July 2008



# Illustrative Value of Tax Attributes

## Significant tax assets increase wealth for long-term Ravensource investors

- Ravensource’s predecessor fund – First Asia Fund – generated large capital losses in the 1990s and 2000s
  - \$10.8MM of those inherited capital losses remain, representing 41% of NAV (Sept. 3, 2020)
- These capital losses enable Ravensource to defer taxes owed on capital gains for years into the future and can result in significantly more dollars in unitholders’ pockets on an after-tax basis
- As a result, Ravensource is very efficient at turning pre-tax returns into after-tax wealth generation
  - Ravensource’s returns have historically come entirely from capital gains which are deferred
  - Long investment holding period (3.5 year average) enables tax-free compounding
- Assuming the same pre-tax index returns as on the previous page, a Ravensource investor who invested \$1MM would have \$1.8MM after taxes in 10 years:
  - \$473k more after-tax wealth than investing in an S&P/TSX ETF
  - \$396k more after-tax wealth than investing in a US High Yield ETF

### Estimated After-Tax Value of \$1MM - 10-Year Investment Period

	IRR (net of fees)		Tax Efficiency	Post-Tax Value	Post-Tax Benefit of Ravensource	
	Pre-Tax	Post-Tax			Total Value	% of Initial Investment
<b>Ravensource</b>	7.7%	6.0%	78.0%	\$1,791,590	n/a	n/a
S&P/TSX ETF	4.0%	2.8%	69.3%	\$1,318,158	\$473,432	47.3%
US High Yield ETF	7.4%	3.4%	46.0%	\$1,395,838	\$395,751	39.6%

# Powerful Diversifying Effect on Portfolios

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## Contrarian portfolio and hands-on approach generates unique / differentiated returns

- Our contrarian philosophy focuses on out-of-favor securities off the radar screen of traditional investors
  - ❑ **None** of Ravensource's investments are in the S&P/TSX Composite Index or S&P 500
- Our hands-on approach to create value on our investments has been a key contributor to our performance
  - ❑ Returns from achieving milestones are typically **unrelated** to movements in other markets
- As a result, Ravensource has generated long-term returns differentiated from “the crowd” and likely your other investments
- One way to measure this differentiation is the correlation of Ravensource's returns to other assets
  - ❑ A correlation closer to 0% means the returns on the two assets are more independent
- Ravensource's low historic correlation to other asset classes can diversify an investor's portfolio

### Ravensource 5-year Correlation to:

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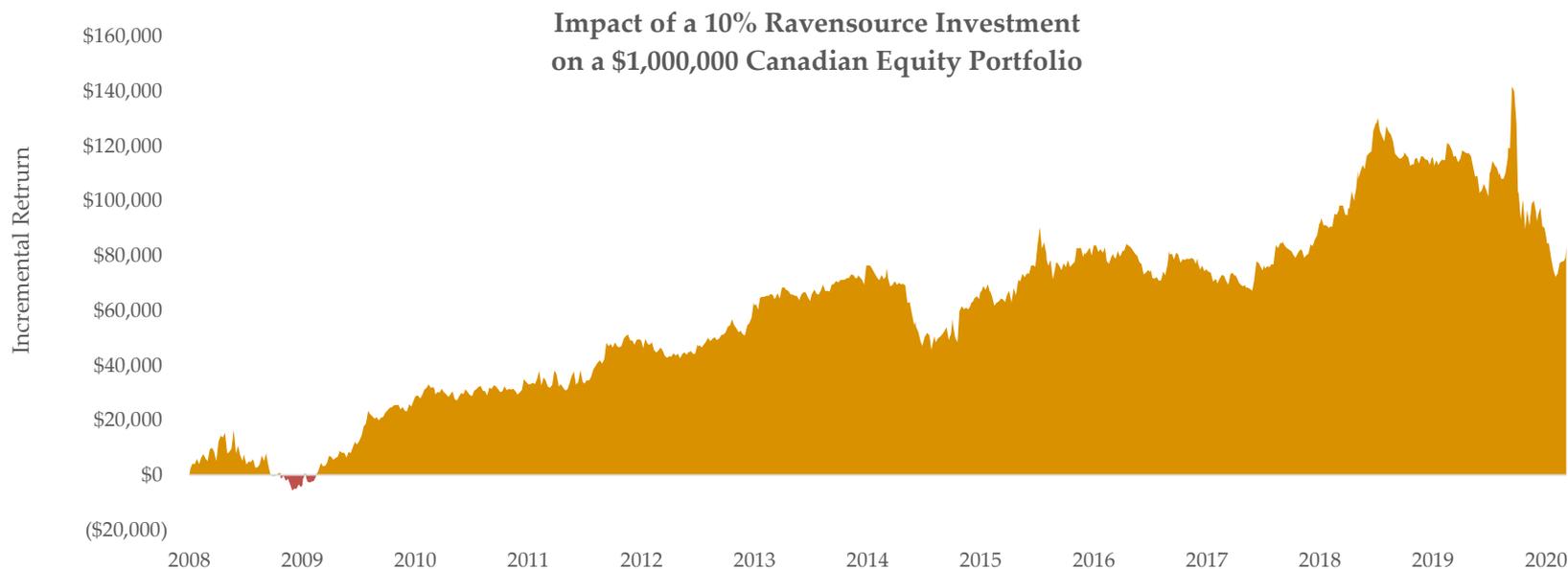
S&P / TSX Composite Total Return	34.1%	Gold Price	4.1%
S&P / TSX Small Cap Total Return	34.6%	S&P / TSX Capped Real Estate Total Return	1.0%
CS Distressed Hedge Fund Index	62.7%	ML High Yield Master II Index	26.4%

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# Role of Ravensource in an Investment Portfolio

## Combination of outperformance and diversification provides material benefits

- An investment in Ravensource can have a powerful diversifying effect on an investor's portfolio by increasing its return while lowering its risk
- As an illustration, an investor who allocated 10% of a \$1,000,000 investment portfolio – using the S&P / TSX Composite Index as a proxy – to Ravensource since July 2008:
  - ▣ **Increased** the value of their portfolio by \$83,010 / 5.1%
    - Only during a brief window in 2009 would an investor have been worse off
  - ▣ **Decreased** their portfolio risk, as defined by annualized downside deviation, by 9.2%



# Suitability Considerations and Risk of Investment

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- An investment in Ravensource should represent only a portion — no more than 10% — of an otherwise diversified investment portfolio
- In addition, Ravensource is suitable only for long-term investors with an above average tolerance for risk:
  - ❑ The primary investment objective of the Fund is long-term capital appreciation and therefore is only suitable for investors with a longer-term time horizon
  - ❑ As the Fund's distribution may vary and the Fund's investment strategy emphasizes long-term capital appreciation versus current income, it may not be suitable for income-oriented investors
  - ❑ An investment in the Fund should be considered part of the higher-risk equity or alternative investment allocation of a diversified investment portfolio
  - ❑ While Ravensource is publicly traded on the TSX, its typical daily trading volume is small, potentially requiring an investor to depend on the Annual Redemption Right for liquidity
- The primary risks of the Fund's investment strategy include:
  - ❑ Focused portfolio strategy – less diversified than a traditional investment portfolio
  - ❑ Nature of investments – investing in distressed securities and special situation equities requires a high level of financial and legal analytical sophistication
  - ❑ Performance and marketability of underlying securities – the Fund's investments in out-of-favor securities may be thinly traded, illiquid and may experience significant price fluctuations
- We encourage investors to browse Ravensource's website, and read its Annual Information Form, Management Reports of Financial Performance and Financial Statements for further risk disclosure



**SECTION 4**



**Fund Terms**

# Fund Structure and Terms

The Ravensource Fund	
<b>Structure</b>	Closed-end mutual fund trust Eligible for registered accounts (e.g. RRSP, RESP, TFSA, RRIF)
<b>Trading Exchange &amp; Symbol</b>	Toronto Stock Exchange / RAV.UN
<b>Management Fee</b>	1% of net assets
<b>Incentive Fee</b>	20% of increase in net asset value above a 5% hurdle rate, and subject to a lifetime high-water mark
<b>Distribution Policy</b>	Semi-annually in June and December
<b>Most Recent Distribution</b>	\$0.15/unit on June 30, 2020 (1.9% yield at Sept. 3, 2020 NAV of \$15.69)
<b>Liquidity Terms</b>	Freely tradeable on TSX No investment minimum Annual redemption right at 100% of net asset value
<b>Tax Pools</b>	\$10.8 million of unused capital losses as at December 31, 2019 \$0.8 million of unused non-capital losses as at December 31, 2019

# Semi-Annual Distribution Policy

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- Ravensource's goal is long term capital appreciation realized through growth in the net asset value of the Fund
- That said, Ravensource maintains a semi-annual distribution with a dual purpose:
  - ❑ Distribute an amount sufficient to avoid tax liability for the fiscal year
  - ❑ Provide a reasonable yield for investors
- To comply with this policy, the December distribution may fluctuate depending on the Fund's expected investment income during the year
- The Fund paid a semi-annual distribution of \$0.15/unit on June 30, 2020
  - ❑ Represents an annualized yield of 1.9% based on the NAV per unit at September 3, 2020 of \$15.69

# Additional Liquidity: Annual Redemption Right

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- Ravensource is freely tradeable on the TSX, where it has generally traded within ~5% of NAV
  - ❑ Facilitates the buy and sell / investment and divestment of Ravensource units
  
- In addition, Ravensource offers its investors an annual redemption privilege
  - ❑ Allows unitholders to redeem 100% of their units for cash at 100% of net asset value
  - ❑ In turn, units tendered for redemption can be re-offered / recirculated to interested investors
  
- Requests for redemptions must be received by the twentieth business day prior to the Redemption Date, i.e. early August
  
- Net asset value for annual redemption calculated as of the first valuation date after August 31<sup>st</sup> of each year (the “Redemption Date”)
  - ❑ Effectively calculated as of the first Thursday in September, as Ravensource’s net asset value is calculated and published weekly as of the close of each Thursday
  
- Cash payment for redeemed units is made fifteen trading days following the Redemption Date

**SECTION 5**

**About the  
Investment Manager**

# About Stornoway

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- Stornoway is an independent, employee-owned asset management firm located in Toronto
  - ❑ Founded in 2004 by Scott Reid, who previously co-founded National Bank’s High Yield Group
    - Led the bank’s high yield, distressed research and trading activities and restructuring practice
    - Recognized a gap in the capital markets for active credit and special situations investing in small-to mid-cap North American companies
  - ❑ Expanded team with top drawer, solution-focused professionals with proven expertise
- Stornoway’s values:
  - ❑ We are investors first and foremost, not asset gatherers
    - Purposely remained small, consistent with the “sweet spot” of our investment philosophy
  - ❑ Invest only where we have expertise and a proven Edge
  - ❑ Apply our grit and Edge to provide solutions that protect and increase the value of our investments
  - ❑ Eat our own cooking — significant investors in our own funds
  - ❑ Treat our investors as true partners
- Also manages the Stornoway Recovery Fund LP (the “Recovery Fund”), whose sole mandate is to capture value from the turnaround & revitalization of distressed companies
  - ❑ Ravensource often invests alongside the Recovery Fund in distressed/turnaround situations, increasing both funds’ influence and ability to achieve a desirable outcome

# Contact Information

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**APPENDIX A**



**Investment  
Case Studies**

# Distressed Securities – Specialty Foods Group

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## *Company and Opportunity Overview*

- Specialty Foods Group (“SFG”) is a US-based processed meat company based in Kentucky
- In 2006, SFG needed to reorganize to avert an insolvency crisis from a failed debt-financed expansion

## *Investment Thesis*

- SFG core operations – Nathan’s Famous hot dogs, Kentucky Legend hams – were profitable and growing but their potential was constrained by burdensome debt load and operating losses on its non-core assets
- SFG could prosper by refocusing on its core operations, sell non-core assets, and strengthen balance sheet
- Stornoway believed that with our expertise and experience in restructuring, we could assist SFG through the process, de-risk our investment and create significant value for all stakeholders

## *Investment and Returns*

- Stornoway led an issue of convertible secured debt (“CSDs”) structured to provide investors protection through its pledged assets and upside participation via 92% of the shares if the company was revitalized
- Opportunistically, Ravensource materially increased its CSD investment between 30-50 cents on the dollar
- Scott Reid joined SFG’s Board and led initiatives to correct the capital structure and revitalize operations
- With permanent capital, a reduced footprint and an upgraded management team, SFG thrived and the CSDs were exchanged into equity of the company
- In March 2017, SFG completed a reorganization releasing \$55 million of cash to shareholders
- In October 2018, SFG was sold to Indiana Packers Corporation, fully monetizing the investment
  - Ravensource maintains post-closing payment rights for certain escrowed amounts
- To date, the investment in SFG has generated a total return of 6.6x, ~25% on an annualized basis

# Alternative Credit – Dealnet Capital Corp.

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## *Company and Opportunity Overview*

- Dealnet is a Canadian, publicly listed company with three operating divisions:
  - ❑ Consumer finance that provides leases and loans against HVAC equipment;
  - ❑ Text message-based marketing segment (“Impact Mobile”); and
  - ❑ Call center operation
- Dealnet failed to grow its consumer finance business to a sufficient scale to cover its operating costs, thus burning significant cash and pushing the company to the brink of insolvency by late-2017
- Stornoway was asked to provide a rescue financing solution to allow Dealnet stave off bankruptcy

## *Investment Thesis*

- Stornoway analysis rejected underwriting the money-losing consumer finance business but generated conviction that the value of the Impact Mobile segment was sufficient to cover the proposed loan
- Stornoway took great care to structure the loan to be specifically secured against the Impact Mobile operations and included positive and negative motivators for company to sell this segment
- This new rescue financing provided Dealnet with runway for a proper sale process for Impact Mobile

## *Investment and Returns*

- Stornoway led a \$12.0 million financing of 6% Secured Notes, secured against Impact Mobile business
  - ❑ Issued at \$90 per \$100 face value, further reducing our risk and increasing potential returns
- In July 2018, Dealnet sold Impact Mobile for \$27.5 million and repaid Secured Notes with proceeds
- Total return on our investment was 14.7%, equating to an annualized return of 28.2%

# Special Situation Equities – Hudson’s Bay Corp.

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## *Company and Opportunity Overview*

- Hudson’s Bay Corp. (“HBC”) is a Canada-based retailer which owns and operates the iconic Hudson’s Bay and Saks Fifth Avenue department store brands
- In June 2019, HBC’s chairman and a consortium of other large shareholders (the “Consortium”), who together owned 57% of HBC, announced they were proposing to take HBC private at \$9.45 per share

## *Investment Thesis*

- The market viewed HBC simply as a merger arbitrage – either the deal would close at a premium price or it wouldn’t and HBC would fall 48% to its pre-deal price; the stock was priced accordingly
- However, we saw the bid as a catalyst that created a “win-win” opportunity by changing the floor:
  - If the deal failed, the Consortium would still execute the value maximization plan underpinning their bid and we would reap a potentially larger return over a longer period of time
  - We were happy to hitch our wagon to the management-led insiders willing to buy shares at a significant premium to our cost

## *Investment and Returns*

- We first invested in HBC in June 2019, shortly after the initial \$9.45 bid was announced, at \$9.71/share
- Minority shareholders grew increasingly vocal in their opposition to the \$9.45 bid, and a group emerged with significant enough clout to scuttle the deal
- In December 2019, we capitalized on market doubts the deal would close to buy more shares at \$8.90
- On January 6, 2020, the Consortium reached a deal to take the company private at \$11.00 per share
- We exited our position in late January 2020 at \$10.91 per share, with the deal effectively fully priced in
- Total return on our investment was 14.2% equating to a 30.8% annualized return

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## **APPENDIX B**

### **Historical Returns Since Inception**

# RavenSource Historical Returns

- Stornoway took over management of RavenSource in July 2008. Since then, the Fund has earned a 7.7% annualized return

	YTD 2020 <sup>(3)</sup>	Annualized Total Return				Since July 1, 2008	
		1 Year	3 Year	5 Year	10 Year	Annual	Total <sup>(3)</sup>
<b>RavenSource Fund <sup>(1)</sup></b>	<b>(10.8%)</b>	<b>(10.8%)</b>	<b>5.8%</b>	<b>6.5%</b>	<b>7.6%</b>	<b>7.7%</b>	<b>147.0%</b>
S&P/TSX Composite Total Return Index	(1.4%)	3.4%	5.9%	7.1%	6.2%	4.1%	64.0%
S&P/TSX Small Cap Total Return Index	(5.4%)	(2.3%)	(1.4%)	4.3%	1.6%	1.1%	14.1%
Credit Suisse Distressed Hedge Fund Index	(6.0%)	(5.2%)	(1.3%)	0.7%	3.2%	2.7%	38.8%
ICE BofAML US High Yield Index	0.9%	3.9%	4.6%	6.3%	6.7%	7.6%	144.2%

(1) Based on net asset value per Unit, assuming all distributions are reinvested in Units at net asset value.

(2) Stornoway Portfolio Management was appointed Investment Manager of RavenSource Fund effective July 1, 2008.

(3) Unannualized return.



(1) July 1, 2008 to Dec. 31, 2008

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**APPENDIX C**

**Illustrative Tax  
Analysis Assumptions**

# Tax Analysis – Assumptions

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## General

- 10-year holding period
- Post-tax amount of distributions assumed to be reinvested by investor/unitholder at NAV
- At end of 10 years, investor/unitholder sells and pays capital gains tax on ending NAV less ACB

## RavenSource

- Average holding period of 3.5 years (based on average turnover over past 5 years)
- 100% returns from capital gains (based on last 5 year average of 100%)
- Assume annual distribution equal to greater of current \$0.30/unit and taxable income

## S&P/TSX Index ETF

- Annual MER of 0.06% (based on iShares Core S&P/TSX Capped ETF; ticker XIC)
- Average holding period of 1.5 years (based on XIC average turnover over past 5 years)
- 32% return from dividends; 68% from capital gains (based on RBC GAM report on long-term S&P/TSX return attributions)

## US High Yield Index ETF

- Annual MER of 0.22% (based on iShares Broad USD High Yield Corporate Bond ETF; ticker USHY)
- Assume 100% normal income, paid currently

## Tax Rates

- Normal / interest: 53.53%; dividends: 39.34%; capital gains: 26.77%



**APPENDIX D**



**Use of Comparable  
Indices**

# RavenSource's Use of Comparable Indices

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Given the idiosyncratic nature of RavenSource's investment strategy, the Investment Manager does not believe there is an index that sufficiently resembles the Fund to the degree it should be considered or used as a "benchmark". However, the Investment Manager provides historical performance data for several indices in addition to the results of the Fund for comparison purposes. The Investment Manager has chosen indices that it believes are relevant to the investment mandate of the Fund and / or to capital markets in general. However, while each of these indices overlap with certain aspects of the Fund's mandate, none of them share significant similarities with the Fund's investment portfolio:

- The S&P/TSX Composite Total Return Index ("S&P/TSX") is the principal broad-based measure commonly accepted by investors to measure the performance of Canadian equity markets. The S&P/TSX is a relevant index for comparison purposes as the Fund's investment portfolio contains Canadian equity investments and the Fund's debt investments are frequently converted into equity securities as part of the restructuring process. However, the performance of the S&P/TSX will vary greatly from the Fund as its investment portfolio is primarily comprised of securities that are not included in the S&P/TSX.
- The S&P/TSX Small Cap Total Return Index ("TSX Small Cap") tracks the performance of the Canadian small cap equity market. The TSX Small Cap is a relevant index for comparison purposes as the Fund invests in Canadian small cap companies that are attractively valued with catalysts to unlock value. However, the performance of the TSX Small Cap will vary greatly from the Fund as its investment portfolio is primarily comprised of securities that are not included in the TSX Small Cap.

# RavenSource's Use of Comparable Indices

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- The Credit Suisse Distressed Hedge Fund Index (“CSDHFI”) is a USD-denominated index that tracks the aggregate performance of investment funds that focus on investing in companies that are subject to financial or operational distress or bankruptcy proceedings. The CSDHFI is a relevant index for comparison purposes as the Fund’s investment mandate broadly overlaps that of the funds that make up the CSDHFI. However, it is likely that the composition of the Fund’s investment portfolio is unique from these peers and thus the Fund’s performance may vary greatly from the CSDHFI.
- The ICE BofAML US High Yield Index (“BAMLHY”) is a USD-denominated index that tracks the performance of USD, sub-investment grade rated corporate debt. BAMLHY is a relevant index for comparison purposes as the Fund invests in corporate debt securities that are rated below investment grade. However, the Fund’s investment portfolio also includes defaulted debt and equity securities which are not included in the BAMLHY and thus the Fund’s performance may vary greatly from BAMLHY.

As the Fund makes idiosyncratic investments in securities which are overlooked by the capital markets, the Fund’s investment portfolio contains investments that are not likely included in any of the above indices and thus an investment in the Fund should not be considered a substitute or proxy for the underlying index. For the reasons stated above, these indices should not be considered a benchmark for the Fund and there can be no assurance that any historical correlation or relationship will continue in the future. Index data is provided by ICE Data Services.