

Diversify with private equity and infrastructure

Event summary

Mackenzie's strategic partnership with Northleaf Capital Partners, a premier global private markets investment firm with capabilities across private equity, private infrastructure, and private credit, provides investors and advisors with democratized access to alternative investment strategies. Northleaf has over two decades of private markets experience and serves some of the world's leading institutional investors and family offices.

Learn more about how our global **Private Equity** and **Private Infrastructure** offerings have performed and can contribute to robust, diversified portfolios.

Northleaf's private equity advantage

- **Proven track record:** Northleaf's private equity platform has delivered a 5.3% per annum return premium over public equity markets over the past 20 years¹.
- **Mid-market focus:** Northleaf invests in mid-market companies with \$10m-\$150m in EBITDA. Historically, the mid-market has offered several advantages over large-cap strategies, including higher returns, lower entry multiples, and less reliance on leverage.
- **Sourcing capabilities:** Northleaf's +950 sponsor relationships globally provide preferred access to compelling investment opportunities. Northleaf's investment criteria is highly selective, investing in less than 4% of the ~900 deals sourced annually.
- **Diversification to mitigate risk:** Northleaf's dedicated Portfolio Strategy & Analytics team ensures portfolios are optimally diversified from a risk/return perspective.
- **Global team:** Northleaf's private equity platform is supported by over 40 investment professionals across four global offices.

Kathleen Bellehumeur
Managing Director & Head
of Private Equity Strategic
Development,
Northleaf Capital Partners

James Cowan
Vice Chair, Global Private
Markets,
Northleaf Capital Partners

Jessica Kennedy
Managing Director,
Infrastructure,
Northleaf Capital Partner

Northleaf's private infrastructure advantage

- **Proven track record:** Northleaf's private infrastructure platform has outperformed public infrastructure equities by 8.4% per year over the past 10 years with significantly less risk².
- **Resilient assets:** Northleaf typically invests in infrastructure assets with contracted cash flows that are expected to be insulated from macroeconomic volatility, historically resulting in low levels of volatility.
- **Mid-market focus:** Northleaf invests in conservatively levered mid-market transactions across targeted sub-sectors, including renewables/energy transition, communications, and transportation & other contracted infrastructure.
- **Sourcing capabilities:** Approximately 90% of Northleaf's closed-end funds' portfolio was acquired outside of formal auction processes through a long-standing network of relationships. By partnering with sellers that are specifically motivated to transact outside of auctions, Northleaf can source transactions that offer attractive relative value by avoiding highly visible competitions.
- **Diversification to mitigate risk:** Northleaf's dedicated Portfolio Strategy & Analytics team ensures portfolios are optimally diversified from a risk/return perspective.
- **Global team:** Northleaf's private infrastructure platform is supported by over 45 investment professionals and operating partners across four global offices.

¹As of June 30, 2024. Past performance is not indicative of future performance. Investors may lose capital. Represents 20-year portfolio IRR for Northleaf Global Private Equity Program and the number of basis points by which exceeds the Benchmark Public Market Equivalent (PME). The Benchmark PME is represented by the MSCI World Total Return Index. The PME is used to evaluate the performance of a private equity fund against a public market benchmark or index. Northleaf program-wide performance information is shown for illustrative purposes only and is not included to indicate the future results that might be generated by the Fund or any of its holdings.

²As of June 30, 2024. Source: Northleaf and Morningstar. Past performance is not indicative of future performance. Investors may lose capital. Fees and expenses will reduce returns. Returns represented by the time-weighted annualized quarterly returns of each index. Northleaf infrastructure returns represent returns from all investments since inception. Public infrastructure represented by the S&P Global Infrastructure Index.



For more information about the Mackenzie Northleaf Global Private Equity Fund or the Mackenzie Northleaf Private Infrastructure Fund, please speak to your Mackenzie sales team.

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