# PURPOSE MARIJUANA OPPORTUNITIES FUND: A YEAR OF ACTIVE MANAGEMENT



# TICKER MJJ ON THE NEO EXCHANGE (MJJ-GD)

Canada's first actively managed cannabis fund is celebrating its first full year of performance, generating strong returns while safely navigating downside risk in a growing, but highly volatile sector. Over its first year, the Fund **returned more than 53%** (net of fees), generating **over 50% alpha relative to the Solacative North American Marijuana Index** benchmark while experiencing **less severe drawdowns**.

## MJJ VS NORTH AMERICAN MARIJUANA INDEX, GROWTH OF \$1,000



#### The active advantage

2018 was an exciting year for cannabis investments. Many stocks breached new highs on what seemed like a daily basis, but many also hit one-year lows in December. Equities as a whole ended the year with negative returns, as did the benchmark marijuana index, following two major drawdowns of a magnitude not seen since 2008. However, MJJ's strategy was still able to capitalize on uncertainty in the sector.

#### The Fund achieves such a differentiated result through active security selection and risk management:

- 1. Active stock selection to weight the portfolio towards successful themes (ie. focusing on producers in Canada, product innovation in the US and international expansion as regulations continue to ease)
- 2. Investing early by participating in seeding and growing early-stage plays (ie. buying in to the Tilray IPO)
- 3. Using cash as a tactical tool to become more defensive in periods of market weakness, which is especially useful in a volatile sector
- 4. Opportune selling to lock in profits during rapid run-up periods
- 5. Strategic and limited use of options and short-selling



## The active advantage in action

#### MONTHLY PERFORMANCE

	2018											2019	
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Since common inception
MJJ	-3.85%	-2.42%	-5.52%	8.70%	7.01%	-6.79%	29.46%	19.11%	-13.38%	-2.90%	-11.52%	39.10%	53.43%
NAMI	-12.95%	-3.97%	-3.15%	7.93%	1.20%	-10.77%	30.75%	15.24%	-23.60%	-5.65%	-17.02%	38.45%	-1.62%
Alpha	9.10%	1.55%	-2.37%	0.77%	5.81%	3.98%	-1.29%	3.86%	10.22%	2.75%	5.50%	0.65%	55.05%

Source: Purpose Investments and Bloomberg; MJJ inception: 1/31/2018; NAMI (Solactive North American Marijuana Index)

#### TOP FUND CONTRIBUTORS

Security Name	Country	<b>Contribution to Total Return</b>	Index Inclusion		
Charlotte's Web Holdings	United States	8.5%	No		
Green Thumb Industries	United States	8.1%	No		
Organigram Holdings	Canada	7.6%	Yes		
HEXO Corp	Canada	5.8%	Yes		
Tilray	Canada	5.7%	Yes (post-IPO)		

Source: Purpose Investments; for the period of 1/31/18 - 1/31/19

#### The cannabis industry in 2019

We expect to see some major developments in the global marijuana industry:

- 1. Clear winners and losers: strategic investments, consolidation and bankruptcies should be features of 2019 as economies of scale and execution capabilities come into play. There are fewer free lunches to be had and we should start seeing the first wave of bankruptcies within the sector. Disparities in cost of capital should increase as large players consolidate operations to achieve synergistic economics.
- 2. Cannabidiol becoming widely accessible: the compound is actively making its way into medical, nutraceutical and cosmetic applications. Epidiolex and Sativex have set an enviable precedence and with the US Farm Bill making CBD widely available, there should be a pickup in medical applications of the compound. Additionally, increasing uses for appetite, pain, mood and memory treatments are making CBD the new vitamin on the block, promising to improve well-being for all. Optimisitic results in skincare studies are also sparking interest from cosmetic giants.
- 3. Growing international markets: In the fourth quarter of 2018 alone, there was some form of medical marijuana legalization in Thailand, New Zealand, South Korea and the United Kingdom. An increasing number of international jurisdictions continue to support the proliferation of medical marijuana and Canadian producers seem to be well-positioned to benefit from this.

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