#### Chicago Partners

## Q3 2025 Quarterly Conference Call

July 10<sup>th</sup>, 2025



#### **Important Disclosure Information**

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See final slide for full disclosure information.

## **Today's Speakers**



**Jim Hagedorn, CFA**Founder & Managing Partner



**Anthony Halpin**Founder & Chief Financial Officer



Dan Toledo, CFA, CFP®

Partner



**Nicole Polanco, CFP**®

Senior Wealth Advisor



**Grace Harlan**Senior Associate, Client Services

## Today's Agenda

Quote

U.S. Economic Data

Economic Indicators

Client Access

Q&A



#### Quote

"Despite some severe interruptions, our country's economic progress has been breathtaking. Our unwavering conclusion: Never bet against America."

- Warren Buffett, 2021



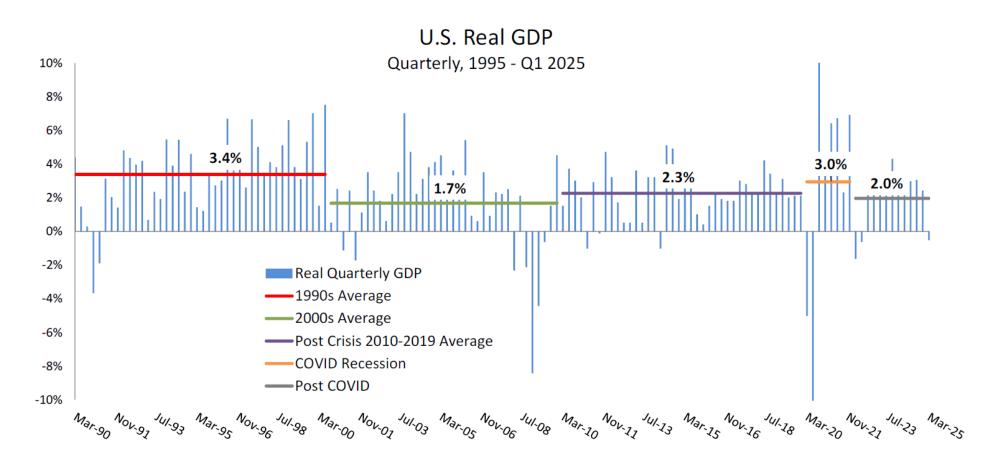
## The U.S. Economy Continues to Move Forward







#### Good, Not Great Economic Growth

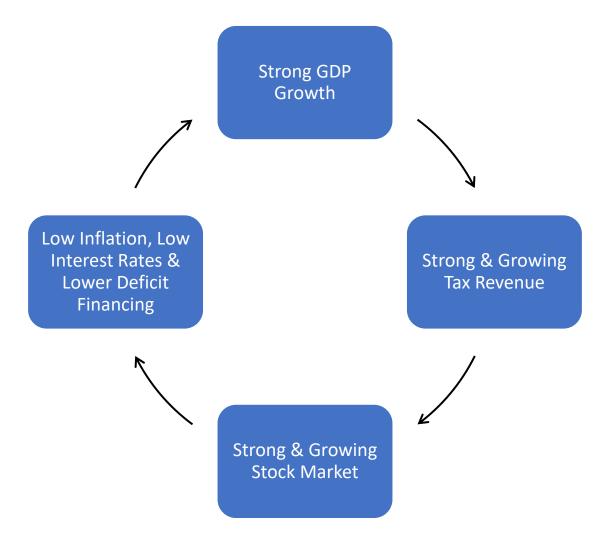


Sources: BEA, Cliffwater





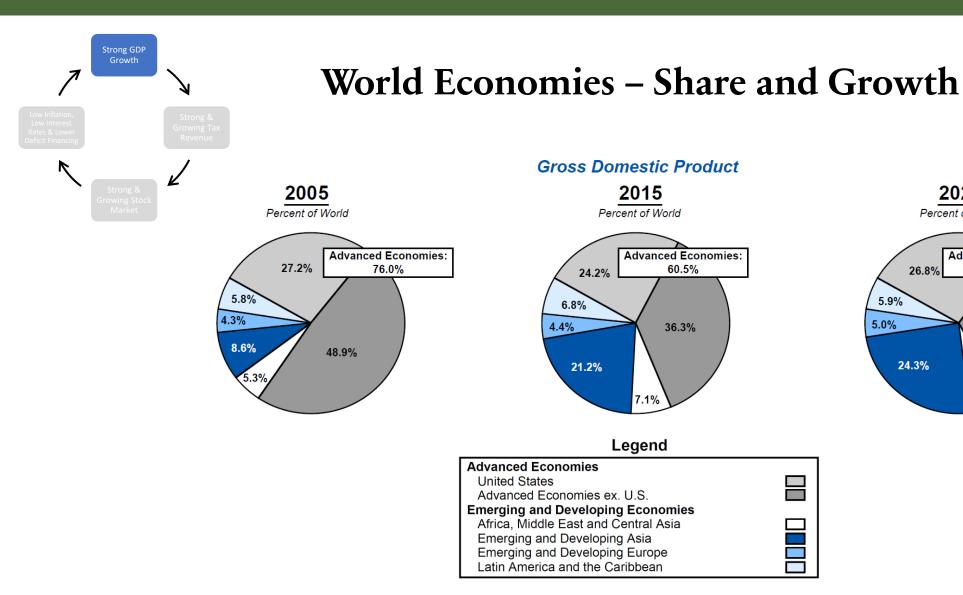
#### Virtuous Economic Cycle

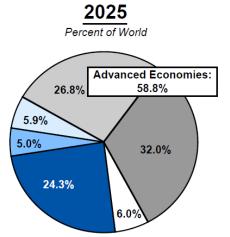




Founder & Managing Partner



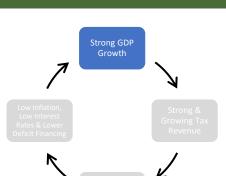




Sources: International Monetary Fund; Crandall, Pierce & Company

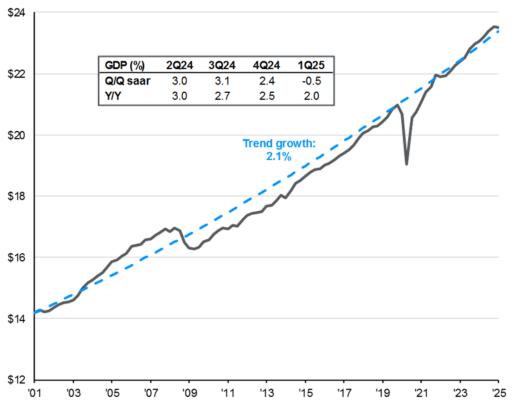




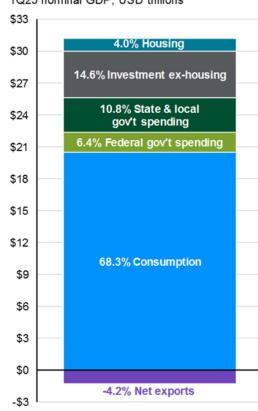


#### **Composition of GDP**



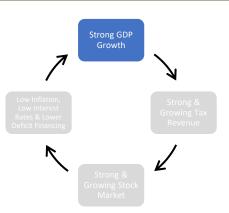


#### Components of GDP 1Q25 nominal GDP, USD trillions



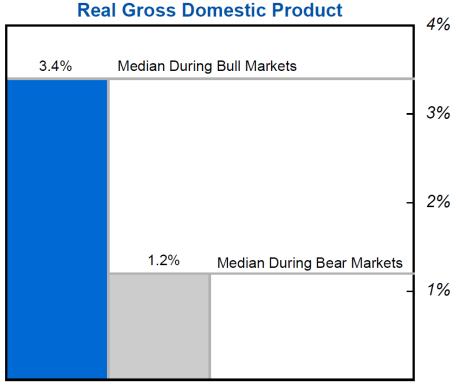






#### **Bull & Bear Markets**

#### As Measured by the Standard and Poor's 500 Stock Index



Compound Annual Growth Rates, 1st Qtr. 2025\*

Sources: Standard & Poor's Corporation; Bureau of Economic Analysis; Bureau of Labor Statistics; Federal Reserve Board; Bureau of the Census; Crandall, Pierce & Company

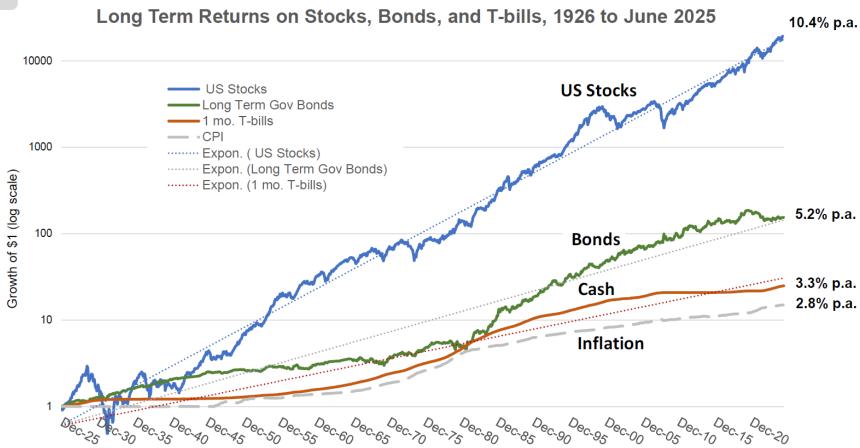


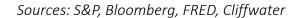




Growing Stock Market

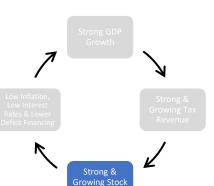
#### **History of US Capital Market Returns**







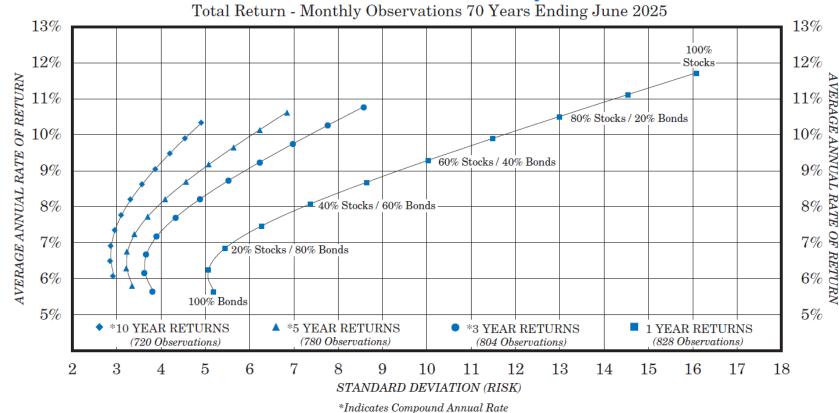




Market

#### **Asset Allocation by Holding Period**

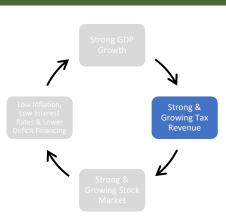




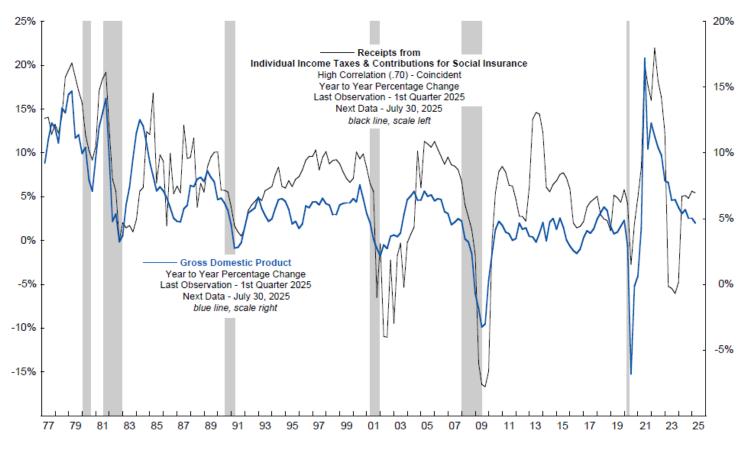
Sources: Standard & Poor's Corporation; Merrill Lynch, Pierce, Fenner & Smith Inc.; Ryan Labs, Inc.; Bloomberg Finance L.P.; Crandall, Pierce & Company







#### **Economic Growth Drives Tax Revenue**



Note: Individual Income Taxes & Contributions for Social Insurance is shown with its highest correlation (Leading, Coincident or Lagging) to Gross Domestic Product.

Shaded areas represent recessionary periods.

Sources: Bureau of Economic Analysis; Crandall, Pierce & Company





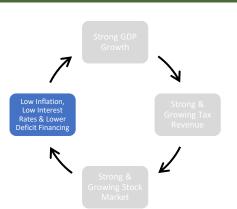
# Low Inflation, Low Interest Rates & Lower Deficit Financing Strong & Growing Tax Revenue Strong & Growing Stock Market

#### The U.S. Treasury Yield Curve









#### The U.S. Treasury Yield Curve







# Low Inflation, Low Interest Rates & Lower Deficit Financing Strong & Growing Tax Revenue Strong & Growing Stock Market Market

## **World Interest Rate Probability**

Meeting	#Hikes/Cuts	%Hike/Cut	Imp. Rate ∆	Implied Rate
07/30/2025	-0.047	-4.7%	-0.012	4.318
09/17/2025	-0.691	-64.4%	-0.173	4.156
10/29/2025	-1.267	-57 <b>.</b> 6%	-0.317	4.012
12/10/2025	-1.970	-70.4%	-0.493	3.837
01/28/2026	-2.387	-41.6%	-0.597	3.733
03/18/2026	-2.902	-51.5%	-0.725	3.604
04/29/2026	-3 <b>.</b> 227	-32.5%	-0.807	3.523
06/17/2026	-3.740	-51.4%	-0.935	3.394
07/29/2026	-4.057	-31.6%	-1.014	3.315
09/16/2026	-4.424	-36 <b>.</b> 7%	-1.106	3.223
10/28/2026	-4.527	-10.3%	-1.132	3.198

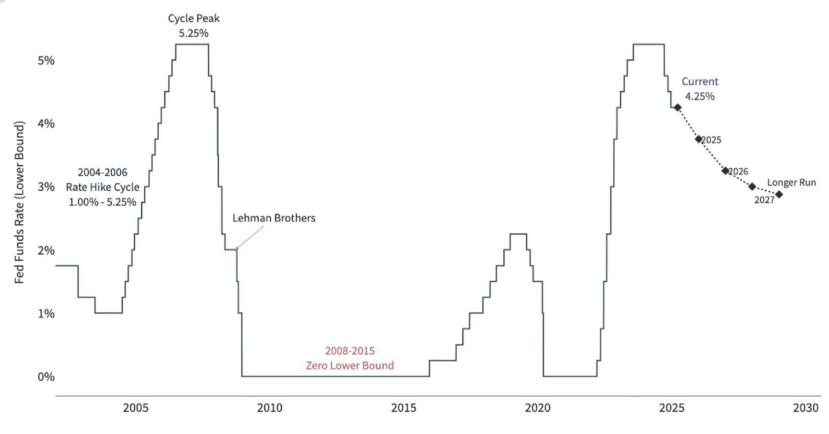






Deficit Financing

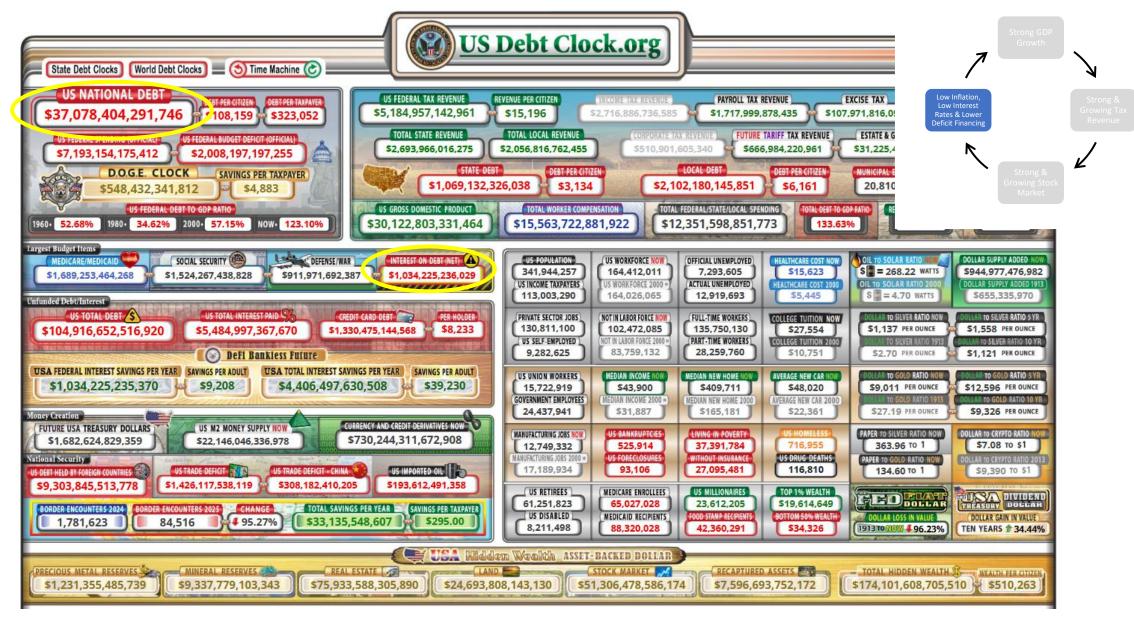
## Federal Funds Rate - Target Range Lower Limit



Latest Data point is Mar 2025.

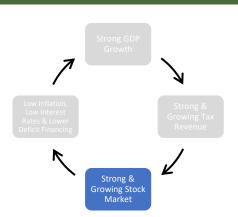
Sources: Clearnomics, Federal Reserve











#### The Market Return Equation

$$Market\ Return\ (RM) = E + Y + \Delta P/E$$







Strong &
Growing Ta

#### Large Cap Market Return (RM) = $E + Y + \Delta P/E$

Strong & Growing Tax Revenue

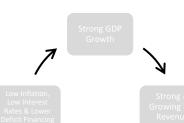
Market Return (RM) =  $6.49 + 1.34 + \Delta P/E$ 

Strong & Growing Stock Market

Periodicity A 🔻 Flavor F12 🔻 V	/iew Growth	Currence	y USD 🔻				
Measure	Actual	F12 Est	Growth	Y+1 Est	Growth	Y+2 Est	Growth
1) Earnings Per Share	254.28	270.79	6.49%	306.28	13.11%	334.11	9.099
2) EPS before XO, Positive	232.00	250.76	8.098	285.08	13.69%	311.44	9.25
3) Cash Flow Per Share	282.47	396.80	40.47%	1208.74	204.62%	732.63	-39.39
4) Dividends Per Share	77.14	83.68	8.47%	90.03	7.59%	109.67	21.819
5) Book Value Per Share	1184.01	1314.49	11.02%	1461.12	11.16%	2136.41	46.229
6) Sales Per Share	1907.15	1994.07	4.56%	2115.05	6.07%	2245.68	6.189
7) EBITDA Per Share	408.69	443.61	8.54%	493.44	11.23%	539.36	9.319
8) Long Term Growth	0.00	9.45	0.00%	0.00	0.00%	0.00	0.009
9) Net Debt Per Share	607.27	540.77	-10.95%	517.55	-4.29%	434.45	-16.06 <sup>9</sup>
10) Enterprise Value Per Share	6838.92	6771.44	-0.99%	6748.22	-0.34%	6665.12	-1.23
Valuation Measure	Actual		F12-Est		Y+1 Est		Y+2 Est
11) Price/EPS	24.50		23.01		20.34		18.65
12) Price/EPS before XO, Positive	26.86		24.85		21.86		20.03
13) Price/Cash Flow	22.06		15.70		5.15		8.50
14) Dividend Yield		1.24	1	.34	1.45		$1.7\epsilon$



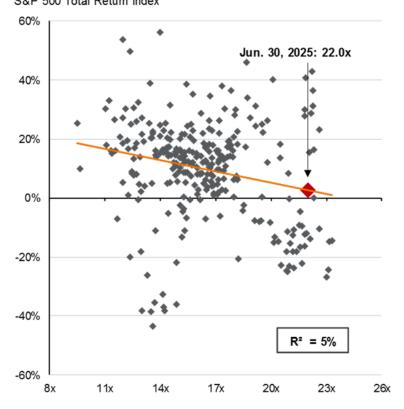




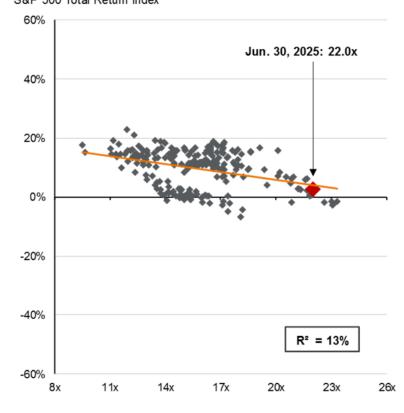
#### P/E Ratios and Equity Returns

## Strong & Growing Stock Market

Forward P/E and subsequent 1-yr. returns S&P 500 Total Return Index



Forward P/E and subsequent 5-yr. annualized returns S&P 500 Total Return Index





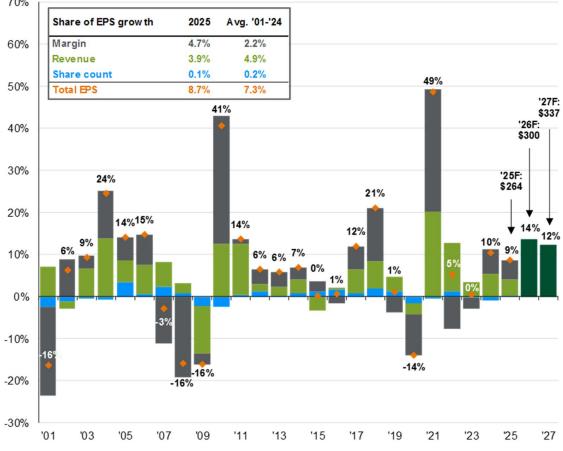




## **Sources of Earnings Growth**

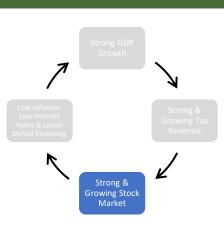
#### S&P 500 year-over-year EPS growth

Annual growth broken into changes in revenue, profit margin and share count





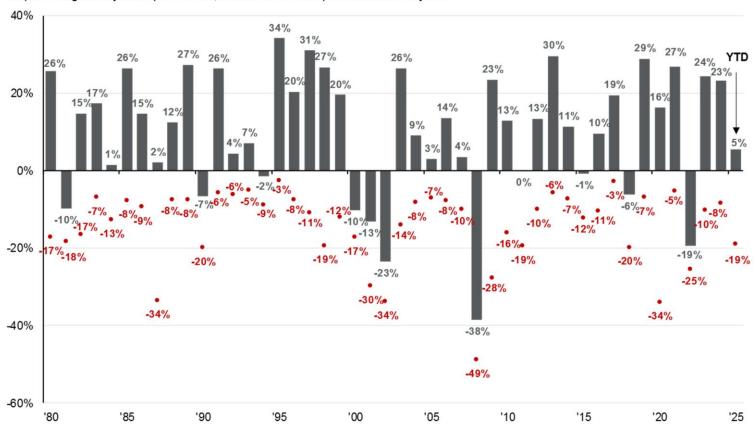




#### Annual Returns & Intra-Year Declines

#### S&P 500 intra-year declines vs. calendar year returns

Despite average intra-year drops of 14.1%, annual returns were positive in 34 of 45 years







#### **Economic Indicators**

**Optimal Recessionary Conditions and Leading Economic Indicators** 



#### **Checklist: Optimal Recessionary Conditions**

- Accelerating Inflation No, inflation is slowing
- Inverted Yield Curve No, the curve is kinked
- Employment Declining No, U.S. unemployment is 4.1%
- 29 Months After First Rate Hike No, Fed cut rates 0.25% in December
- **P/E Above 17** Yes, it is 24.50
- **10-Year Treasury Above 6.6%** No, it is 4.39%
- Bonds More Attractive Than Stocks No
- Dividend Yield Decreasing No

Nicole Polanco, CFP®

#### Legend

Cautionary Reading

Moderate Reading

Positive Reading



26

#### **Leading Economic Indicators**



When asked between May 19 and June 6 to rate optimism about the overall U.S. economy on a scale from 0 to 100, the average rating from CFOs was 60.9, down slightly from the first quarter of the year.

Trade policy and tariffs remained the top concern for CFOs for the second consecutive quarter. Concerns about uncertainty increased, while concerns about inflation saw a large decrease in share of total mentions.

CFOs revised downward their expectations for real GDP growth over the next four quarters to 1.4 percent from 1.9 percent in the prior survey.

#### Legend

Cautionary Reading

Moderate Reading

Positive Reading

#### **Conference Board Leading Economic Index**

99.0 on 5/31/25 – Down from 101 last guarter

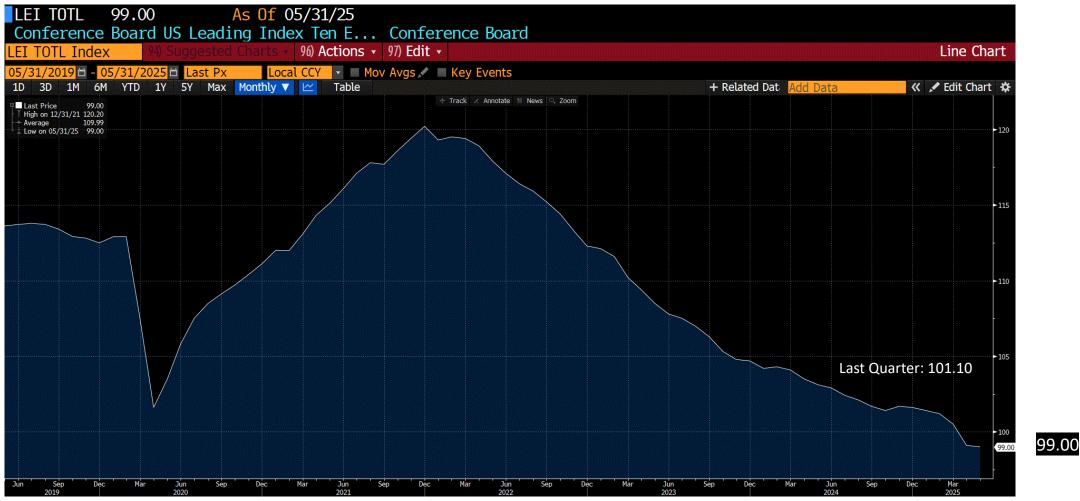
CEO Confidence Index: CEO Confidence in the Economy 1 Year From Now

6.28 on 7/31/25 - Up from 4.99 last quarter.





#### **U.S.** Conference Board Leading Index









#### CEO Confidence Index (Economy 1 Year from Now)





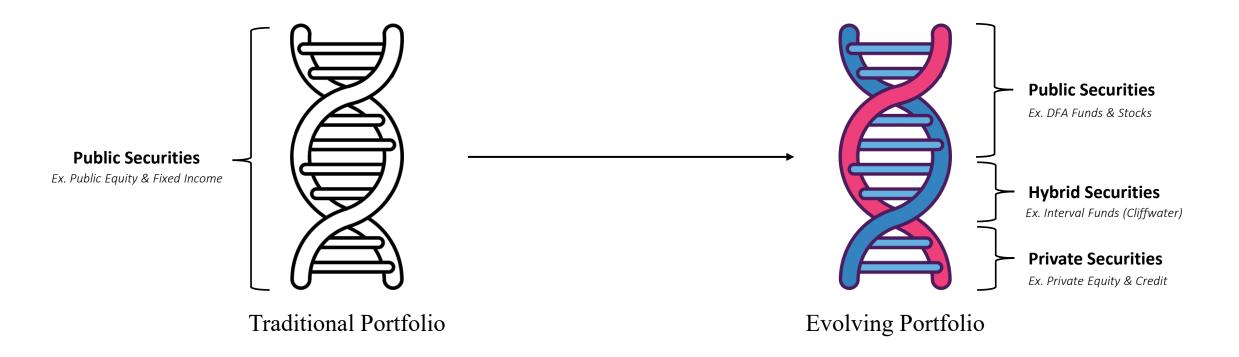


## **Evolving Portfolio DNA**

Updates on the Chicago Partners Investment Strategy



## **Evolving Portfolio DNA**



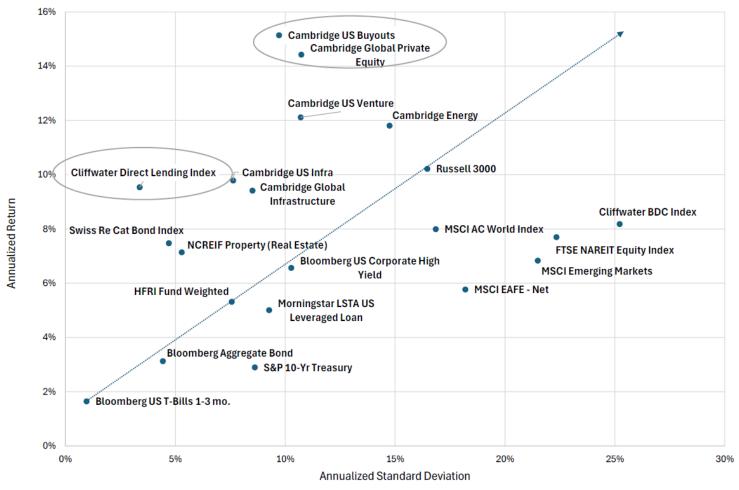






Major Leagues CP's Strong Performers

#### Asset Class Return, Risk: Sept 2004 to June 2025









#### **ASPEN**



CHICAGO PARTNERS

JULY 2025

Adams Street Private Equity Navigator Fund LLC (ASPEN)



LEADING WITH FORESIGHT™



Source: Adams Street

Jim Hagedorn, CFA
Founder & Managing Partner



#### **ASPEN**

#### **ASPEN Strategy Overview**



Multi-Manager and Multi-Strategy Product Offering 000

Focus on Small and Mid-Market Companies



Established, High-Performing Existing Portfolio



Attractive Fund Structure Supports Broad Access

19.12%

ADAMS STREET PRIVATE EQUITY NAVIGATOR FUND (ASPEN)

Annualized Net TWR Since Inception 2/2/2021 1,2

BROADLY ACCESSIBLE EXPOSURE TO A PREMIER PRIVATE MARKETS INVESTMENT PLATFORM

Source: Adams Street

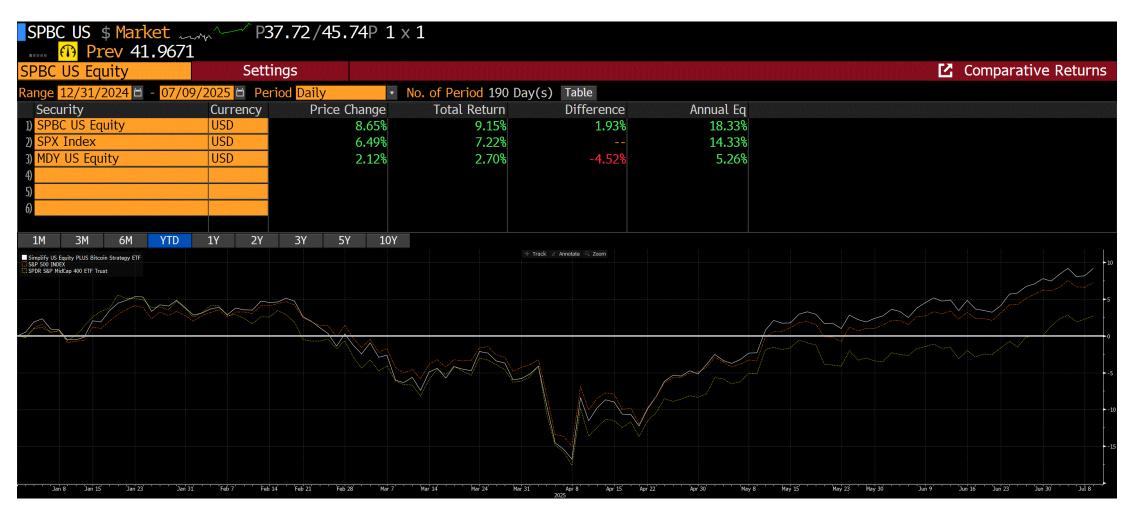




## AAA Farm Team CP Investment Committee's Research and Development



## **SPBC - YTD**







## **SPBC - 5Y**







## **HODL**

#### Performance History: Average Annual Total Returns\* (%)

Month End as of 06/30/25	1 MO	3 МО	YTD	1 YR	3 YR	5 YR	10 YR	LIFE†
HODL (NAV)	2.60	29.52	14.67	78.15				79.02
HODL (Price)	2.94	30.72	15.30	79.58				78.72
BBR (Index)	2.60	29.52	14.67	78.15	78.42	63.67		79.04
Performance Differential (NAV - Index)								-0.02
Quarter End as of 06/30/25	1 MO	3 MO	YTD	1 VD	3 YR	E VD	40 VD	eet
4,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0	I IVIO	3 IVIO	טוו	1 117	JIK	2 KK	10 YR	LIFE'
HODL (NAV)	2.60	29.52	14.67	78.15		5 YK	10 YK	
		- 1110			 	 		
HODL (NAV)	2.60	29.52	14.67	78.15		 63.67		79.02 78.72

<sup>\*</sup>Returns less than one year are not annualized.

Source: VanEck

## Fees and Expenses\*

#### Expense Ratio

\*During the period commencing on November 25, 2024 and ending on January 10, 2026, the Sponsor will waive the entire Sponsor Fee for the first \$2.5 billion of the Trust's assets. If the Trust's assets exceed \$2.5 billion prior to January 10, 2026, the Sponsor Fee charged on assets over \$2.5 billion will be 0.20%. All investors will incur the same Sponsor Fee which is the weighted average of those fee rates. After January 10, 2026, the Sponsor Fee will be 0.20%. Brokerage fees and commissions may apply. Please check with your broker.

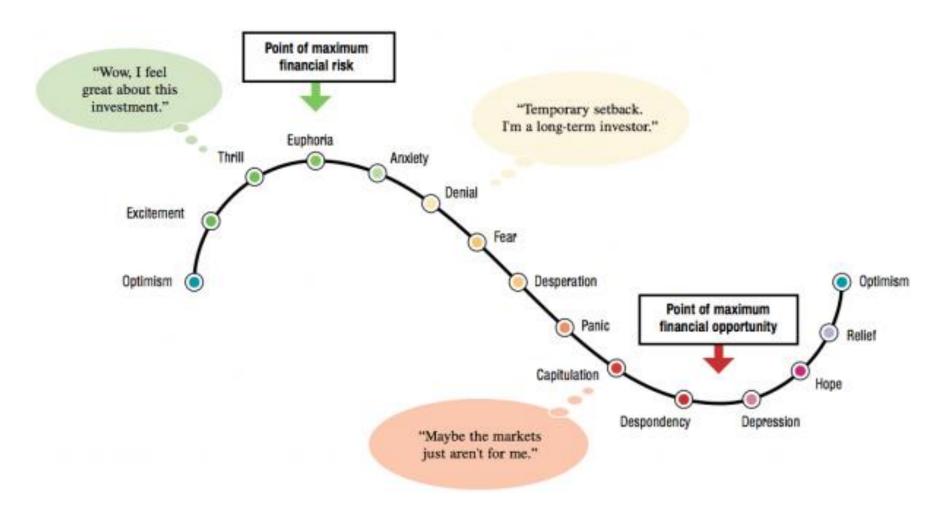


<sup>&</sup>lt;sup>†</sup>Share price is calculated from January 11, 2024, which corresponds to the date the Shares commenced public trading. Net asset value returns are calculated from January 4, 2024, which is the inception date of the Trust.

Client Experience Investor Psychology & Important Reminders



# The 14 Stages of Trading Psychology







# The 14 Stages of Trading Psychology

- **1. OPTIMISM** It all starts with a hunch or a positive outlook leading us to buy a stock.
- **2. EXCITEMENT** Things start moving our way and we get giddy inside. We start to anticipate and hope that a possible success story is in the making.
- **3. THRILL** The market continues to be favorable and we just can't help but start to feel a little "smart." At this point we have complete confidence in our trading system.
- **4. EUPHORIA** This marks the point of maximum financial risk but also maximum financial gain. Our investments turn into quick and easy profits, so we begin to ignore the basic concept of risk. We now start trading anything that we can get our hands on to make a buck.
- **5. ANXIETY** Oh no, it's turning around! The markets start to show their first signs of taking your "hard earned" gains back. But having never seen this happen, we still remain ultra greedy and think the long-term trend is higher.
- **6. DENIAL** The markets don't turn as quickly as we had hoped. There must be something wrong we think to ourselves. Our "long-term" view now shortens to a near-term hope of an improvement.
- **7. FEAR** Reality sets in that we are not as smart as we once thought. Instead of being confident in our trading we become confused. At this point we should get out with a small profit and move on but we don't for some stupid reason.

- **8. DESPERATION** All gains have been lost at this point. We had our chance to profit and missed it. Not knowing how to act, we attempt to do anything that will bring our positions back into the black.
- **9. PANIC** The most emotional period by far. We are clueless and helpless. At this stage we feel like we are at the mercy of the market and have absolutely no control.
- **10. CAPITULATION** We have reached our breaking point and sell our positions at any price. So long as we can get out of the market to avoid bigger losses we are content.
- **11. DESPONDENCY** After exiting the markets we do not want to buy stocks ever again. The markets are not for us and should be avoided like the plague. However, this rare point marks the point of maximum financial opportunity.
- **12. DEPRESSION** We drink, cry and/or pray. How could we have been so dumb we think to ourselves. Some start to correctly look back and analyze what went wrong. Real traders are born here, learning from past mistakes.
- **13. HOPE** We can still do this! Eventually we come to the realization that the market actually does have cycles (shocking). We begin to start analyzing new opportunities.
- **14. RELIEF** The markets are turning positive again and we see our prior investment come back around. We regain our faith (although small) in our ability to invest our money. The cycle start all over again!



## Cost Basis vs. Performance

#### **Custodian View:**

Symbol A	Name	Acquired/ Opened	Quantity	Market Value ①	Cost Basis ①	Cost per Share ①	(\$) Unrealized Gain/(	(%) Unrealized Gain/(	Holding Period
CCLFX CLIFFWATE	CLIFFWATER CORPORATE	Hide Lots	15,939.16400	\$168,636.36	\$169,782.64	\$10.6519	(\$1,146.28)	(0.68%)	
		04/22/2021	6,552.90300	\$69,329.72	\$70,000.00	\$10.6823	(\$670.28)	(0.96%)	Long Term
		05/17/2021	172.03100	\$1,820.09	\$1,802.88	\$10.4800	\$17.21	0.95%	Long Term
		08/16/2021	119.02900	\$1,259.33	\$1,252.18	\$10.5200	\$7.15	0.57%	Long Term
		11/01/2021	4,662.78000	\$49,332.21	\$50,000.00	\$10.7232	(\$667.79)	(1.34%)	Long Term
		11/15/2021	204.03200	\$2,158.66	\$2,158.66	\$10.5800	\$0.00	0.00%	Long Term
		12/30/2021	105.79400	\$1,119.30	\$1,121.42	\$10.6000	(\$2.12)	(0.19%)	Long Term
		04/04/2022	209.82500	\$2,219.95	\$2,226.24	\$10.6100	(\$6.29)	(0.28%)	Long Term
		07/06/2022	229.85600	\$2,431.88	\$2,408.89	\$10.4800	\$22.99	0.95%	Long Term
		10/04/2022	249.57300	\$2,640.48	\$2,613.03	\$10.4700	\$27.45	1.05%	Long Term
		12/29/2022	287.44100	\$3,041.13	\$2,995.14	\$10.4200	\$45.99	1.54%	Long Term
		04/04/2023	327.26700	\$3,462.48	\$3,406.85	\$10.4100	\$55.63	1.63%	Long Term
		07/05/2023	370.55800	\$3,920.50	\$3,879.74	\$10.4700	\$40.76	1.05%	Long Term
		10/03/2023	379.72500	\$4,017.49	\$3,994.71	\$10.5200	\$22.78	0.57%	Long Term
		12/28/2023	391.25100	\$4,139.44	\$4,123.79	\$10.5400	\$15.65	0.38%	Long Term
		03/28/2024	402.44700	\$4,257.89	\$4,245.82	\$10.5500	\$12.07	0.28%	Long Term
		07/02/2024	413.08500	\$4,370.44	\$4,399.35	\$10.6500	(\$28.91)	(0.66%)	Long Term
		10/02/2024	423.70300	\$4,482.78	\$4,508.20	\$10.6400	(\$25.42)		279 days
		12/27/2024	437.86400	\$4,632.60	\$4,645.74	\$10.6100	(\$13.14)		193 days

## **Chicago Partners Client Portal View:**

HOLDING	MARKET VALUE	YTD	1 YEAR	3 YEAR	INCEPTION
Cliffwater Corporate Lending I	\$168,636.36	4.79%	10.37%	11.36%	10.22%





## Cost Basis vs. Performance







# Chicago Partners Legacy Donor Advised Fund (CP Legacy DAF)

Designed for clients who want to leave substantial assets to charities but want to spread it out over a very long period of time.

#### **Current options all have flaws:**

Leave large amounts to specific charities at death

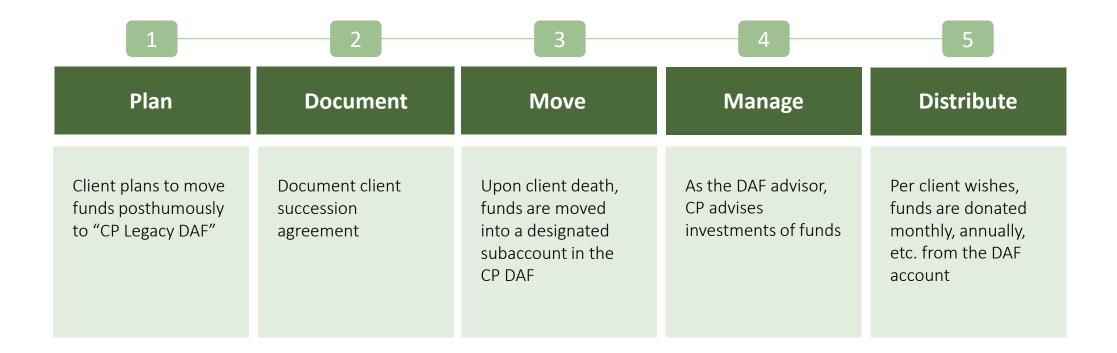
Use current Schwab DAF Legacy Planning

Create a private foundation





# Chicago Partners Legacy Donor Advised Fund (CP Legacy DAF)



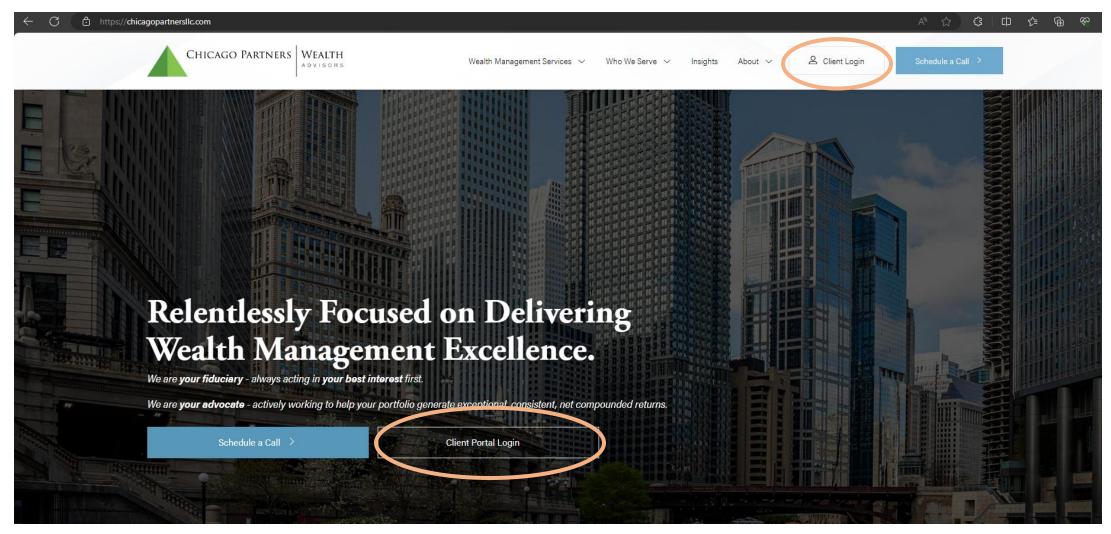




# Client Access Client Portals & Login Information



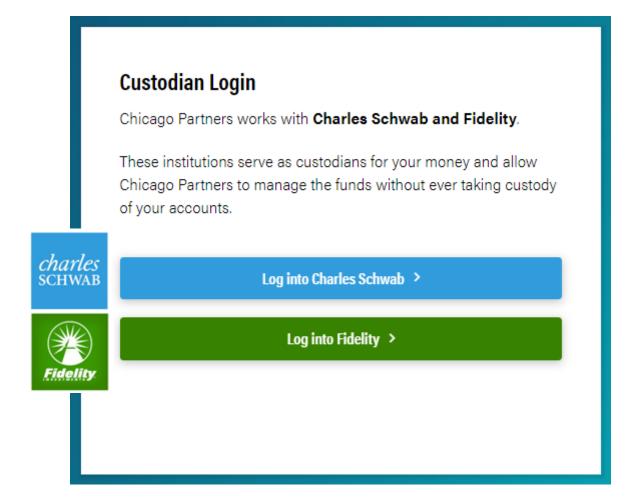
## **Client Access**







# **Custodian Login**







# The Chicago Partners Client Portal & Mobile App

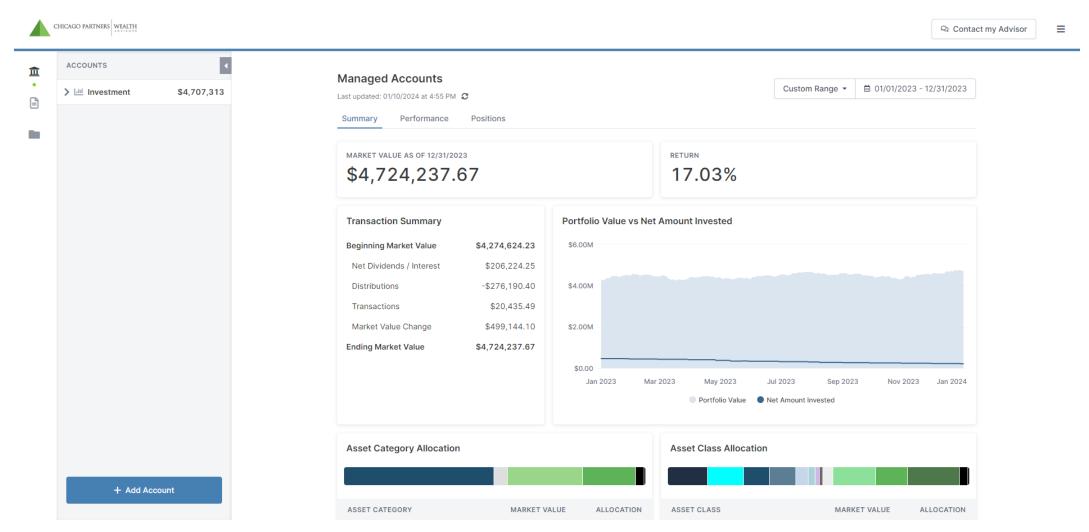




- Connect to your portal from anywhere - your desktop, laptop, or your mobile phone.
- Enhanced Performance Reporting
- Access your reports and account statements digitally in one location



# The Chicago Partners Client Portal & Mobile App



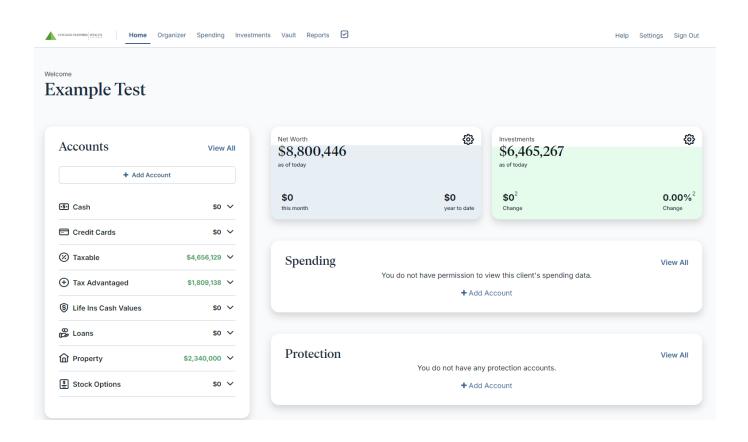


**Anthony Halpin** 

Founder & CFO



## Wealth Management System (WMS)



- Your WMS account provides a global overview of your balance sheet.
- Planning for Success
- Common Scenario Analysis
  - Large Purchases
  - "What if?"
  - Annual Expense Review





# **Upcoming Young Investors Webinar**

Is there a young professional or young investor you know that could use some help getting their finances together and developing financial literacy skills?

Our Wealth Advisors have started a webinar series aimed to prepare young investors for a lifetime of financial success. The details are below:

When: Wednesday, July 30th at 12:00pm CT

Where: Zoom

**Who:** Young Investors (Ages 18 - 29)

Tell the young professionals you know to keep their eye out for the next edition of our Young Investors Webinar! Please feel free to reach out to your advisor if you would like to subscribe to the Young Investors Webinar Series or have any specific questions.

If you have previously subscribed to the series, you will automatically receive an invitation and replay of this next installment.





Q&A

Thank you for attending!

# Big Beautiful Bill

#### State and Local Tax (SALT) Deduction

• For taxpayers making less than \$500,000, SALT deduction limit increased to \$40,000 for 2025-2029

#### Investment Savings Vehicles for Children

- Government will automatically open accounts and contribute \$1,000 to every U.S. citizen born 2025 through 2028
- Beginning in July 2026, accounts can be opened for individuals under age 18 with a maximum contribution of \$5,000 per year
- Similar distribution rules to traditional IRAs, though no tax deferral or deductions for any contributions
- Investment options limited to low-cost ETFs and mutual funds

#### Charitable Deductions

- For those who claim the standard deduction, individuals can claim up to \$1,000 (\$2,000 for MFJ) for charitable donations
- For those who itemize, only charitable donations exceeding 0.5% of AGI are deductible

#### Federal Estate Tax Exemption

Increased to \$15,000,000 per individual, beginning in 2025 and will adjust with inflation





## **International Markets**







## **International Markets**







# **Important Disclosure Information**

Past performance is no guarantee of future results. Different types of investments involve varying degrees of risk. Therefore, and there can be no assurance that the future performance of any specific investment or investment strategy (including the investments and/or investment strategies recommended and/or undertaken by Chicago Partners Investment Group LLC ("CP"), or any non-investment related content, will be profitable, equal any corresponding indicated historical performance level(s), be suitable for your portfolio or individual situation, or prove successful. Neither CP's investment adviser registration status, nor any amount of prior experience or success, should be construed that a certain level of results or satisfaction will be achieved if CP is engaged, or continues to be engaged, to provide investment advisory services. CP is neither a law firm, nor a certified public accounting firm, and no portion of its services should be construed as legal or accounting advice. Moreover, no portion of the foregoing content serves as the receipt of, or a substitute for, personalized investment advice from CP. A copy of our current written disclosure Brochure and Form CRS discussing our advisory services and fees is available upon request or at <a href="https://www.chicagopartnersllc.com">www.chicagopartnersllc.com</a>. The scope of the services to be provided depends upon the needs and requests of the client and the terms of the engagement. Please Remember: If you are a CP client, please contact CP, in writing, if there are any changes in your personal/financial situation or investment objectives for the purpose of reviewing/evaluating/revising our previous recommendations and/or services, or if you would like to impose, add, or to modify any reasonable restrictions to our investment advisory services. Unless, and until, you notify us, in writing, to the contrary, we shall continue to provide services as we do currently.

Historical performance results for investment indices, benchmarks, and/or categories have been provided for general informational/comparison purposes only, and generally do not reflect the deduction of transaction and/or custodial charges, the deduction of an investment management fee, nor the impact of taxes, the incurrence of which would have the effect of decreasing historical performance results. It should not be assumed that your CP account holdings correspond directly to any comparative indices or categories. Please Also Note: (1) comparative benchmarks/indices may be more or less volatile than your CP accounts; and, (2) a description of each comparative benchmark/index is available upon request.

\*Please Note: Ranking Limitations. Neither rankings nor recognitions by unaffiliated rating services, publications, media, or other organizations, nor the achievement of any professional designation, certification, degree, or license, membership in any professional organization, or any amount of prior experience or success, should be construed by a client or prospective client as a guarantee that the client will experience a certain level of results if the investment professional or the investment professional's firm is engaged, or continues to be engaged, to provide investment advisory services. A fee was not paid by either the investment professional or the investment professional's firm to receive the ranking. The ranking is based upon specific criteria and methodology (see ranking criteria/methodology). No ranking or recognition should be construed as an endorsement by any past or current client of the investment professional or the investment professional's firm. ANY QUESTIONS: CP's Chief Compliance Officer remains available to address any questions regarding rankings and/or recognitions, including the criteria used for any reflected ranking.

