

# **Q4 2023 Investor Presentation**

March 27, 2024



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#### Safe Harbour Statement

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Supplementary financial measures concerning Skyward Specialty contained in this presentation are unaudited and have been derived from the Skyward Specialty Fourth Quarter 2023 Results filed with the U.S. Securities and Exchange Commission at www.sec.gov/edgar. Such statements are the responsibility of the management of Skyward Specialty Supplementary Financial Measures, including any Skyward Specialty non-GAAP (as defined herein) measures contained therein, have not been reconciled to International Financial Reporting Standards ("IFRS") and so may not be comparable to the financial information in accordance with IFRS.

The Skyward Specialty Supplementary Financial Measures (the "Skyward Specialty Supplementary Financial Measures") should be read in conjunction with the Company's historical financial statements. For more information about Skyward Specialty, please see Skyward Specialty's audited financial statements for the year ended December 31, 2023 available at www.sec.gov/edgar.

The Skyward Specialty Supplementary Financial Measures have been provided solely by Skyward Specialty. Although Westaim has no knowledge that would indicate that any of the Skyward Specialty Supplementary Financial Measures contained herein are untrue or otherwise misleading, neither Westaim nor any of its directors or officers assumes any responsibility for the accuracy or completeness of such information, or for any failure by Skyward Specialty to disclose to Westaim events or facts which may have occurred or which may affect the significance or accuracy of any such financial information but which are unknown to Westaim.

Westaim disclaims and excludes all liability (to the extent permitted by law), for losses, claims, damages, demands, costs and expenses of whatever nature arising in any way out of or in connection with the Skyward Specialty Supplementary Financial Measures, their accuracy, completeness or by reason of reliance by any person on any of them.



#### **Disclaimer**

#### Safe Harbour Statement

Supplementary financial measures concerning the Arena FINCOs and Arena (the "Arena Supplementary Financial Measures") contained in this presentation are unaudited and have been derived from the audited consolidated financial statements of the Arena FINCOs and Arena for the years ended December 31, 2023 and 2022 and the unaudited consolidated financial statements of Arena FINCOs and Arena for the three months ended December 31, 2023 and 2022, which have been prepared in accordance with either IFRS or US GAAP. Such statements are the responsibility of the management of the Arena FINCOs and Arena. The Arena Supplementary Financial Measures, including any Arena FINCOs and Arena non-GAAP measures contained therein, may not be reconciled to IFRS and so may not be comparable to the financial information of issuers that present their financial information in accordance with IFRS.

The Arena Supplementary Financial Measures should be read in conjunction with the Company's historical financial statements including the notes thereto and the related MD&A as well as the Company's other public filings.

The Arena Supplementary Financial Measures have been primarily provided by the management of the Arena FINCOs and Arena. Although Westaim has no knowledge that would indicate that any of the Arena Supplementary Financial Measures contained herein are untrue or otherwise misleading, neither Westaim nor any of its directors or officers assumes any responsibility for the accuracy or completeness of such information, or for any failure by the Arena FINCOs and Arena to disclose to Westaim events or facts which may have occurred or which may affect the significance or accuracy of any such financial information but which are unknown to Westaim.

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The information contained herein is based on publicly available information, internally developed data and other sources. Although Westaim believes such information to be accurate and reliable, it has not independently verified any of the data from third party sources cited or used.

All amounts herein are in United States million dollars unless otherwise indicated. Certain comparative figures have been reclassified to conform to the presentation of the current period, and certain totals, subtotals and percentages may not reconcile due to rounding.



#### **Important Disclosures**

#### Non-GAAP Measures

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Westaim reports its consolidated financial statements using Generally Accepted Accounting Principles ("GAAP") and accounting principles ("GAAP") measures to assess performance. Westaim cautions readers about non-GAAP measures that do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures used by other companies.

Book Value Per Share ("BVPS") is a non-GAAP measure – see section 15 of Westaim's MD&A for the year ended December 31, 2023 for a discussion of non-GAAP measures including a reconciliation to Westaim's financial results determined under IFRS.

#### Skyward Specialty

Supplementary financial measures concerning Skyward Specialty contained in this presentation are unaudited and have been derived from the Skyward Specialty's Fourth Quarter 2023 Press Release filed with the U.S. Securities and Exchange Commission at www.sec.gov/edgar.

Skyward Specialty uses US GAAP and non-GAAP measures to assess performance. Please refer to Appendix - Skyward Specialty Supplementary Financial Measures for Skyward Specialty's non-GAAP measures.

#### Arena FINCOs and Arena

Arena FINCOs and Arena uses US GAAP, IFRS and non-GAAP measures to assess performance

Net Return (a non-GAAP measure) on the Arena FINCOs investment portfolios is the aggregate of investment income, net of gains (losses) on investments less interest expense, management, asset servicing and incentive fees, and other operating expenses of the Arena FINCOs divided by average carrying values for the Arena FINCOs, for the period.

Gross Return (a non-GAAP measure) on the Arena FINCOs investment portfolios is the aggregate of investment income, net of gains (losses) on investments less interest expense divided by average carrying values for the Arena FINCOs, for the period.

Realized Internal Rate of Return ("IRR"): Realized calculations are presented net of investment level expenses and gross of fund level fees (e.g. management and incentive fees), which can impact returns significantly.

Gross Underwritten IRR (a non-GAAP measure): Investment-level gross underwritten IRR represents the internal rate of return prior to or at the time of making the initial investment as reflected in and supported by loan agreements, including, but not limited to, note purchase agreements and origination agreements.

Current IRR reflects all investment activity, i.e, prior actual cash flows and future projected cash flows (which are discounted as of the reporting date), from the inception of each applicable investment through December 31, 2023. The current IRR may not be representative of the realized IRR upon exit of each investment, which may increase or decrease.

Underwritten IRRs: Investment-level gross underwritten IRR represents the internal rate of return prior to or at the time of making the initial investment as reflected in and supported by loan agreements, including, but not limited to, note purchase agreements and origination agreements. The underwritten IRR is one of many metrics considered by Arena prior to investment and is not typically updated after the initial funding date. The underwritten IRR may be presented as a single percentage or a range. Such gross IRRs are estimated and do not take into account any entity level management fees, incentive allocation and/or any other associated fees, all of which may significantly reduce the net return received attributable to any investment performance for any strategy or fund. The underwritten IRRs are not a proxy for investment performance for any strategy or fund. The underwritten IRRs disclosed herein are being presented for the purpose of providing insight into the investment objectives of, Arena detailing anticipated risk and reward characteristics in order to facilitate comparisons with other investments on the investment of establishing a benchmark for fund and Investors may find this information useful in determining where Arena's strategies may fit within their investment portfolios. The IRRs included in this presentation are to intended, and must not be regarded, as a representation, warranty or prediction that any Arena which are also being the period, or that Arena and its investors will not incur losses. In evaluating these IRRs, it should be noted that (a) there can be no assurance that Arena will be able to source and consummate investments of the type it is seeking to make and (b) the assumptions underlying the IRRs may prove not to be accurate or not materialize. There can be no assurance that the objective of the investment shown can be met or that substantial losses will be avoided.

Assets under management ("AUM"): AUM refers to the assets for which Arena Investors provides investment management, advisory or certain other investment-related services. AUM is generally based on the net asset value of the funds managed by Arena Investors plus any unfunded commitments. Arena Investors' calculation of AUM may differ from the calculations of other asset managers, and as a result, may not be comparable to similar measures presented by other asset managers. Arena Investors' calculations of AUM are not based on any definition set forth in the governing documents of the investment funds and are not calculated pursuant to any regulatory definitions.

Fee Paying Assets Under Management ("FP AUM") refers to the AUM on which Arena earns management fees and/or incentive income.



## **Important Disclosures**

#### **Arena**

With respect to the section on Arena the information therein is being provided solely in relation to the management company and the investment manager, including their funds, subsidiaries and affiliates.

Returns shown are unaudited. Past performance is not indicative or a reliable indicator of future performance. Actual results may vary.

The information set forth herein does not purport to be complete, is unaudited and subject to change. Arena has no obligation to update or revise such information other than as may be required by applicable law. Unless otherwise stated, the information contained herein is current as of the date of the presentation.

This document does not constitute investment advice nor is it a recommendation or an offer of investment advisory services or products. No person in any jurisdiction may treat this document as a solicitation or offer of any advisory product or service. A prospective investor must rely solely on the terms and associated disclosures in any final offering memoranda, investment management agreement and associated subscription documents (if any), which would constitute the only basis upon which offerings of any product or service may be made.

Investments in Arena vehicles are speculative in nature and involve risk. There can be no assurance that investment objectives will be achieved and investment results may vary substantially over time. These investments are not intended to be a complete investment program for any investor. There is no secondary market for an investor's interest in Arena funds and none is expected to develop. Arena's funds are not registered under the Investment Company Act of 1940 and accordingly are not extensively regulated. Opportunities for redemption and transferability of interests are restricted, so investors may not have access to capital when it is needed. Leverage may be employed in the funds, which can make investment performance volatile. Valuation of the investments may involve uncertainties and the exercise of judgment. An investor should not make an investment unless the investor is prepared to lose all or a substantial portion of its investment. The fees and expenses charged in connection with investments may be higher than the fees and expenses of other investment alternatives and may offset profits, and the performance-based compensation paid to Arena may create an incentive for Arena to make more speculative investments than would otherwise be the case. Arena has total authority and control over its funds and the us of a single advisor applying generally similar investment programs could mean a lack of diversification and, consequently, higher risk. For a comprehensive list of risk factors, an investor must review the risk factors as specified in the related confidential information memorandum for a specific fund or investment management agreement, which will be made available upon request.

The information provided herein should not be considered a recommendation regarding a particular investment. The actual and potential investments discussed herein are meant to be examples of Arena's investment approach. It should not be assumed that any of the investments discussed herein will prove to be profitable, or that the investment recommendations or decisions made by Arena in the future will be profitable. The particular investments discussed herein are those that most closely represent the current average-sized Arena investment in a particular category (Corporate Private Investments, Real Estate Investments and Structured Finance and Assets). In addition, Arena makes investments in Corporate Securities, including liquid investments such as convertible structured investments, as well as other public and private investments within Arena's stable income strategies which are not fully discussed herein. Further information is available upon request.

In addition, performance of market indices is being provided for the purpose of making general market data available as a point of reference only. Arena believes there are no known directly comparable indices for the Arena Special Opportunities Strategies composite which is comprised of the Arena Special Opportunities Fund, LP and Arena Special Opportunities (Offshore) Master, LP (collectively, the "Fund"). The Fund's investments are not limited to the investments listed by the market indices. The Fund may invest in different securities and engage in different trading strategies from the indices. In addition, it should be noted that the sector, industry, stock and country exposures, volatility, risk characteristics and holdings of the Fund differ materially from those of the indices. The indices do not reflect fees and expenses associated with the active management of portfolios. The performance returns of the indices were obtained from Bloomberg and other third-party sources and include the reinvestment of earnings. Although Arena believes these sources to be reliable, it is not responsible for errors or omissions from these sources.

The statements contained herein contain certain forward-looking statements that are based on Arena's beliefs as well as assumptions made by and information currently available to Arena. When used herein, the words "anticipate," "believe," "could," "estimate," "expect," "going forward," "intend," "may," "modeled," "ought to," "plan," "project," "seek," "should," "will," "would," and similar expressions, as they relate to Arena or Arena's management are intended to identify forward-looking statements. These forward-looking statements include, without limitation, statements relating to investments, business prospects, future developments, trends and conditions in the industry and geographical markets in which Arena operate, Arena strategies, plans, objectives and goals, as well as Arena ability to control costs, statements relating to prices, volumes, operations, margins, overall market trends, risk management and exchange rates. These forward-looking statements reflect Arena's views at the time such statement were made with respect to future events and are not a guarantee of future performance or developments. You are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties.

Net annualized returns inceptions to date are net of fees as disclosed and net of deal and operating expenses (including asset servicing expenses of 0.5% for drawdown, open-ended, FINCOs, SI-REC and 0.75% for NZ REC). All returns are based on the reinvestment of principal, interest, and dividends received. Fee schedules for returns shown include management fees with a range of 0.35%-2%, incentive fees with a range of 7.5% incentive to 20% and preferred returns or hurdles applicable on specific vehicles.



## **The Westaim Corporation**

#### **The Westaim Corporation**

**Westaim** is a publicly listed (TSXV:WED) Canadian investment holding company specializing in providing long-term capital to businesses operating primarily within the global financial services industry. Our focus has been, and continues to be, to seek high quality investment opportunities that allow us to partner with businesses and aligned management teams that are well positioned to compound wealth and provide above average returns over the long-term for our shareholders.

#### **Skyward Specialty Insurance Group**

#### Specialty Property and Casualty Insurance 17.5% ownership<sup>(1)</sup>

**Skyward Specialty** (NASDAQ: SKWD) is a rapidly growing and innovative US specialty insurance company, delivering commercial property and casualty products and solutions on a non-admitted and admitted basis. Skyward Specialty operates through eight underwriting divisions - Accident & Health, Captives, Global Property & Agriculture, Industry Solutions, Professional Lines, Programs, Surety and Transactional E&S. SKWD stock is traded on the Nasdaq Global Select Market, which represents the top fourth of all Nasdaq listed companies.

Skyward Specialty's subsidiary insurance companies consist of Houston Specialty Insurance Company, Imperium Insurance Company, Great Midwest Insurance Company, and Oklahoma Specialty Insurance Company. These insurance companies are rated A- (Excellent) by A.M. Best Company.

#### **Arena**

# Alternative Investment Manager 51% ownership<sup>(2)</sup>

**Arena** is a global institutional asset manager that provides creative solutions for those seeking capital in special situations. Arena operates as two businesses, Arena Investors and AIS.<sup>(3)</sup>

As at December 31, 2023, Arena had over 180 professionals working for the company.<sup>(4)</sup>

Arena's committed AUM of approximately \$3.2 billion includes Westaim's proprietary capital of approximately \$150 million plus third party institutional and high net worth clients. (4)

#### **Arena FINCOs**

# Westaim's Proprietary Capital Invested with Arena 100% ownership

The **Arena FINCOs** are specialty finance companies that primarily purchase diversified asset-backed credit and other investments and in certain circumstances, facilitate the origination and creation of credit investments for their own account and for third parties.

Arena FINCOs' capital has been and remains very strategic in the development of Arena and the Arena FINCOs have participated as lead investor in several new product offerings.

- (1) As at December 31, 2023, Westaim held its 17.5% interest in Skyward Specialty through one of Westaim's wholly-owned Canadian subsidiaries.
- (2) The remaining 49.0% is Bernard Partners, LLC ("BP LLC") equity and profit sharing percentage, and under the associate agreements, BP LLC has the right to earn-in up to 75% equity ownership percentage in the associates and to thereby share up to 75% of the profit of the associates based on achieving certain AUM and cash flow thresholds. Effective April 1, 2022, BP LLC achieved the threshold to increase its equity ownership of Arena from 0% to 49% and Westaim's equity ownership decreased from 100% to 51% to equal the share of profits that the Company has been entitled to in all prior periods.
- (3) AIGH is a private company, operating through its wholly-owned subsidiaries and subsidiaries which Arena has a controlling interest. Arena consists of two main business lines, Arena Investors and Arena Institutional Services. Arena Investors operates as a global investment manager offering third-party clients, including the Arena FINCOs, access to fundamentals-based, credit and asset-oriented investments that aim to deliver above-market returns with low volatility. Arena Investors provides investment services primarily to institutional third-party clients consisting of, but not limited to, insurance companies, endowments, foundations, pensions, sovereign funds and other pooled investment vehicles or private investment funds. AIS leverages certain intellectual property to offer third-party services to other entities to assist in the management of their investments.
- (4) As at December 31, 2023, the number of professionals includes consultants who dedicate a significant amount of time to Arena, but does not include senior advisors or joint venture partners.



# Westaim Q4 2023 and FY 2023 Operating Highlights

	Westaim's Q4 2023 and FY 2023 earnings continue to be driven by gains on its Skyward Specialty ownership
	• Q4 2023 Net Income attributable to AIGH (100%) was \$1.1 million compared to Q4 2022 Net Income attributable to AIGH of \$0.3 million; FY 2023 Net Income attributable to AIGH (100%) was \$8.7 million compared to FY 2022 Net Income attributable to AIGH of \$1.5 million <sup>(1)</sup>
	Committed AUM was \$3.2 billion at December 31, 2023, as compared to \$3.5 billion at December 31, 2022
	• Fee-Paying AUM at December 31, 2023 was \$2.5 billion, as compared to \$2.6 billion at December 31, 2022
Arena	• Since inception, Arena has deployed ~\$5 billion into 370+ privately negotiated transactions; 215 privately negotiated transactions have been exited with 195 multi-strategy investments having a realized IRR of 20.1% gross
	<ul> <li>Arena's AUM pipeline remains strong with several product offerings marketing to a well diversified base of sophisticated investors (insurance companies, pension funds, endowment funds, foundations and other investors)</li> </ul>
	<ul> <li>AIGH EBITDA (100%) is \$1.0 million in Q4 2023 compared to an AIGH EBITDA (100%) of \$0.8 million in Q4 2022; FY 2023 AIGH EBITDA (100%) is \$10.1 million compared to a FY 2022 AIGH EBITDA of \$3.3 million</li> </ul>
Arena	• Arena FINCOs' Q4 2023 Net Loss was \$0.9 million (-0.5% net investment return) compared to Q4 2022 Net Loss of \$6.1 million (-3.6% net investment return); Arena FINCOs' FY 2023 Net Loss was \$6.0 million (-3.7% net investment return) compared to FY 2022 Net Loss of \$2.4 million (-1.6% net investment return)
FINCOs	<ul> <li>At December 31, 2023, the fair value of Arena FINCOs was \$147.2 million compared to \$160.1 million at December 31, 2022</li> </ul>
	Westaim received cash distributions of \$6.9 million from Arena FINCOs in FY 2023, which had the effect of decreasing the carrying value of the investment
	• Skyward Specialty's Net Income (100%) was \$29.3 million in Q4 2023 compared to Net Income (100%) of \$20.4 million in Q4 2022; Skyward Specialty's Net Income (100%) was \$86.0 million in FY 2023 compared to Net Income of \$39.4 million in FY 2022; adjusted operating income was \$80.8 million in FY 2023 compared to \$58.6 million in FY 2022
Skyward	<ul> <li>Underwriting performance remains strong with an adjusted combined ratio of 90.9% in Q4 2023 vs. 92.8% in Q4 2022; 90.9% in FY 2023 vs. 92.6% in FY 2022</li> </ul>
Specialty Insurance Group	• Net investment income was \$13.4 million in Q4 2023 vs. \$5.3 million in Q4 2022; net investment income was \$39.8 million in FY 2023 vs. \$36.9 million in FY 2022; the increase in income from core fixed income portfolio for Q4 2023 and FY 2023 was due to (i) a larger asset base as Skyward Specialty continued to increase allocation to core fixed income portfolio and (ii) a higher book yield of 4.5% at December 31, 2023 compared to 3.7% at December 31, 2022 <sup>(2)</sup>
	Total stockholders' equity at December 31, 2023 increased to \$661.0 million from \$421.7 million at December 31, 2022
	• Q4 2023 Annualized Return-on-equity ("ROE") of 19.6% vs. 19.9% in Q4 2022; FY 2023 ROE of 15.9% vs. 9.3% in FY 2022; Q4 2023 Annualized Adjusted ROE of 16.3% vs. 11.3% in Q4 2022; FY 2023 Annualized Adjusted ROE of 14.9% vs. 13.8% in FY 2022
	Westaim's Q4 2023 Net Profit was \$35.1 million compared to Q4 2022 Net Profit of \$32.8 million; FY 2023 Net Profit was \$183.9 million compared to FY 2022 Net Profit of \$18.0 million
Montaine	• Diluted earnings per share in Q4 2023 of \$0.26 compared to Q4 2022 diluted earnings per share of \$0.23; Diluted earnings per share in FY 2023 of \$1.32 compared to FY 2022 diluted earnings per share of \$0.12
Westaim	• At December 31, 2023, Westaim's book value was \$518.3 million which was \$3.83 (C\$5.08) per fully diluted share compared to December 31, 2022 book value of \$363.2 million or \$2.56 (C\$3.46) per fully diluted share <sup>(1)</sup>
	Westaim ended FY 2023 with a strong cash position of \$135.0 million

- (1) For further details, please refer slide 4 for Non-GAAP measures.
- (2) Excludes income from operating cash for the fourth quarter and years ended December, 31, 2023 and 2022.



## Westaim Summary Q4 2023 and FY 2023 Operating Results

	Three me ended Dece		Year ended December 31		
(Amounts in millions of US\$ except per share data)	2023	2022	2023	2022	
Income from investment in Skyward Specialty	\$51.9	\$40.5	\$210.3	\$26.8	
Income from investment in Arena	0.6	0.1	4.5	0.7	
(Loss) income from investments in Arena FINCOs and ASOF(1)	(1.0)	(6.1)	(6.2)	(2.4)	
Income from investments	\$51.5	\$34.5	\$208.6	\$25.1	
Holding company operating expenses	(\$12.9)	(\$1.6)	(\$18.4)	(\$7.2)	
Preferred securities interest expense	-	(0.5)	(1.0)	(1.9)	
Interest and fee income	1.8	0.6	4.2	2.3	
Net holding company operating and interest expenses	(\$11.1)	(\$1.5)	(\$15.2)	(\$6.8)	
Share-based compensation expense	(2.9)	(0.2)	(6.7)	(0.9)	
Foreign exchange (loss) gain	(0.3)	(0.2)	(0.6)	0.1	
Derivative warrants - change in fair value gain	-	-	0.1	0.1	
Total net holding company expenses	(\$14.3)	(\$1.9)	(\$22.4)	(\$7.5)	
Income taxes (expense) recovery	(2.1)	0.2	(2.3)	0.4	
Profit and comprehensive income	\$35.1	\$32.8	\$183.9	\$18.0	
Earnings per fully diluted share	\$0.26	\$0.23	\$1.32	\$0.12	

- Profit and comprehensive income for Q4 2023 was \$35.1 million (\$0.26 diluted earnings per share) compared to a profit and comprehensive income of \$32.8 million (\$0.23 diluted earnings per share) in Q4 2022
- Profit and comprehensive income in FY 2023 was \$183.9 million (\$1.32 diluted earnings per share) compared to a profit and comprehensive income of \$18.0 million (\$0.12 diluted loss per share) in FY 2022
- Westaim's income from its investment in Skyward Specialty in Q4 2023 was \$51.9 million compared to an income of \$40.5 million in Q4 2022; Westaim's income from its investment in Skyward Specialty in FY 2023 was \$210.3 million compared to an income of \$26.8 million in FY 2022. The valuation of its investment in Skyward Specialty at December 31, 2023 was \$236.5 million, consistent with the Skyward Specialty trading price at December 31, 2023 of \$33.88 per common share with its ownership of 6,979,639 common shares as compared to the December 31, 2022 valuation of \$218.9 million at \$15.00 per common share with 14,567,139 common shares
- Net performance of Arena FINCOs was a net loss of \$0.8 million in Q4 2023 (-0.5% net investment return) compared to a net loss of \$6.0 million (-3.6% net investment return) in Q4 2022
- Arena fee-paying AUM was \$2.5 billion at December 31, 2023
   vs. \$2.6 billion at December 31, 2022

Arena Special Opportunities Fund, LP ("ASOF").



## **Westaim Summary Statement of Financial Position**

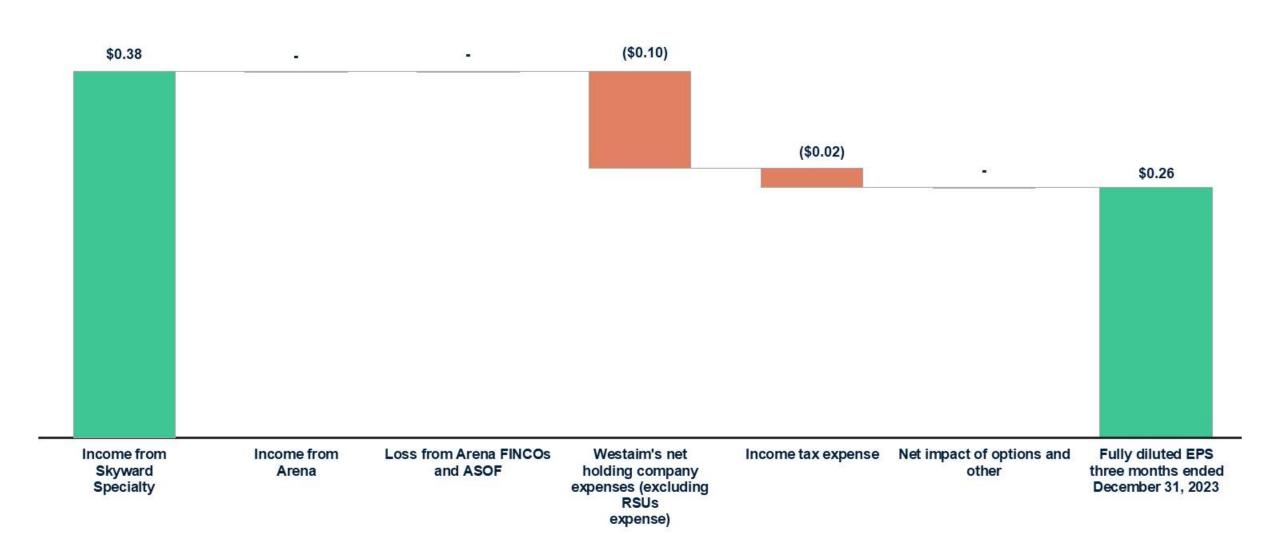
As at	December 31, 2023 Se	eptember 30, 2023 Dec	cember 31, 2022
(Amounts in millions of US\$ except per share data)			
Assets			
Cash	\$135.0	\$39.3	\$3.4
Other assets	2.5	2.1	0.8
Investment in Skyward Specialty	236.5	289.5	218.9
Investment in Arena	27.6	28.8	26.9
Investment in Arena FINCOs	147.2	148.1	160.1
Investment in ASOF	3.0	3.1	3.2
Total Assets	\$551.8	\$510.9	\$413.3
Liabilities			
Accounts payable, income taxes payable and accrued			
liabilities	\$33.5	\$15.2	\$13.1
Preferred securities	-	-	36.9
Derivative warrant liability	-	-	0.1
Total Liabilities	\$33.5	\$15.2	\$50.1
Shareholders' equity	518.3	495.7	363.2
Total Liabilities and Shareholders' Equity	\$551.8	\$510.9	\$413.3
Number of common shares outstanding	131,757,285	135,491,943	141,386,718
Fully diluted book value per share - in US\$	\$3.83	\$3.56	\$2.56
Fully diluted book value per share - in C\$1	C\$5.08	C\$4.82	C\$3.46

- Book value per fully diluted share increased \$1.27 (49.6%) to \$3.83 at December 31, 2023 from \$2.56 at December 31, 2022. Book value per fully diluted share increased C\$1.62 (46.8%) to C\$5.08 at December 31, 2023 from C\$3.46 at December 31, 2022
- In January 2023, Skyward Specialty listed on the Nasdaq Global Select Market under the ticker symbol "SKWD"
- In each of June and November 2023, Skyward Specialty completed a secondary offering (the "Secondary Offering").
   Westaim sold 3,987,500 Skyward Specialty common shares and 3,600,000 Skyward Specialty common shares in the Secondary Offerings and received net cash proceeds of \$87.4 million and \$104.9 million in Q2 2023 and Q3 2023 respectively; as at December 31, 2023, Westaim owns 6,979,639 Skyward Specialty common shares
- Westaim's strong cash position enabled the cash to be deployed to redeem its preferred securities liability. On July 17, 2023, Westaim redeemed and delisted all of the 5,000,000 preferred securities for C\$50 million, equivalent to \$37.9 million, and cancelled 14.3 million warrants
- The Company was in a position to fund further share buy backs; in FY 2023, Westaim acquired and canceled 9,896,178 common shares at a cost of \$26.4 million through its normal course issuer bid ("NCIB")

<sup>\*</sup> Period end exchange rates of USD to CDN: \$1.32405 at December 31, 2023; \$1.35535 at September 30, 2023 and \$1.35360 at December 31, 2022.

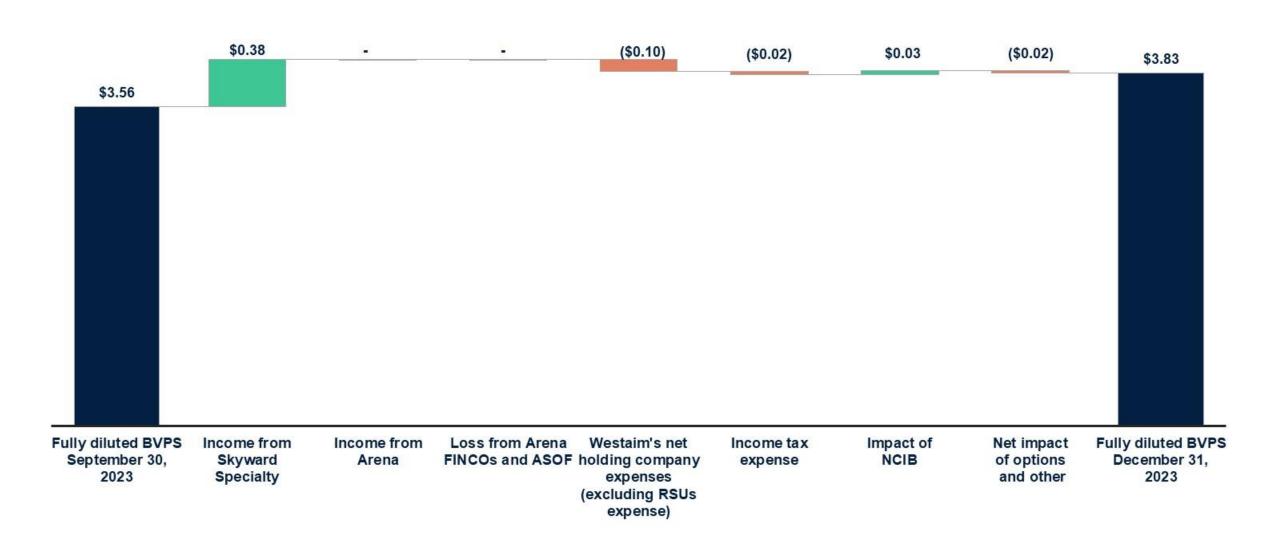


# Westaim Diluted Earnings per Share (US\$): Three months ended December 31, 2023



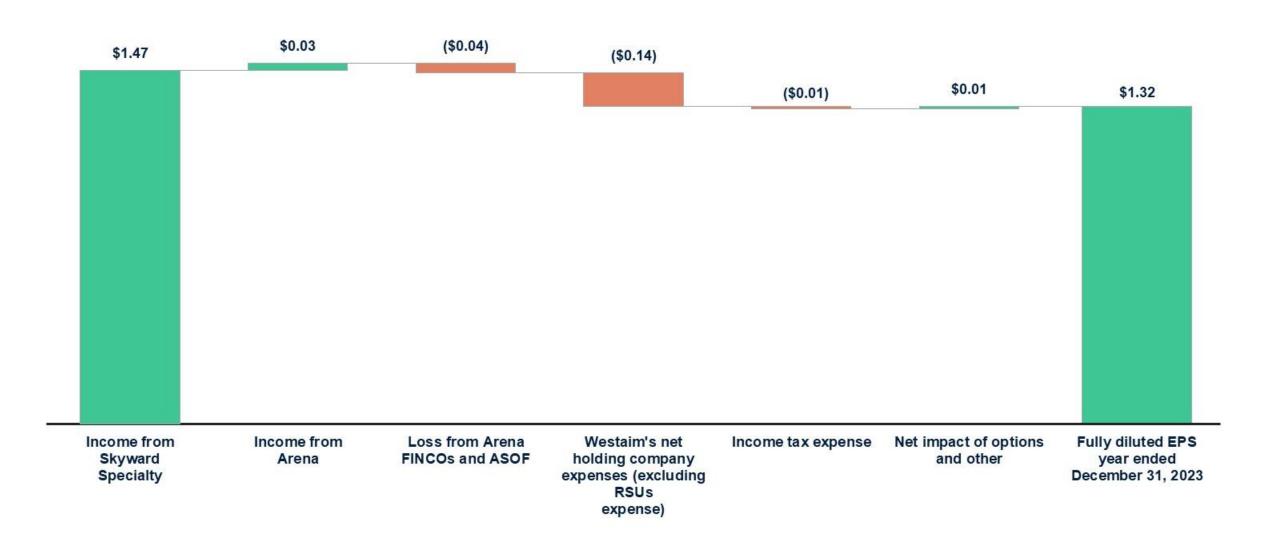


# Westaim Book Value per Share (US\$): Three months ended December 31, 2023



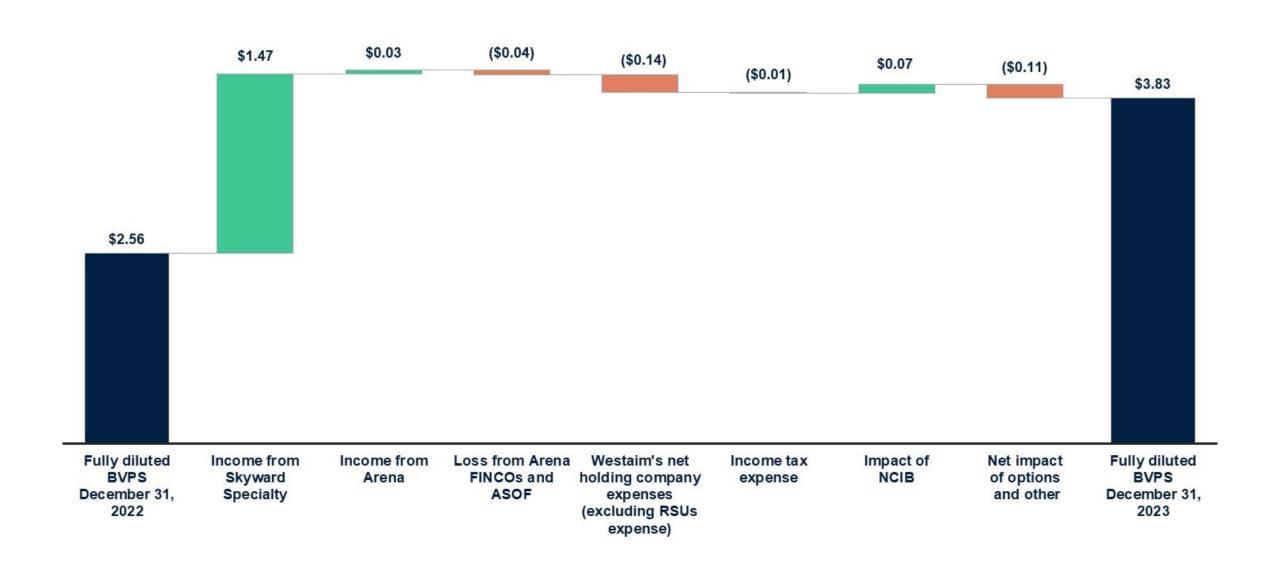


# Westaim Diluted Earnings per Share (US\$): Year ended December 31, 2023





# Westaim Book Value per Share (US\$): Year ended December 31, 2023







#### ABOUT ARENA(1)

\$3.2B

~\$170M

of AUM is employee and related capital

Vast Global Origination and Servicing Network

Offices in New York, Jacksonville, Purchase, Dublin, London, Singapore, Bengaluru and Auckland<sup>(2)</sup>

deployed into 370+ privately negotiated transactions since launch in 2015 (3)

- Credit-oriented, asset backed-orientated investments, but not "traditional private credit".
- Broad Platform capabilities across Corporate, Real Estate, Structured Finance, and Corporate Securities allow the firm to find the most compelling opportunities across cycles and market environments.
- Global firm with a deep sourcing and servicing infrastructure, which also means:
  - Arena has aimed to avoid the overheated areas that have and could potentially suffer in today's market environment.
  - Servicing infrastructure has allowed Arena to manage any situations that have not materialized as expected, and make more than initially expected, on average, in those situations.
  - End-to-end IT systems govern and manage investments, giving Arena robust governance, transparency and a demonstrable edge.
- While Arena maintains this depth, breadth, global focus and infrastructure average transaction sizes are <\$50 million such that Arena largely avoids competition from similarly situated "megafirms".
- "Private Credit" investors are migrating to Arena's world-view, given the post-crisis bull market is likely turning.



The assets under management of Arena includes employee capital, co-invest, and capital committed but not yet deployed of \$784 million as of December 31, 2023.

The Jacksonville, Dublin and Bengaluru offices are used by Arena affiliates: Quaestor Advisors, LLC, an Arena Investors EF Designated Activity Company. Singapore office used by Arena Investment Management (Singapore) Pte. Ltd. and Quaestor Advisors, LLC. Note: Dollars deployed metrics have been refined to move certain items to collected (i.e. expenses).

# Differentiated Approach

#### Proven Performance

# Driving Third-Party Assets Under Management

# Well Positioned To Drive Operating Leverage

- Arena is a growing global financial institution
  - Mandate flexibility and diversification contribute to consistency across cycles
  - Proprietary sourcing and global infrastructure with a focus on small size
  - Servicing and systems that govern process, protect invested capital and add considerable value
  - Intellectual property that can be leveraged for its investors as well as third parties through AIS
- ~\$5 billion<sup>(1)</sup> deployed into 370+ privately negotiated transactions
- 215 exited privately negotiated transactions with 195 multi-strategy investments having a realized IRR of 20.1% gross<sup>(2)(3)</sup>
- The portfolio has had positive results in 85 of the 99 months since inception<sup>(4)</sup>
- Consistent and uncorrelated performance; stable results through COVID-19
- Arena's AUM<sup>(5)</sup> have grown at a compound annual growth rate of ~40% from December 31, 2015 to December 31, 2023
- \$3.2 billion in AUM<sup>(4)</sup>

- Future growth is expected to have significant operating leverage as fee-paying AUM grows
- Focused on driving valuable fee-related earnings and cash flow for distribution
- (1) Note: Dollars deployed metrics have been refined to move certain items to collected (i.e. expenses).
- 2) Number of total private investments inclusive of Arena's multi-strategy investment vehicles as well as Stable Income Real Estate Credit strategy investments. In addition to exited investments in Arena's multi-strategy, 146 active positions have an underwritten IRR of 17.8% and a current IRR of 12.7%. Current IRR reflects all investment activity, i.e., prior actual cash flows and future projected cash flows (which are discounted as of the reporting date), from the inception of each applicable investment through December 31, 2023. The current IRR may not be representative of the realized IRR upon exit of each investment, which may increase or decrease.
- In Q4 2023, methodology to calculate realized IRR was changed to weighted by dollar deployed.
- (4) Through December 31, 2023 and based on composite gross performance, see net performance and relevant disclosures on slide 19. Past performance is not indicative of future performance. Actual results may vary
- (5) AUM as of December 31, 2023 and includes undrawn commitments totaling \$784 million for closed-end, SMA, and Excess Capacity Funds (New Zealand Real Estate Credit)



#### Arena – Q4 2023 Quarterly Result Highlights

(dollars in millions)	Q4	2023	Q4	2022	FY	2023	FY	2022
Arena Investors								
Management fees	\$	7.6	\$	8.3	\$	30.8	\$	31.9
Asset servicing fees		2.7		2.3		11.0		10.6
Other income		0.4		0.9		1.0		0.8
Total recurring revenue		10.7		11.5		42.8		43.3
Operating expenses allocated to recurring revenue		(10.2)		(10.3)		(40.6)		(35.0)
Fee related earnings		0.5		1.2		2.2		8.3
Incentive fees		3.1		(0.6)		8.8		4.3
Incentive fee compensation expense <sup>1</sup>		(0.6)		1.1		(4.5)		(6.2)
Net incentive fees		2.5		0.5		4.3		(1.9)
Arena Investors EBITDA		3.0		1.7		6.5		6.4

Arena Institutional Services									
AIS revenue	(1.6)	0.6	11.5	0.6					
AIS operating expenses	(0.1)	(0.8)	(1.5)	(1.2)					
Employee profit share	0.4	(0.2)	(4.3)	(0.2)					
AIS EBITDA	(1.3)	(0.4)	5.7	(0.8)					

Arena Investors Group Holdings				
AIGH general and administrative costs	(0.3)	(0.2)	(0.8)	(0.8)
AIGH other income and expenses	(0.4)	(0.3)	(1.3)	(1.5)
Total Arena EBITDA	1.0	0.8	10.1	3.3
Depreciation	-	(0.1)	(0.3)	(0.2)
Revolving loan interest expense paid to the Company	(0.4)	(0.3)	(1.6)	(1.3)
Taxes	0.5	(0.1)	0.5	(0.3)
Net income attributable to Arena	1.1	0.3	8.7	1.5
Westaim's share of Arena's comprehensive income (51%)	\$ 0.6 \$	0.1 \$	4.5 \$	0.7

#### Q4 2023 Results:

- Net income for Q4 2023 was \$1.1 million (Q4 2022: \$0.3 million)
- Management fee revenue for Q4 2023 was \$7.6 million (Q4 2022: \$8.3 million)
- Service fee revenue for Q4 2023 was \$2.7 million (Q4 2022: \$2.3 million)
- Net incentive fees income was \$2.5 million for Q4 2023 (Q4 2022: (\$0.5 million)
- AIS leverages certain intellectual property to offer third-party services to other entities to assist in the management of their investments



# ARENA FULLY DIVERSIFIED STRATEGY \$2.0B

# \$3.2B AUM<sup>(2)</sup>

#### Permanent Capital (Arena FINCOs)

- Arena Finance
- Arena Origination Company

#### Open-ended Evergreen Funds

- Arena Special Opportunities Fund, LP
- Arena Special Opportunities Fund (Cayman), LP
- Arena Special Opportunities Fund (Cayman 2), LLC

#### Closed-Ended Drawdown Funds

- Arena Special Opportunities Partners I, LP including Rated Feeder Fund for Insurance Company Investors
  - Arena Special Opportunities Partners (Cayman) I, LP
- Arena Special Opportunities Partners II, LP including Rated Feeder Fund for Insurance Company Investors
  - Arena Special Opportunities Partners (Cayman) II, LP
- Arena Special Opportunities Partners III, LP including Rated Feeder Fund for Insurance Company Investors

#### Separately Managed Accounts

EXCESS CAPACITY OPPORTUNITIES \$0.9B

> New Zealand Real Estate Credit

Separately Managed Accounts

STABLE INCOME STRATEGIES \$0.3B

Real Estate Credit

Structured Finance/ABS

- ${\rm (1)} \qquad {\rm All\ vehicles\ are\ asset-liability\ matched\ with\ respect\ to\ redemptions}.$
- (2) AUM as of December 31, 2023 and includes undrawn commitments totaling \$784 million for closed-end, SMA, and Excess Capacity Funds (New Zealand Real Estate Credit).



#### **Arena – Investing: Performance & Deployment**

#### The following table presents the performance data for the significant drawdown funds and accounts:

As of December 31, 2023

715 of Determoet 01, 2020	Year of	AUM	Original Capital	Capital Invested	Realized	Unrealized	Total	Mol	IC <sup>2</sup>	IR	$\mathbb{R}^3$	Primary Investment
(\$ in millions)	inception	AUM	Commitments	to Date1	Value	Value	Value	Gross	Net	Gross	Net	Strategy
Multi-Strategy												
Fund Harvesting Investment												
Arena Special Opportunities Partners I <sup>4,10</sup>	2020	516	519	519	143	505	648	1.3x	1.2x	11.8%	9.4% 1	Multi-Strategy
Ratio to Capital Invested					DPI: 0.28x	RVPI: 0.97x	TVPI: 1.25x					
Funds Deploying Capital												
Arena Special Opportunities Partners II <sup>4,11</sup>	2021	763	631	631	18	734	752	1.2x	1.2x	13.8%	11.0% I	Multi-Strategy
Ratio to Capital Invested					DPI: 0.03x	RVPI: 1.16x	TVPI: 1.19x					
Arena Special Opportunities Partners III <sup>5</sup>	2023	35	35	18	0	18	18	1.0x	1.0x	$9.3\%^{12}$	$6.2\%^{12}$ I	Multi-Strategy
Ratio to Capital Invested					DPI: 0.02x	RVPI: 1.00x	TVPI: 1.02x					
Excess Capacity												
Fund Harvesting Investment												
New Zealand Real Estate Credit I <sup>7</sup>	2019	89	115	115	31	86	117	$1.0x^{13}$	$1.0x^{13}$	$1.1\%^{13}$	$0.6\%^{13}$ I	NZ Real Estate Credit
Ratio to Capital Invested					DPI: 0.27x	RVPI: 0.75x	TVPI: 1.02x					
New Zealand Real Estate Credit II <sup>8</sup>	2020	39	214	105	73	39	113	1.1x	1.1x	7.1%	5.7% 1	NZ Real Estate Credit
Ratio to Capital Invested					DPI: 0.70x	RVPI: 0.38x	TVPI: 1.08x					
Funds Deploying Capital												
New Zealand Real Estate Credit III <sup>9</sup>	2022	101	100	25	0	25	25	1.0x	1.0x	$3.6\%^{12}$	2.2% <sup>12</sup> I	NZ Real Estate Credit
Ratio to Capital Invested					DPI: 0.00x	RVPI: 1.02x	TVPI: 1.02x					
Backbook Co-investments SMA <sup>6</sup>	2021	471	450	93	50	62	112	1.2x	1.2x	15.0%	15.0% I	Multi-Strategy
Ratio to Capital Invested					DPI: 0.53x	RVPI: 0.67x	TVPI: 1.20x					

- Capital Invested = Lesser of capital calls or total commitment. Capital reinvestments during investment period are netted with distributions.
- (2) Multiple of Invested Capital ("MOIC") = Total Value / Capital Invested. MOICs in process of revision from peak outstanding to average outstanding.
- (3) IRR = Internal Rate of Return.
- (4) Fees are blended and range from 1,5-2% annual management fees and 10-20% carry over a 4% preferred return with GP Catchup. The returns are inclusive of a 0.5% asset servicing expense. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.
- (5) Fees are blended and range from 1.5-1.75% annual management fees and 17.5-20% carry over a 6% preferred return with GP Catchup. The returns are inclusive of a rate card asset servicing expense. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.
- (6) No management or incentive fees. The returns are inclusive of a rate card asset servicing expense. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.
- (7) Fees are blended and include a 0.5% annual management fees and 10% carry over a 10% preferred return with GP Catchup along with fixed upfront management fees and carry. The returns are inclusive of a 0.75% asset servicing expense. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.
- (8) Fees are blended and include a 0.5% annual management fees and 10-18% carry over an 8% preferred return with GP Catchup. The returns are inclusive of a rate card asset servicing expense (0.75% or 1.50% by asset). All returns are based on the

- reinvestment of principal, interest and dividends received by the Fund.
- (9) Fees include a 1.5% annual management fee and 20% carry over an 8% preferred return with GP Catchup. The returns are inclusive of a 0.5% asset servicing expense. All returns are based on the reinvestment of principal, interest and dividends received by the Fund. Excludes \$215 million of co-investments aligned to the product.
- (10) Excludes \$150MM of co-investment capital aligned to this product offering.
- (11) Excludes \$300MM of co-investment capital aligned to this product offering.
- (12) Fund currently in ramp-up.
- (13) Composite includes a negative overall return for the NZ REC I investor that held a much larger co-investment in one New Zealand development that had an outsized impact.

DPI = Distribution to Paid-In Capital (DPI) ratio measures the cumulative proceeds returned to its investors by a fund relative to its paid-in capital.

RVPI = Residual Value to Paid In (RVPI) ratio measures the current value of all remaining investments within a fund relative to its paid-in capital.

TVPI = Total Value to Paid-In Capital (TVPI) ratio compares the distributions returned to investors by a fund and the residual value not yet realized relative to the contributed paid-in capital.



#### **Arena – Investing: Performance & Deployment**

The following table presents the performance data for the significant open-ended funds and Stable Income strategies:

As of December 31, 2023

			Returns (%)						
	Year of	AUM	Quarter-to-date		Year-to-date		Since Inception (Annualized)		Primary Investment Strategy
(\$ in millions)	inception		Gross	Net	Gross	Net	Gross	Net	
Multi-Strategy									
Arena Special Opportunities Fund 1,2,3	2015	213	(1.1)%	(1.6)%	(0.9)%	(2.9)%	8.7%	5.1%	Multi-Strategy
Stable Income									
Stable Income ABS <sup>1,2,5</sup>	2021	51	(0.4)%	(0.3)%	6.5%	$6.1\%^{7}$	2.1%	1.6%	IG Asset-Backed Securities
SI-REC <sup>1,2,6</sup>	2017	183	2.1%	1.7%	10.5%	$8.4.\%^{8}$	7.1%	5.7%	US Real Estate Credit – First Mortgages



<sup>(1)</sup> Gross returns are net of deal and operating expenses (including asset servicing expenses of 0.5% for open-ended, FINCOs, SI-REC from January 1, 2019 onward) but gross of management fee and incentive fees. All returns are based on the reinvestment of principal, interest, and dividends received.

<sup>(2)</sup> Net returns are shown net of fees and net of deal and operating expenses (including asset servicing expenses of 0.5% for open-ended, FINCOs, SI-REC from January 1, 2019 onward). All returns are based on the reinvestment of principal, interest, and dividends received.

<sup>(3)</sup> Returns are calculated net of annual management fees of 2% and an incentive fee of 20%, which represent the highest standard fees charged to the Fund investors. The returns are inclusive of a 0.5% asset servicing expense charged to the investors beginning January 1, 2019. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.

<sup>(4)</sup> Returns are calculated net of annual management fees of 2% and an incentive fee of 10% from January 1, 2019 (MSA prior to that). The returns are inclusive of a 0.5% asset servicing expense charged to the investors beginning January 1, 2019. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.

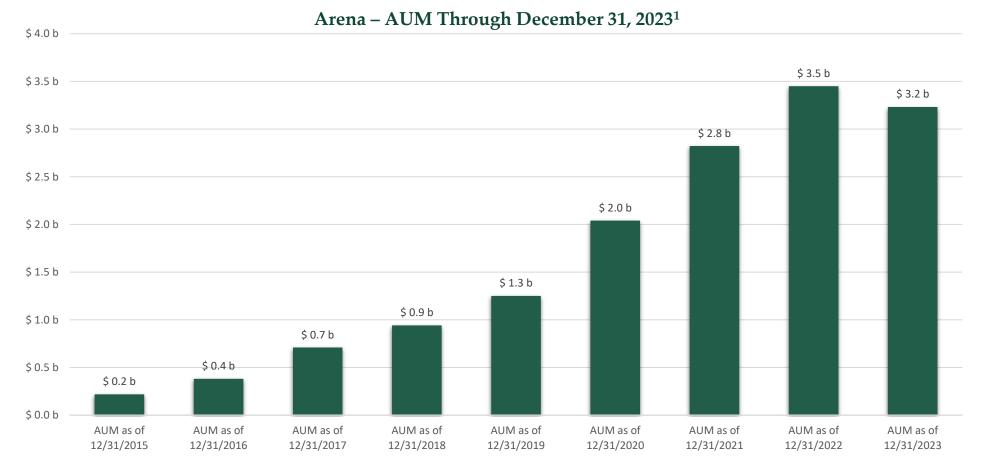
<sup>(5)</sup> Returns are calculated net of annual management fees of 0.35% and an incentive fee of 7.5% over a 1.5% hurdle with GP catchup, which represent the standard fees charged to the Fund investors. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.

<sup>(6)</sup> Returns are calculated net of annual management fees of 1.0% and an incentive fee of 10% over a 3% hurdle with GP Catchup, which represent the standard fees charged to the Fund investors. The returns are inclusive of a 0.5% asset servicing expense charged to the investors beginning January 1, 2019. All returns are based on the reinvestment of principal, interest and dividends received by the Fund.

<sup>(7)</sup> Versus the ICE BofA AA-BBB US ABS index at 8.3% year-to-date through December 31, 2023.

<sup>8)</sup> Versus the Bloomberg US CMBS Investment Grade index at 5.4% year-to-date through December 31, 2023.

Arena's AUM (including undrawn commitments) were \$3.2B at December 31, 2023. From December 31, 2015, to December 31, 2023, AUM has grown at a CAGR of ~40%. AUM temporarily decreased due to the return of capital from vehicles that are in their redemption periods relative to new money being invested into new launches.







# **Arena – Deal Structure Aligns Arena Management and Westaim**

- Arena was founded by Dan Zwirn and Westaim in August 2015 under an arrangement designed to align Arena's senior management interests very tightly with those of Westaim and its shareholders. The principal elements of the arrangement include:
  - Funding: Westaim would fund the start-up expenses and operating losses of Arena until profitability in order to build out an institutional quality, front and back office platform that was positioned to scale as the business grows. In 2021, the build out of the platform was largely completed, with an outstanding loan payable from Arena to Westaim at Q4 2023 of \$24 million. This loan is to be repaid before the distribution of earnings of Arena to its members (i.e. Westaim and BP LLC, a holding company owned by members of Arena's senior management team).
  - Ownership and Profit Participation: A structure was developed by which BP LLC would effectively "Earn-In" to its ownership of Arena over time as the business reached thresholds of: (i) AUM; and (ii) trailing twelve month EBITDA margin. A profit participation would entitle the party to participate in cash distributions from Arena, while ownership would entitle the party to actual ownership of the enterprise. The following table details possible future changes to profit participation and ownership interest agreed between Westaim and BP LLC:

#### As at December 31, 2023

	Trailing Twelve Month	ve Month BP LLC			Westaim		
0	Revenue (TTM) to EBITDA Margin	AUM Threshold	Profit Percentage	Equity Ownership	Profit Percentage	Equity Ownership	
(i)	<35%	< \$1 billion	49.0%	-	51.0%	100.0%	
(ii)	>35%	>\$1 billion	49.0%	49.0%	51.0%	51.0%	
(iii)	>50%	>\$2 billion	54.5%	54.5%	45.5%	45.5%	
(iv)	>55%	>\$3 billion	60.0%	60.0%	40.0%	40.0%	
(v)	>60%	>\$4 billion	67.5%	67.5%	32.5%	32.5%	
(vi)	>60%	>\$5 billion	75.0%	75.0%	25.0%	25.0%	

- **BP LLC Investment in Westaim Shares:** As a further alignment of interests, BP LLC committed to invest 25% of the first \$100 million of pre-tax distributions received from Arena, and 12.5% thereafter to acquire Westaim common shares in the public market at the time, up to a 19.9% ownership of the outstanding Westaim common shares. Distributions are expected to commence once the outstanding loan to Westaim is repaid.
- Effective April 1, 2022, BP LLC achieved the threshold to increase its equity ownership of Arena from 0% to 49%. As a result, Westaim's equity ownership decreased from 100% to 51% to equal the share of profits.
- Once a TTM EBITDA Margin threshold is breached it is not reduced regardless of subsequent performance.



# **Arena FINCOs: Summary of Operating Results**



	Three month Decemb		Year en Decemb	
(Currency amounts in millions of US\$)	2023	2022	2023	2022
Investment income	\$6.0	\$1.9	\$6.6	\$5.2
Net (loss) gain on investments	(4.3)	(5.5)	(2.7)	2.4
Interest expense	(1.3)	(1.1)	(4.8)	(4.1)
Net investment income (loss)	\$0.4	(\$4.7)	(\$0.9)	\$3.5
Operating expenses:				
Management and asset servicing fees	(1.0)	(1.0)	(3.9)	(4.3)
Incentive fees recovery (expense)	-	0.1	(0.1)	(0.4)
Other operating expenses	(0.2)	(0.4)	(0.9)	(1.0)
Net performance of Arena FINCOs	(\$0.8)	(\$6.0)	(\$5.8)	(\$2.2)
Advisory fees paid to the Company	(0.1)	(0.1)	(0.2)	(0.2)
Net operating results of the Arena FINCOs	(\$0.9)	(\$6.1)	(\$6.0)	(\$2.4)
Gross investment return	0.3%	(2.8%)	(0.5%)	1.8%
Net investment return*	(0.5%)	(3.6%)	(3.7%)	(1.6%)

- Q4 2023 Net Loss was \$0.9 million (-0.5% net investment return) compared to Q4 2022 Net Loss of \$6.1 million (-3.6% net investment return)
- FY 2023 Net Loss was \$6.0 million (-3.7% net investment return) compared to FY 2022 Net Loss of \$2.4 million (-1.6% net investment return)
- Westaim has and will withdraw Arena FINCOs capital when compelling alternative opportunities arise to optimize returns
- Due to this additional mandate, the portfolio profile of Arena FINCOs does not reflect Arena's diversified multi-strategy funds, and will experience more concentration and volatility as a result

<sup>\*</sup> Net investment return does not include certain corporate level advisory fees and other corporate level expenses.

# **Arena FINCOs: Summary of Net Assets**

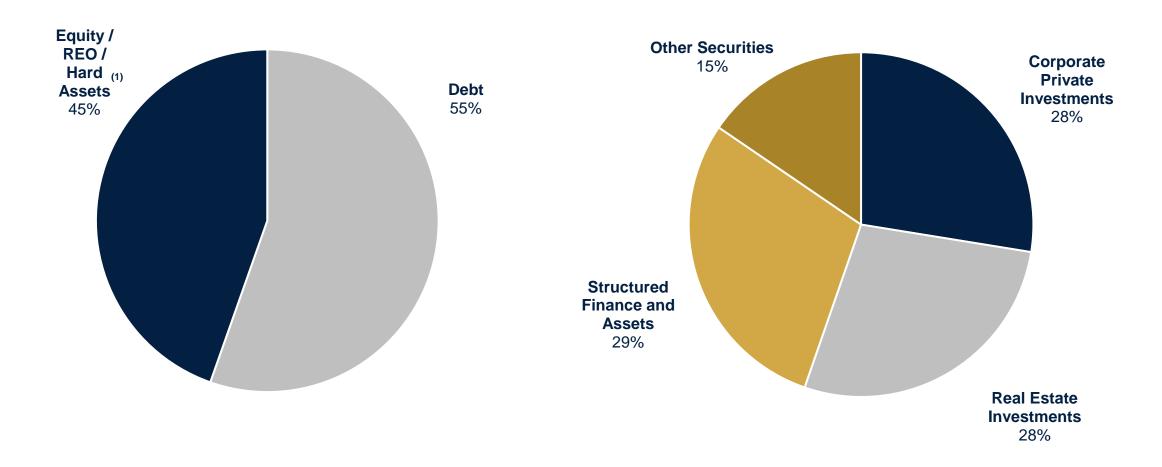


(Currency amounts in millions of US\$) Fair Value	December 31, 2023	September 30, 2023	December 31, 2022
Cash and cash equivalents	\$27.3	\$12.6	\$16.7
Investments:			
Corporate Private Investments	52.9	52.8	60.2
Real Estate Investments	53.3	51.2	45.8
Structured Finance and Assets	56.1	55.5	55.2
Other Securities	29.7	42.0	37.8
Total Investments	\$192.0	\$201.5	\$199.0
Other net assets	3.9	\$4.6	\$7.9
Due to brokers, net	(12.1)	(4.8)	(17.0)
Senior secured notes payable	(44.4)	(44.3)	(43.9)
Revolving credit facility payable	(19.5)	(21.5)	(2.6)
Net assets of the Arena FINCOs	\$147.2	\$148.1	\$160.1
Changes in Investment in Arena FINCOs	Q4 2023	FY 2023	
Opening balance	\$148.1	\$160.1	
Return of capital to Westaim	-	(2.5)	
Unrealized (loss) before dividends	(0.9)	(6.0)	
Dividends paid to Westaim	-	(4.4)	
Ending balance	\$147.2	\$147.2	

- The combination of the secured notes and revolving credit facility are being utilized for efficient treasury management and limiting cash drag
- The composition of the portfolio, with 45% in equity/REO/hard assets<sup>(1)</sup>, contributes to fair market value volatility of these invested assets through unrealized net gains (losses)
- Arena FINCOs represents Westaim's proprietary capital, and invested in Arena Investors' core multi-strategy and, at times, provides for the strategic development of Arena as the lead or seed investor in Arena product offerings to help grow and build the business
- The reduction in net assets FY 2023 included distributions of \$6.9 million to Westaim

<sup>(1)</sup> Equity / REO / Hard Assets reflects any hard asset ownership, in which Arena FINCO has direct ownership rights of the asset, including real estate owned investments (REO), private assets, and corporate entities.





Arena FINCOs held 221 positions at December 31, 2023 compared to 297 positions at December 31, 2022

(1) Equity / REO / Hard Assets reflects any hard asset ownership, in which Arena FINCO has direct ownership rights of the asset, including real estate owned investments (REO), private assets, and corporate entities.



# **COMPANY UPDATE**

# SKYWARD SPECIALTY AT A GLANCE



#### **Business Overview**

- A rapidly growing and innovative specialty insurance company, delivering commercial property and casualty products and solutions on a non-admitted and admitted basis
- Strategy focuses on building defensible positions in high profit niche segments to deliver consistent top quartile returns
- Top talent that drives disciplined and insightful underwriting, claims excellence, and efficient capital management is at the core of Skyward Specialty's strategy execution
- In January 2023, Skyward Specialty listed on the NASDAQ under the ticker symbol "SKWD"
- Operates in all 50 states and select international markets
- Rated A- by AM Best
- 515 employees as of December 31, 2023 across 9 offices

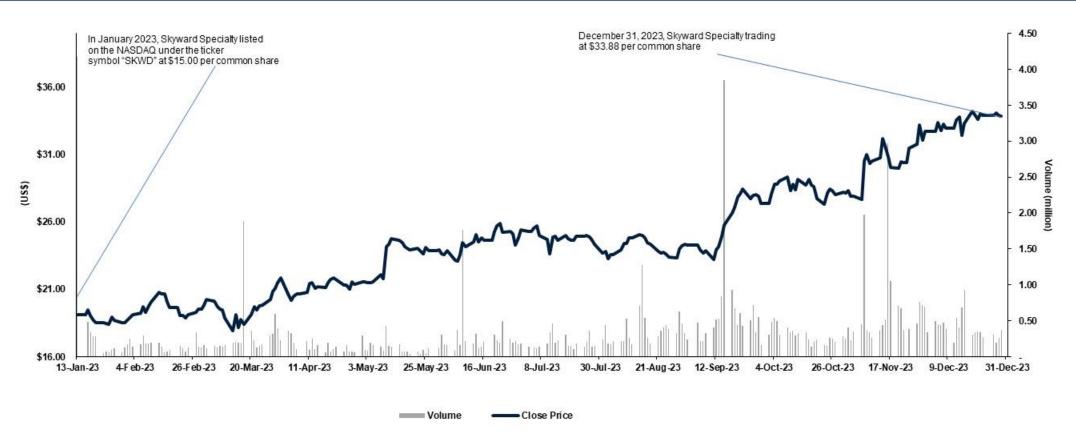
#### **Select Financial Metrics**

(US\$ millions)	FY 2023 <sup>(1)</sup>	FY 2022 <sup>(1)</sup>
Select Income Statement Metrics		
Gross written premium (GWP)	\$1,460	\$1,144
Net written premium (NWP)	911	676
Pre-tax income	110	50
Adjusted combined ratio	90.9%	92.6%
Cash and invested assets	\$1,714	\$1,207
Total assets	2,953	2,363
Total liabilities	2,292	1,942
Total stockholders' equity	661	422

For more information about Skyward Specialty including its 'Rule your Niche' strategy described by Andrew Robinson, CEO of Skyward Specialty, visit <a href="https://www.skywardinsurance.com/">https://www.skywardinsurance.com/</a> or <a href="https://www.sec.gov/edgar">https://www.sec.gov/edgar</a>.

# SKYWARD SPECIALTY TRADING PRICE AND VOLUME





- At December 31, 2022, Westaim's estimated fair value of Skyward Specialty's fully diluted common shares, using multiple valuation techniques, was determined to be \$15.00 per share
- At December 31, 2023, the Westaim's estimated fair value of the Skyward Specialty common shares held by Westaim was supported by the "SKWD" closing trading price on the Nasdaq Global Select Market of \$33.88 on December 31, 2023

# SKYWARD SPECIALTY - SUMMARY STATEMENTS OF OPERATIONS<sup>(1)</sup>



(Currency amounts in millions of US\$)	hree months ended D		Year ended December 31	
As at	2023	2022	2023	2022
Revenues				
Net earned premiums	\$224.9	\$170.1	\$829.1	\$616.0
Commission and fee income	0.2	1.5	6.1	5.2
Net investment income	14.0	5.3	40.3	36.9
Net investment gains (losses)	7.7	10.4	11.1	(15.7)
Other (loss) income	(0.6)	0.0	(0.6)	0.0
Total revenues	\$246.3	\$187.4	\$886.0	\$642.4
Expenses				
Losses and loss adjustment expense ("LAE")	\$137.4	\$109.0	\$515.2	\$402.5
Underwriting, acquisition and insurance expenses	66.8	49.9	243.4	182.2
Interest expense	2.8	2.1	10.0	6.4
Amortization expense	0.5	0.4	1.8	1.5
Other expenses	1.3	-	5.4	-
Total expenses	\$208.7	\$161.4	\$775.9	\$592.6
Income before income taxes	\$37.6	\$26.0	\$110.1	\$49.8
Income tax expense	8.3	5.5	24.1	10.4
Net Income	\$29.3	\$20.4	\$86.0	\$39.4
Net income attributable to participating securities	-	9.8	1.7	18.9
Net income attributable to common stockholders	29.3	10.7	84.3	20.5
Comprehensive income (loss):				
Net income	29.3	20.4	86.0	39.4
Net change in unrealized gains (losses) on investments, net of tax	30.8	0.8	25.5	(48.5)
Reclassification adjustment for (losses) gains on securities no longer				
held, net of tax	(0.1)	0.1	(5.0)	0.4
Total other comprehensive income (loss)	\$30.7	\$0.8	\$20.5	(\$48.1)
Comprehensive income (loss)	\$60.0	\$21.2	\$106.5	(\$8.7)
Basic earnings (loss) per share	\$0.78	\$0.64	\$2.34	\$1.24
Diluted earnings (loss) per share	\$0.74	\$0.63	\$2.24	\$1.21
Basic adjusted earnings per share	\$0.65	\$0.37	\$2.20	\$1.84
Diluted adjusted earnings per share	\$0.61	\$0.36	\$2.11	\$1.79
Annualized Return-on-Equity ("ROE") <sup>1</sup>	19.6%	19.9%	15.9%	9.3%
Annualized adjusted ROE <sup>2</sup>	16.3%	11.3%	14.9%	13.8%
Annualized ROTE <sup>2</sup>	23.0%	25.5%	19.0%	11.8%

December 31, 2023 December 31, 2022 \$16.72 \$25.82 \$15.96 \$12.87 Fully diluted book value per share \$13.84 \$10.17 Fully diluted tangible book value per share

#### Written Premium Growth and Revenue

- GWP increased 21.4% to \$321.6 million in O4 2023 vs. \$264.8 million in O4 2022; GWP increased 27.6% to \$1,459.8 million in FY 2023 vs. \$1.144.0 million in FY 2022, O4 2023 GWP primarily increased compared to O4 2022 due to Transactional E&S. Captives, Industry Solutions and Professional Lines underwriting divisions
- NWP increased 19.0% to \$214.1 million in Q4 2023 vs. \$180.0 million in Q4 2022; NWP increased 34.8% to \$910.7 million in FY 2023 vs. \$675.5 million in FY 2022
- Total Revenue was \$246.3 million in O4 2023 vs. \$187.4 million in O4 2022; \$886.0 million in FY 2023 vs. \$642.4 million in FY 2022

#### Underwriting Profitability

- Underwriting income<sup>(2)</sup> was \$21.0 million in O4 2023 vs. underwriting income of \$12.8 million in O4 2022; \$76.5 million in FY 2023 vs. underwriting income of \$36.5 million in FY 2022
- The combined ratio<sup>(2)</sup> of 90.9% in Q4 2023 vs. 92.8% in Q4 2022; 90.9% in FY 2023 vs. 92.6% in FY 2022
- The loss ratio for Q4 2023 improved 2.9 points when compared to Q4 2022; the non-cat loss and LAE ratio improved 2.3 points when compared to the same 2022 period, primarily driven by the shift in the mix of business; catastrophe losses only added 0.4 points to the current quarter loss ratio compared to O4 2022, which was impacted by 1.2 points of catastrophe losses from Winter Storm Elliott
- The loss ratio for FY 2023 improved 3.2 points when compared to FY 2022; the non-cat loss and LAE ratio improved 1.9 points when compared to the same 2022 period, driven by the shift in the mix of business and continued run-off of exited business; catastrophe losses from second and third quarter convective storms and first quarter wind and hail events, including tornadoes, added 1.4 points to the loss ratio compared to 2022, which was impacted by 1.1 points of catastrophe losses from Hurricane Ian and Winter Storm Elliott; The loss ratio for FY 2022 included 1.4 points from the net impact of LPT reserve strengthening
- The expense ratio for O4 2023 increased 1.2 points and was flat year to date 2023 when compared to the same 2022 periods; the guarter to date increase was primarily driven by the shift in the mix of business; the improvement in the other operating and general expense ratios for Q4 2023 and FY 2023, when compared to the same 2022 periods, was primarily due to the increase in earned premiums
- The expense ratios for Q4 2023 and FY 2023 exclude the impact of IPO related stock compensation and secondary offering expenses, which are reported in other expenses in condensed consolidated statements of operations and comprehensive income (loss)

#### Investment Performance

- Net investment income was \$13.4 million in O4 2023 vs. \$5.3 million in O4 2022; net investment income was \$39.8 million in FY 2023 vs. \$36.9 million in FY 2022
- The increase in income from core fixed income portfolio for O4 2023 and FY 2023 was due to (i) a larger asset base as Skyward Specialty continued to increase allocation to core fixed income portfolio and (ii) a higher book yield of 4.5% at December 31, 2023 compared to 3.7% at December 31, 2022. The increase in income from short-term and money market investments for O4 2023 and FY 2023, when compared to Q4 2022 and FY 2022 respectively, was due to a larger asset base and higher investment yields. The opportunistic fixed income portfolio continued to be impacted by a decline in the fair value of limited partnership investments for O4 2023 and O4 2022 and for FY 2023

#### Operating Profitability

- Adjusted operating income<sup>(2)</sup> was \$24.3 million in Q4 2023 vs. \$11.6 million in Q4 2022; adjusted operating income<sup>(2)</sup> was \$80.8 million in FY 2023 vs. \$58.6 million in FY 2022
- Net Income was \$29.3 million in Q4 2023 vs. \$20.4 million in Q4 2022; Net Income was \$86.0 million in FY 2023 vs. \$39.4 million in FY

Annualized ROE is net income expressed on an annualized basis as a percentage of average beginning and ending stockholders' equity during the period.

Book value per share

Skyward Specialty uses US GAAP and non-GAAP measures to assess performance. Please refer Appendix for Skyward Specialty Supplementary Financial Measures.

# SKYWARD SPECIALTY - SUMMARY BALANCE SHEETS



(Currency amounts in millions of US\$) As at	December 31, 2023	December 31, 2022
Assets	500000000000000000000000000000000000000	,
Investments	\$1,613.7	\$1,082.4
Cash and cash equivalents	65.9	45.4
Restricted cash	34.4	79.6
Premiums receivable, net of allowance	179.2	139.2
Reinsurance recoverables	596.3	581.4
Ceded unearned premium	186.1	157.6
Deferred policy acquisition costs	92.0	68.9
Deferred income taxes	22.0	36.2
Goodwill and intangible assets, net	88.4	89.9
Other assets	75.4	82.8
Total assets	\$2,953.4	\$2,363.4
Liabilities		
Reserves for losses and loss adjustment expenses	\$1,314.5	\$1,141.8
Jnearned premiums	552.5	442.5
Deferred ceding commission	37.1	29.8
Reinsurance and premium payables	150.2	113.6
Funds held for others	58.6	36.9
Accounts payable and accrued liabilities	50.8	48.5
Notes payable	50.0	50.0
Subordinated debt, net of debt issuance costs	78.7	78.6
Fotal liabilities	\$2,292.4	\$1,941.7
Stockholders' equity		
Stock and additional paid-in capital	\$711.3	\$577.5
Stock notes receivable	(5.6)	(6.9)
Accumulated other comprehensive loss	(23.0)	(43.5)
Accumulated deficit	(21.7)	(105.4)
Total stockholders' equity	\$661.0	\$421.7
Total liabilities and stockholders' equity	\$2,953.4	\$2,363.4
Tangible stockholders' equity <sup>(1)</sup>	\$572.6	\$331.8

- Total Skyward Specialty stockholders' equity increased to \$661.0 million or 56.8% from Q4 2022; apart from net income, stockholders' equity was impacted by the net proceeds of \$62.4 million from Skyward Specialty's January 2023 IPO offering and net proceeds of \$62.5 million from Skyward Specialty's November 2023 follow-on offering
- Skyward Specialty's financial position remains strong, with a debt to capitalization of 16.3% as at December 31, 2023



# **APPENDIX**

# APPENDIX - SKYWARD SPECIALTY SUPPLEMENTARY FINANCIAL MEASURES<sup>(1)</sup>



• Adjusted operating income – Skyward Specialty defines adjusted operating income (loss) as net income (loss) excluding the impact of certain items that may not be indicative of underlying business trends, operating results, or future outlook, net of tax impact. Skyward Specialty use adjusted operating income as an internal performance measure in the management of operations because Skyward Specialty believes it gives management and other users of financial information useful insight into results of operations and underlying business performance. Adjusted operating income (loss) should not be viewed as a substitute for net income (loss) calculated in accordance with GAAP, and other companies may define adjusted operating income differently.

(Currency amounts in thousands of US\$)	Three months ended December 31,				Year ended December 31,			
(audited)	2023		2022		2023		2022	
	Pre-tax	After-tax	Pre-tax	After-tax	Pre-tax	After-tax	Pre-tax	After-tax
Income (loss) as reported	\$37,569	\$29,265	\$25,964	\$20,419	\$110,102	\$85,984	\$49,783	\$39,396
Less (Add):								
Net impact of loss portfolio transfer	457	361	699	552	1,427	1,127	(8,572)	(6,772)
Net investment gains (losses)	7,744	6,118	10,412	8,225	11,072	8,747	(15,705)	(12,407)
Other (loss) income	(632)	(499)	1	1	(632)	(499)	1	1
Other expenses	(1,303)	(1,029)	_	_	(5,364)	(4,238)	_	_
Adjusted operating income	\$31,303	\$24,314	\$14,852	\$11,641	\$103,599	\$80,847	\$74,059	\$58,574

**Underwriting income** – Skyward Specialty defines underwriting income (loss) as net income (loss) before income taxes excluding net investment income, net investment gains (losses), impairment charges, interest expense, amortization expense and other income and expenses. Underwriting income (loss) represents the pre-tax profitability of underwriting operations and allows Skyward Specialty to evaluate underwriting performance without regard to investment income. Skyward Specialty uses this metric as Skyward Specialty believes it gives management and other users of financial information useful insight into underlying business performance. Underwriting income (loss) should not be viewed as a substitute for pre-tax income (loss) calculated in accordance with GAAP, and other companies may define underwriting income (loss) differently.

(Currency amounts in thousands of US\$)	Three months ende	Three months ended December 31,		Year ended December 31,		
(audited)	2023	2022	2023	2022		
Income (loss) before federal income tax	\$37,569	\$25,964	\$110,102	\$49,783		
Add:						
Interest expense	2,774	2,127	10,024	6,407		
Amortization expense	462	387	1,798	1,547		
Other expenses	1,303	_	5,364	_		
Less:						
Net investment income	14,004	5,264	40,322	36,931		
Net investment (losses) gains	7,744	10,412	11,072	(15,705)		
Other (loss) income	(632)	1	(632)	1		
Underwriting income	\$20,992	\$12,801	\$76,526	\$36,510		

# APPENDIX - SKYWARD SPECIALTY SUPPLEMENTARY FINANCIAL MEASURES<sup>(1)</sup>



• Adjusted Loss Ratio / Adjusted Combined Ratio — Skyward Specialty defines adjusted loss ratio and adjusted combined ratio as the corresponding ratio (calculated in accordance with GAAP), excluding losses and LAE related to the LPT and all development on reserves fully or partially covered by the LPT and amortization of deferred gains associated with recoveries of prior LPT reserve strengthening. Skyward Specialty use these adjusted ratios as internal performance measures in the management of operations because Skyward Specialty believes they give management and other users of financial information useful insight into results of operations and underlying business performance. Skyward Specialty adjusted loss ratio and adjusted combined ratio should not be viewed as substitutes for loss ratio and combined ratio, respectively.

(Currency amounts in thousands of US\$)	Three months ended December 31,		Year ended Decembe	er 31,
(audited)	2023	2022	2023	2022
Net earned premiums	\$224,932	\$170,143	\$829,143	\$615,994
Losses and LAE	137,396	108,976	515,237	402,512
(Add) less: pre-tax net impact of LPT	(457)	(699)	(1,427)	8,572
Adjusted losses and LAE	\$137,853	\$109,675	\$516,664	\$393,940
Loss ratio	61.1 %	64.0 %	62.1 %	65.3 %
(Add) less: Net impact of LPT	(0.2)%	(0.4)%	(0.2)%	1.4 %
Adjusted Loss Ratio	61.3 %	64.4 %	62.3 %	63.9 %
Combined ratio	90.7 %	92.4 %	90.7 %	94.0 %
(Add) less: Net impact of LPT	(0.2)%	(0.4)%	(0.2)%	1.4 %
Adjusted Combined Ratio	90.9 %	92.8 %	90.9 %	92.6%

• Tangible Stockholders' Equity – Skyward Specialty defines tangible stockholders' equity as stockholders' equity less goodwill and intangible assets. Skyward Specialty definition of tangible stockholders' equity may not be comparable to that of other companies and should not be viewed as a substitute for stockholders' equity calculated in accordance with GAAP. Skyward Specialty use tangible stockholders' equity internally to evaluate the strength of balance sheet and to compare returns relative to this measure.

(Currency amounts in thousands of US\$)	Do	December 31		
(audited)	2023	2022		
Stockholders' equity	\$661,03	1 \$421,662		
Less: Goodwill and intangible assets	88,43.	5 89,870		
Tangible stockholders' equity	\$572,59	6 \$331,792		



The Westaim Corporation

70 York Street, Suite 1700 Toronto, Ontario Canada M5J 1S9

www.westaim.com

info@westaim.com