



**CAASA**  
CANADIAN ASSOCIATION OF  
ALTERNATIVE STRATEGIES & ASSETS

## **CAASA Service Provider Guide 2019**

*A comprehensive listing of organizations and professionals dedicated to serving  
the Canadian and global alternative investment community*

# CAASA MEMBER ADVISORY PANEL

## DIVERSE LEADERSHIP FOR A DIVERSE INDUSTRY



**James Burron, CAIA**  
*Co-Founder & President*  
CAASA



**Jason Chertin**  
*Partner*  
McMillan LLP



**Caroline Chow**  
*Co-Founder & Vice President*  
CAASA



**Brian D'Costa**  
*Founding Partner*  
Algonquin Capital



**Nour Elmostaqim**  
*Senior Risk Manager*  
BIMCOR - Bell Canada Pension Fund



**Athas Kouvaras**  
*Partner*  
Alignvest Capital Management



**Kimberly Poster**  
*Chief Legal Counsel & Senior Vice President*  
AUM Law



**Wilson Tow**  
*Co-Founder, Managing Partner*  
Fern Capital Partners

# MESSAGE FROM CAASA

## A COMPLEX WORLD

Choosing service providers can be as crucial to a fund or portfolio manager's existence as its strategy, staffing, and marketing/clientele options. Indeed, all four of these areas converge and flow into one another forming the basis of how the manager will conduct business, what it may trade, the complement of people working there, and whom they will service.

In its formative stage, a manager will need to determine which companies fit it best for each of the Big Four: prime brokerage, accounting/audit, fund administration, and legal services. This can take upwards of six months of information, substantive, and negotiation meetings, diligence lists, and internal discussions. Immediate needs are important, as well as how a selected service provider might grow with the manager and portfolio(s) and provide services (such as retail access, offshore capabilities, or specific account structures for certain investors) over and above what is initially contemplated.

A more established manager, looking to add additional or transition to replacement service providers, will need to map out how the new ones will complement or take the role of the other(s). Systems and processes are required to ensure on-going operations in portfolio management, pricing, dealing, and client service that are paramount not only perhaps to a manager's short-term potential difficulties, but possibly to its survival should things go awry.

It is not only the Big Four that managers need to work with to create a sustainable business, as you will read later in this tome and will note from the diverse group of members profiled herein. Connectivity to dealers, trading on the exchanges (of the fund and the underlying investments), access to retail and HNW money, public relations, services such as class action litigation administration and reclamation of foreign withholding taxes, and operational and compliance consulting all may be required, or at least recommended, for managers to have the most compelling offering.

With that, please take a few minutes to review our service provider member directory and delve deeper into the offerings of our members. We believe that this comprehensive list of professionals and organizations is an excellent starting point for managers, both in Canada and elsewhere, to know the major providers in many areas and also other services that they can take advantage of to give them the best opportunity to shine.

**James Burron, CAIA**  
*Co-Founder & President, CAASA*

**Caroline Chow**  
*Co-Founder & Vice President, CAASA*

# ABOUT CAASA

## INCLUSIVE, ACTIVE, AND PAN-ALTERNATIVE

The Canadian Association of Alternative Strategies & Assets (CAASA) was created in response to industry requests for a national group to represent the Canadian alternative investment participants, including investors, asset managers, and service providers. CAASA is **inclusive** in that it welcomes participation from all companies active in the space as well as select individuals (those with investors) who might want to participate in committees and working groups - or simply attend member events - without their employer being a member of the association. CAASA is very **active** in both committees & groups and events: 33 events in 2018 and at least 50 planned in 2019 (15 in the first 2 months alone). **Pan-alternative**, for CAASA, encompasses all alternative strategies and assets including: hedge funds / alternative trading strategies, private and public real estate (funds and direct), private lending, private equity, development & project finance, digital assets / crypto-assets, weather derivatives & cat bonds, and all aspects of diligence, trading, structuring, dealing, and monitoring alternatives in a stand-alone portfolio and as part of a larger investment strategy.

## MEMBER BENEFITS

**Investors** join CAASA to be a part of a formal network of pension plans, foundations, endowments, sovereign wealth funds, and family offices to discuss ideas, strategies, and operational issues particular to their businesses - all within a closed group where managers and service providers may or may not be included, depending on the forum.

**Managers** see the association as a way to connect with peers, investors, and service providers to speak to fund structuring, sales & marketing, and regulatory issues. CAASA is not a capital introduction platform, however we do create forums where investors and managers can meet organically or via structured meeting sessions, such as at this conference, where participation by the investors is strictly opt-in.

**Service providers** participate in our events and working groups as well as assist in the production of thought leadership pieces which provide relevant information to both association members and the industry and investing public at large.

## NATIONAL AND GLOBAL

CAASA believes that the Canadian alternatives industry has a great deal to offer Canadians and the global community. The *Canadian Model of Pension Management* is well-known for its large alternatives focus, managed in-house in many cases with substantial allocations to external managers as well. Canadian investment managers operate in a robust regulatory regime (of hedge fund managers) that is becoming the norm across the globe and a stable banking back-drop that provides solace for investors as well as opportunities for managers. Talent in investment management (approximately 10% of all CFA charterholders reside in Canada) as well as newer areas such as digital assets and robo-advisory services are a differentiator. Of course, Canadian investors and managers are keen to learn of best practices in operations and portfolio management from their global peers.

**SERVICE  
PROVIDERS  
LISTING  
&  
SUPPORTING  
ARTICLES**

*What follows is a listing of all CAASA service provider members as of March 31, 2019 as well as articles on various facets of professional services offered.*

# CAASA ANNUAL CONFERENCE



**MONDAY, NOVEMBER 4 &  
TUESDAY, NOVEMBER 5, 2019**

**FAIRMONT QUEEN ELIZABETH HOTEL  
MONTRÉAL, QUÉBEC, CANADA**



**INVESTORS, ASSET MANAGERS & SERVICE PROVIDERS FROM ACROSS CANADA AND  
AROUND THE WORLD**

**SPECIAL DAY 1 SESSIONS FOR INVESTORS & SPONSORS**

**TÊTE-À-TÊTE SCHEDULED MEETINGS FOR ALL**

**EXCLUSIVELY FOR CAASA MEMBERS AND REAL MONEY INVESTORS SUCH AS SFOs,  
SWFs, PENSIONS, FOUNDATIONS, AND ENDOWMENTS**

**MAXIMUM ROOM CAPACITY: 225**



# MEMBER DIRECTORY

## SERVICE PROVIDERS



### **Apex Fund Services**

*Fund Administration Services*

Raja Krishnan, *Managing Director - Canada*

Toronto, Ontario

rajak@apexfunds.ca

(416) 361-5049



### **AUM Law**

*Legal & regulatory compliance advice including fixed-fee support plans*

Kevin Cohen, *Chief Executive Officer*

Toronto, Ontario

kcohen@aumlaw.com

(416) 966-2004 x225



### **Battea Class Action Services**

*Securities Class Action Recoveries - Global Damage Analysis Experts*

Bob Williamson, *Vice President, Sales*

Stamford, CT

williamson@battea.com

(516) 987-6006



### **Bodhi Research Group**

*Manager Research, Portfolio Construction, Due Diligence, & MAP Consulting*

Ranjan Bhaduri, *President & CEO*

Toronto, Ontario

ranjan.bhaduri@bodhiresearchgroup.com

(416) 716-0341



### **BNY Mellon Wealth Management, Advisory Services**

*Investment Consultant*

Andrew Nonis, *Portfolio Strategist*

Toronto, Ontario

andrew.nonis@bnymellon.com

(647) 426-7137



### **Cambridge Global Payments**

*FX Risk Management Solutions & Payment Services*

Matthew Angell, *National Account Manager*

Toronto, Ontario

mangell@cambridgefx.com

(416) 649-4171



### **Canadian Derivatives Institute**

*Targeted Derivatives and Back-Office Training*

Simon Jacques, *Executive Director*

Montréal, Québec

simon.jacques@hec.ca

(514) 973-4002

# PARTNERING WITH A RECRUITMENT CONSULTANCY

**BY: MARTIN FOC, MANAGING DIRECTOR - CANADA, ROBERT WALTERS PLC**

As demand for highly skilled finance professionals increases, businesses are having to work harder to secure top talent. Finding the ideal candidates amid fierce competition can be challenging, especially in the tight-knit but rapidly growing alternative investment management sector in Canada that has a limited talent pool. Tapping into new sources of talent and ensuring you can deliver on the expectations of candidates is essential.

Partnering with a recruitment consultancy can help you gain access to new networks of professionals, provide insights on what motivates professionals to apply for a role, and take pressure off staff by providing early screening and a refined shortlist of candidates.

By treating your recruitment consultancy as a business partner and an extension of your brand, you can help them to be as effective as possible. By providing them with a high level of detail on your company culture as well as the specific needs of a role, they can provide you with the most appropriate shortlist of candidates.

Robert Walters is one of the world's leading specialist professional recruitment consultancies with 60 offices in 30 countries including the major investment management centres of New York, London and Hong Kong. Robert Walters Toronto specializes in the recruitment of designated accountants and operations professionals, qualified lawyers and compliance officers for in-house opportunities across the Canadian investment management market.

## CAASA MÉCHOUI SUMMER SOCIAL



**THE PLACE TO BE ON THURSDAY, AUGUST 22, 2019  
FROM 4PM - 10PM, CASUAL DINING THROUGHOUT - FORMAL AT ~6PM  
BUSINESS, BUSINESS CASUAL, CASUAL ATTIRE ALL OK**



**SPONSORSHIPS RECOMMENDED - WILL SELL OUT  
MENU TYPICALLY INCLUDES: OYSTERS, CRAB, LOBSTER, SALADS, CHEESES, QUÉBEC WINE**



# MEMBER DIRECTORY

## SERVICE PROVIDERS



CASTLE HALL

The Due Diligence Company

### Castle Hall Diligence

*Due Diligence: Hedge, Private Equity, Private Lending, Real Estate*

Chris Addy, *Founder & CEO*

Montréal, Québec caddy@castlehalldiligence.com (450) 465-8880



### CIBC Mellon

*Custody & Fund Administration*

Jon Lofto, *Director, Business Development, Alternatives*

Toronto, Ontario jon.lofto@cibcmellon.com (647) 880-2637



Claritas  
Communications

### Claritas Communications

*Corporate Advisory, Marketing, Corporate & Public Relations*

Rob Ireland, *President*

Toronto, Ontario rob.ireland@claritas-inc.com (416) 847-7331



### Coach House Partners

*IT Consulting and Service Provider for Alternative Fund Managers*

Michael Fowler, *Founder*

Toronto, Ontario fowler@coachhousepartners.com (647) 972-1430



COMMUNITY  
TRUST  
A flexible alternative

### Community Trust Company

*Registered Account Trust Services*

Ed Wells, *Business Development Manager, Investment Services*

Toronto, Ontario ewells@communitytrust.ca (416) 763-2291 x 295



### Fundata

*Alternative and Traditional Fund Data Aggregation and POS Distribution*

Jocelyn Courcelles, *Vice President Client Relations & Business Development*

Toronto, Ontario jocelyn.courcelles@fundata.com (647) 416-5553



Glen Williams Consulting

### Glen Williams Consulting

*Start-up and On-going Operational & Compliance Consulting*

Ian Pember, *CEO*

Toronto, Ontario ipember@glenwilliamsconsulting.ca (647) 224-0061



# FUND SOLUTIONS

Structuring, Risk,  
Operations and  
Governance

MANAGED ACCOUNT PLATFORM



## An asset servicing leader for alternative investment managers and owners

Accounting  
Alternative Investment Services  
Collateral Management and Segregation<sup>1</sup>  
Custody  
Foreign Exchange<sup>1,2</sup>  
Foreign Exchange Processing and Settlement  
Hedge Fund Accounting and Administration

Global Risk Solutions<sup>1</sup>  
Information Delivery  
Prime Brokerage<sup>2</sup>  
Prime Custody Services  
Private Equity Fund Services<sup>1</sup>  
Real Estate Fund Services<sup>1</sup>  
Securities Finance<sup>1</sup>

To learn more, contact:

Jon Lofto 647 880 2637

[www.cibcmellon.com](http://www.cibcmellon.com)

<sup>1</sup> Provided by CIBC

<sup>2</sup> Provided by BNY Mellon

CIBC MELLON

# MEMBER DIRECTORY

## SERVICE PROVIDERS



### **GlobeTax**

*Global Withholding Tax Specialist*

Sean Driscoll, *Vice President*

New York, NY      Sean\_Driscoll@GlobeTax.com      (212) 747-9100



### **Goldman Communications Inc.**

*A financial services PR, IR, media relations, digital & content marketing agency*

Corey Goldman, *CEO*

Toronto, Ontario      corey@goldman-communications.com      (416) 322-2863



### **Harney Westwood & Riegels**

*Offshore Legal Advice and Fund Formation*

Lewis Chong, *Partner*

Vancouver, BC      lewis.chong@harneys.com      (604) 446-2930



### **Independent Trading Group (ITG), Inc.**

*Proprietary Trading - Traditional, Alternative & Digital Assets*

Dave Houlding, *CEO*

Toronto, Ontario      daveholding@itg84.com      (416) 941-1561



### **Innocap**

*Managed Account Platform*

Jonathan Planté, *Manager, Investor Relations & Business Development*

Montréal, Québec      jonathan.plante@innocap.com      (514) 390-7918



### **Instinet**

*Alternative and Traditional Strategy Trade Execution Platform*

Torstein Braaten, *Executive Director, COO*

Toronto, Ontario      torstein.braaten@instinet.com      (416) 304-6367



### **Jitneytrade**

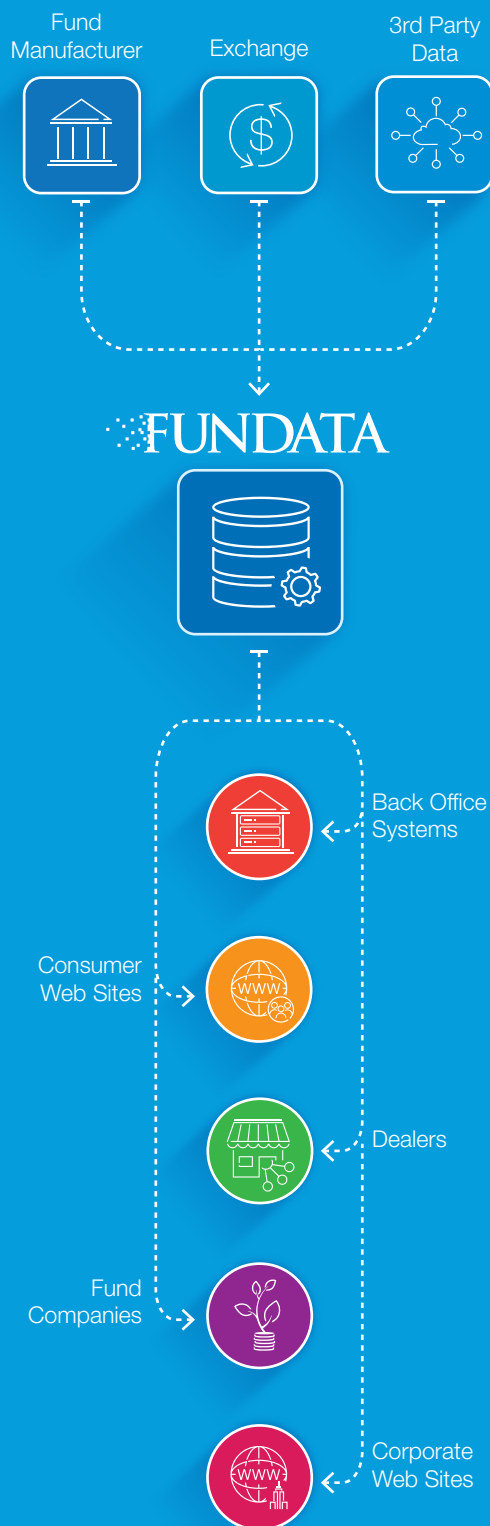
*Cross-asset Executing Broker*

Jean-François Sabourin, *President & CEO*

Montréal, Québec      jf.sabourin@jitneytrade.com      (514) 985-8086



# Data Distribution to Dealers



## How to make sure your data goes where it needs to be.

Canadian financial markets revolve around the processing of data. Fund manufacturers must provide data to dealers so those dealers can properly sell the funds to the market. How that information gets there can seem daunting and often is overlooked by fund manufacturers. Yet it is the key to any successful fund operation.

Fundata has provided reliable expert data aggregation and distribution services to Canadian fund operators and North American distributors for over 30 years. We understand the requirement to provide your information to all destinations that distribute, report on, and help you sell your product. We are engrained in the marketplace and understand the issues and importance of the data stream to our customers. The following is a bit of a primer on what to look for in terms of data distribution.

Consumers of the data distributed by Fundata include: dealers, back office systems, information firms, public websites and others. These organizations generally use very few data sources in an effort to maintain efficiency. Database distributors will work hard to ensure that they carry a broad range of the most important data points for distribution to the various firms that require that data in order to transact fund sales, fund performance information etc. It is important to ensure that your information gets to a large part of not just the buying public but also the news and reporting organizations and the dealers that help you sell your funds.

Fund manufacturers have the responsibility to ensure that the database management firms they entrust their data to process it accurately. While manufacturers typically will engage with the fund setup, the 3rd party service providers and exchanges typically deliver the pricing and holdings data on an ongoing basis. Since the database management firm typically calculates all the performance, risk measures and allocation data from those deliveries, it is crucial that fund manufacturers are also engaged to ensure the data is both delivered properly and calculated accurately.

Finally, the database distribution management firm is part of a large array of various providers, each with different processes and policies. The parties involved in the network are responsible for either delivering or importing the data in a timely manner. The database management firm is the heart of the network and should always be abreast of the flow, in communication with all parties, aware of the potential issues and on top of timely and accurate delivery of your information. They should also be easy to reach and deal with in resolving not just your issues, but also ensuring broad distribution of your information to the channels important for your business to grow.

If you have any questions regarding the delivery of data, do not hesitate to contact us.

 **FUNDATA**

[sales@fundata.com](mailto:sales@fundata.com) | [www.fundata.com](http://www.fundata.com)

# MEMBER DIRECTORY

## SERVICE PROVIDERS



### **Keystone Fund Solutions Inc.**

*Outsourced Asset Manager Operations Solutions Provider*

John Serpa, *President & CEO*

Toronto, Ontario jserpa@keystonefundsolutions.com (416) 802-2434



### **Linedata**

*Asset Management Solutions*

Stephanie Orloff, *Senior Sales Executive*

Toronto, Ontario stephanie.orloff@na.linedata.com (416) 855-3163



### **Lyxor Asset Management, Inc.**

*Managed Account Platform*

Mark Tower, *Director*

New York, NY mark.tower@lyxor.com (212) 205 4056



### **Maples Group**

Tyler Kim, *Global Head of Fund Services*

Montréal, Québec tyler.kim@maples.com (514) 228-2200



### **McMillan LLP**

*Investment Funds | Tax | Derivatives*

Jason Chertin, *Co-Chair, Investment Funds and Asset Management*

Toronto, Ontario jason.chertin@mcmillan.ca (416) 865-7854



### **MLG Blockchain**

*Blockchain, Technology, Capital*

Michael Gord, *Founder & CEO*

Toronto, Ontario michael@mlgblockchain.com (647) 377-3489



### **Norton Rose Fulbright**

*Legal Services*

Michael Bunn, *Partner*

Toronto, Ontario michael.bunn@nortonrosefulbright.com (416) 216-4095



# MEMBER DIRECTORY

## SERVICE PROVIDERS



**Oak Hill  
Financial**

### **Oak Hill Financial**

*Third Party Distribution & Sales*

Marc Raffoul, *Partner*

Toronto, Ontario

mraffoul@oakhillfinancial.ca

(647) 479-5803



### **Prometa Fund Services Inc.**

*Fundserv and other Administration Services*

Mike Kalic, *Vice President & Chief Operating Officer*

Winnipeg, Manitoba

mkalic@prometa.ca

(204) 925-7787



**RBC Investor &  
Treasury Services**

### **RBC Investor & Treasury Services**

*Fund Administration*

Lakshmi Thurai, *Director, Global Client Coverage*

Toronto, Ontario

lakshmi.thurai@rbc.com

(416) 974-3063

**ROBERT WALTERS**

### **Robert Walters PLC**

*Mid and Back-office Talent Recruiter*

Martin Fox, *Managing Director - Canada*

Toronto, Ontario

Martin.Fox@RobertWalters.com

(647) 288 2438



**SGGG FUND  
SERVICES INC.**

### **SGGG Fund Services**

*Fund Administration*

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**SIGMA  
ANALYSIS & MANAGEMENT LTD.**

### **Sigma Analysis & Management**

*Customized Investment Solutions*

Luis Seco, *President & CEO*

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**Sun Life Financial**

### **Sun Life International Investment Centre**

*Investment Consulting*

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(416) 979-6377

# MEMBER DIRECTORY

## SERVICE PROVIDERS



### **SS&C CommonWealth**

*Fund Administration*

T.D. Jodi D. Lum, *Director, Relationship Management*  
Toronto, Ontario      jlum@sscinc.com

(416) 687-6559

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### **The AML Shop**

*Anti-Money Laundering, Compliance Service Packages*

Matthew McGuire, *Advisor*

Toronto, Ontario      matt@theamlshop.ca      1-877-701-0555 ext. 101

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### **TMX Group**

*Equity, Equity Derivatives, Fixed Income*

Robert Tasca, *Director, Interest Rate Derivatives and Client Solutions Group*

Toronto, Ontario      robert.tasca@tmx.com      (514) 871-3501

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### **Vidrio Financial**

*Holistic SaaS Platform for HF, PE, and Long Only Allocations*

Brian Robinson, *Sales Director*

New York, NY      brian.robinson@vidrio.com      (212) 798 6153

## NOTES

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## NOTES

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*For more information on CAASA membership, initiatives, and events, please contact:*

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