

Afternoon of Alternatives

A half-day of special speakers, panels, and speed-dating to foster interaction and dialogue between GPs and LPs.



CAASA
CANADIAN ASSOCIATION OF
ALTERNATIVE STRATEGIES & ASSETS



Wednesday, October 16th
Norton Rose Fulbright Offices
30th Floor, 222 Bay Street, Toronto, Ontario

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: 200

Afternoon of Alternatives

Focus on Private Equity & Venture Capital

Wednesday, October 16th, 11:30am - 7:00pm

Norton Rose Fulbright Offices, 222 Bay Street 30th Floor
Toronto



Part 1: Lunch with Keynote and Speed-dating

Exclusive to registered GPs/managers, service providers, and investors.

11:30am - Registration

Noon - Seated for Lunch & Keynote

1:15pm - Speed-dating (15-mins/session, 12 GPs)

3:15pm - Coffee reception/break

4:00pm - End / proceed to Part 2 (same floor)

These short sessions are designed to give investors a briefing on each GP in attendance.



Senia Rapisarda
Managing Director
Harbourvest Canada
Keynote speaker

Participating GPs:



Whitney Haring-Smith
Managing Director
Anzu Partners



Jay Barrett
Director, Business Development & Buy-Side Acquisition
Ardenton Capital



Minh Nguyen
Corporate Finance
Ardenton Capital



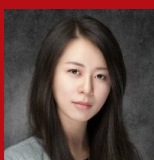
Karey Barker
Founder & Managing Director
Cross Creek Advisors, LLC



Scott Dubin
Director
ff Venture Capital



John Frankel
Managing Director
ff Venture Capital



Lu Zhang
Founder & Managing Partner
Fusion Fund



Jack Crawford
Founding General Partner
Impact Venture Capital



Esteban Reyes
Founding Partner
Las Olas Venture Capital



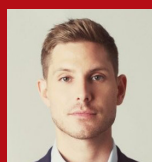
Seamon Chan
Managing Partner
Palm Drive Capital



Michael Steinberg
General Partner
Reciprocal Ventures



Jimmy Khing Shen
Partner
Slate Securities



Peter Bruce-Clark
Partner (Operating)
Social Impact Capital



Arun Singh
Vice President
Udata Partners

ANZU PARTNERS

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NOTES

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NOTES

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on the right side, suggesting it's resting on a surface. The top edge of the paper is slightly irregular, like a torn piece of paper.

CROSS CREEK ADVISORS

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NOTES

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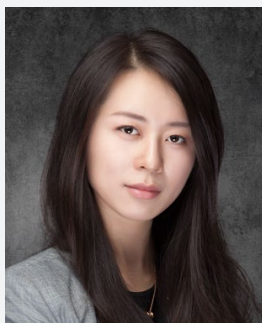
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Fusion Fund is a female-led early-stage tech-focused venture capital firm. We support entrepreneurs monetizing differentiated technical advantages to drive new and innovative businesses. 3 exits in last year and several in 2020 pipeline.

Investment Team



Lu Zhang
Founder and
Managing Partner

World Economic Forum 2018
Young Global Leader
Forbes 30 under 30 in VC
2017 Featured Honoree
Founder and CEO of Acetone
(acq 2012)
Stanford University
M.S. Engineering



Homan Yuen, Ph.D.
Partner

Founder and CTO of Solar
Junction (acq 2014)
Stanford University
Ph.D. Engineering '06
UC Berkeley
B.A. Physics '00
15+ years in technology,
management, finance, and
investor activities

Established in 2015, we are a team of experienced technical entrepreneurs and investors who are able to access, identify, and de-risk early stage technology and healthcare deals. Using our deep industry network and technical background, we accelerate their success to provide outsized returns for the fund.



Traditional tech-focused VC firms have exploded into \$B funds. No longer focused or structured to identify/support early stage tech companies.



Seed is the new Series A. Series A is now the 2nd or 3rd financing round and not true early stage venture where return multiples are found.

Opportunity: Fusion Fund capitalizing on the gap in firms that focus on early stage technology and healthcare companies

Industrial Technologies



- Industrial automation
- Insurtech
- 5G/edge computing

Enterprise Technologies



- Data science workflow
- Cybersecurity/identity
- Compliance AI/ML

Healthcare Technologies



- AI + healthcare
- Medical devices
- Diagnostics

Investment Framework

- Seed and Early Series A rounds
- Initial investments of \$0.5-2.0M
- 2/3 of fund reserved for follow-on
- Lead rounds + board seats

Fusion Fund Team (L to R)

Daniel Gomez

Sr Analyst

4+ years VC/Office of LA Mayor

Lars Ahlstrom

Chief Financial Officer

20+ years CFO in VC/PE

Lu Zhang

Managing Partner

Homan Yuen

Partner

Carol Mao

Vice President

I-Banking w/>15 IPO/M&As



Fusion Fund I, L.P.

Established 2015

\$15M committed capital

Fully invested

Fusion Fund II, L.P.

Established 2017

\$85M committed capital

Investment phase

Fusion Fund III, L.P.

Begin raise Q1 2020

\$100M target fund size

Same strategy as Fund 2

Fusion Fund Differentiation



**Expertise in
software+hardware
integration**



**Only tech &
healthcare early
stage firm**



**Integrating tech
with existing
industries**



**Strong industry and
technical founder
network**



**Investing across
the entire United
States**



**Diversity enabling
investment
advantages**

Example Investments



Follow-On Capital to Our Investments



Gradient Ventures



IMPACT VENTURE CAPITAL

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LOS OLAS VENTURE CAPITAL

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PALM DRIVE CAPITAL

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ABOUT THE FIRM

Based in NYC and founded in 2016, Reciprocal Ventures provides venture capital to the Fintech industry. Our deep domain experience in financial services provides us with access to proprietary deal flow and the ability to conduct advantaged due diligence. We pride ourselves on being active, hands-on investors to ensure portfolio companies hit their milestones and create positive outcomes for all stakeholders. And we employ a dynamic approach to portfolio management, combining best practices from the public equity markets with key axioms from early stage private investing.

THE INVESTMENT TEAM



MICHAEL STEINBERG

Michael brings more than 20-years of asset management experience to the team, with successful track records in both public L/S equity and private venture investing strategies. Prior to founding RV, Michael spent 15-years as a technology portfolio manager at SAC Capital.



CRAIG BUREL

Craig brings a mix of entrepreneurial and capital markets experience to the team. Craig was previously Head of Revenue Ops at NEA-backed FiscalNote, an AI FinTech company (currently valued at \$550M). Before that, Craig spend 3 years in the Institutional Equity department at Morgan Stanley.



JOSH KUZON

Josh has spent the past 12 years focused on payments, banking and lending. At Silicon Valley Bank, Josh worked in the venture capital and corporate development divisions as Payments Strategist. He also built and ran the SVB-MasterCard joint accelerator, one of FinTech's top programs, investing in AI darling Appzen and NVoicepay (acq Fleetcor). Previously, at JPMC, Josh played a key role strategic investments in Square (IPO) and GoPago (acq. Amazon).

SELECT TRACK RECORD



FUND II Overview

Reciprocal Ventures II will emulate Fund I. Our sector focus and strategy remains highly compelling and we are looking to continue our string of success at a larger scale. Fund II will be a concentrated portfolio of early stage FinTech startups across our core verticals (see below). We plan to expand headcount and geographic reach, as FinTech continues to transform financial services globally, driving a complete digitization of the industry. Our focus on the early stage creates numerous adjacent opportunities for our LPs, including co-investment, follow on and credit based investment opportunities.

FUND SUMMARY AND CRITERIA

SECTOR FOCUS FINTECH	TARGET FUND SIZE \$75M	TARGET STAGE SEED - SERIES B	GEOGRAPHICAL FOCUS NA, UK, ISRAEL
TARGET # OF INVESTMENTS 15-20	TYPICAL PRE-MONEY VALUATION \$5-35M	FUND DURATION 10 YEARS	INVESTMENT SIZE \$500K – 4MM

FUND II VERTICALS & EMERGING THEMES



CAPITAL MARKETS

Private markets require significant infrastructure to accommodate this emerging asset class.

- Data and analytics
- Back and middle office technology solutions
- New product development



PAYMENTS, BANKING, LENDING

Digitalization of core financial services and payments to meet the needs of the digital economy

- Vertical / segment focused solutions
- Core FI platforms and infrastructure
- Developer solutions
- Next-generation commerce



FINANCIAL MANAGEMENT

Cloud, AI/ML, and RPA technologies are driving the rapid modernization of all components within the CFO-suite:

- ERP, Procurement, Payables
- FP&A, Reporting
- Governance, Treasury Mgmt.
- Invoicing, Receivables
- Payroll, Benefits, Expenses



BLOCKCHAIN

Blockchains are enabling multi-sided marketplaces to disrupt the world's largest oligopolies in cloud and financial services:

- Digitally-native store-of-value
- Frictionless payment networks
- Smart Contract Platforms
- Web3 Infrastructure
- Blockchain based reporting

Slate Securities

The real estate solution for allocators

Slate Securities L.P.

Slate Securities L.P., an affiliate of Slate Asset Management, is a registered investment fund manager specializing in real estate investing, across the private and public markets.

Our Differentiator

We are real estate specialists - Public equity expertise with direct property intelligence

Slate Securities L.P. is an investment management platform specializing in real estate investing, across the public and private real estate markets

Why specialize in real estate?

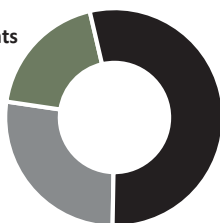
Wealth Preservation and Investment Performance - Understanding the true underpinning value of real estate in the public and private real estate markets is vital in both protecting capital and identifying the best opportunities to realize potential returns for investors

How do we execute?

Knowledge and Deal Flow - By partnering with Slate Asset Management, an owner/operator of over \$6.3 billion of real estate with a proven track record, we are able to gain unique insights in real estate investing as well as having access to deal flow

Slate Asset Management

Institutional Separate Accounts
Slate Advisors: C\$1.2B



Private Equity
Canadian Real Estate Opportunity Fund I: C\$1.2B
Slate European Real Estate Limited Partnership I/II/III: €325M

European Investments
€325M



U.S. Investments
US\$1.6B

Public
Slate Retail REIT: US\$1.4B
Slate Office REIT: C\$1.6B

Canadian Investments
C\$3.8B

\$6.3B

Assets Under Management

\$175
M

Of Slate's Equity Invested

90

Employees

\$11B

250+ acquisitions and dispositions
completed since inception in 2005

24.5%

NET IRR

2.0x MOIC on completed investments¹

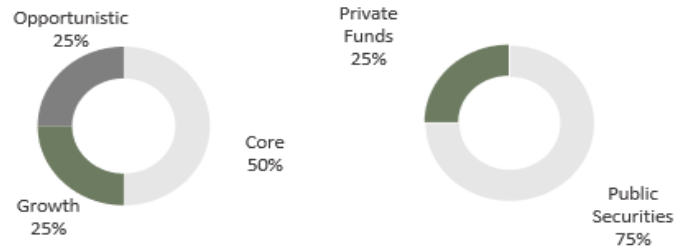
Slate Securities

Slate Securities Performance Trust

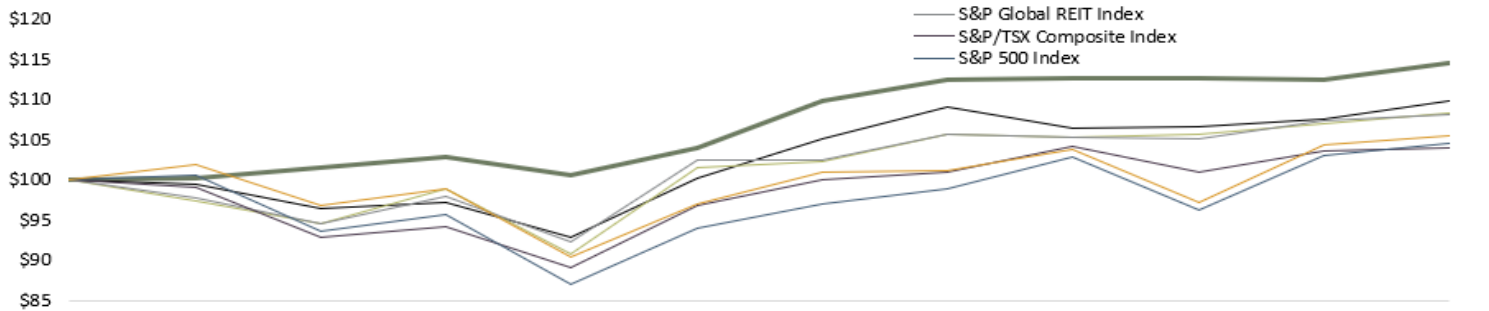
Capital Growth – Total Return Focused

1. We seek to preserve net worth.
2. We put real estate first. We buy real estate securities as if we are buying real estate directly.
3. We take a long term view.
4. We are benchmark unaware and not afraid to take a non consensus view for outsized return.
5. We do not over diversify. We look for uncorrelated bets within real estate.
6. We are NAV focused.
7. We believe that the market can be inefficient.
8. We accept that we do not know what the environment will look like – we think in probabilistic fashion.

Target Allocations



Relative Performance



*Performance since inception of Trust - Aug. 31, 2018 of Class I units and net of fees. Each Index performance based on Total Return and is sourced from Bloomberg. Past performance is not indicative of future performance.

Sterling Mortgage Income Fund

Income Focused – 10% targeted total annual distribution

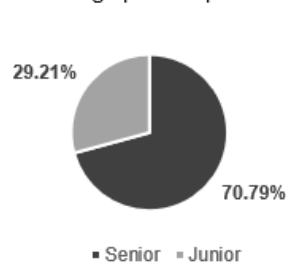
The Sterling Mortgage Income Fund is an onshore feeder fund set up to allow accredited investors exposure to the offshore master fund that was established in 2012. The Fund aims to deliver consistent yield while focused on protection of principal. The master fund originates high quality mortgages on a diversified basis with the aim to achieve targeted net returns to investors of 10% per annum.

Returns are generated from (1) a portfolio of senior and junior mortgages, and bridge loans on retail, industrial, office, single and multi-family, or other commercial properties; (2) residential mortgages; (3) select participations or co-investments with other lenders in advancing loans; (4) select real estate backed liens; (5) investments in real estate and real estate assets

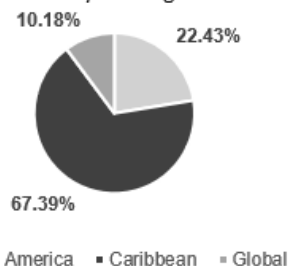
Portfolio Attributes

Average LTV – 53%

Geographical Exposure



Security Ranking



Class A Monthly Returns (%)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Year
2012		3.03	2.86	0.76	2.20	1.28	1.25	1.32	1.69	1.18	1.12	1.01	19.27
2013	0.92	0.80	1.18	0.91	0.90	1.15	1.18	1.08	0.96	1.07	0.89	1.50	13.28
2014	1.08	0.91	1.15	0.95	1.10	1.02	1.29	1.26	1.42	1.21	1.10	1.20	14.58
2015	1.12	0.94	1.08	1.0	0.91	1.31	1.17	1.06	1.07	1.24	0.90	1.18	13.80
2016	1.06	0.88	1.03	0.86	1.12	0.97	0.81	0.82	0.97	1.16	0.93	0.95	12.20
2017	0.83	0.80	1.02	0.86	0.8	0.86	0.81	0.67	0.71	0.81	1.03	0.89	10.65
2018	0.95	0.99	0.83	0.83	0.90	0.86	0.91	0.86	0.91	0.85	0.84	1.06	11.33
2019	0.90	0.87	0.83	0.81	0.96	0.79	0.80	0.79					6.96

The Rate of Return represents the overall change in the Fund's Net Asset Value. The Rate of Return above is inclusive of Distributions paid and is net of all investment management fees, but not inclusive of Sales and Agency Commissions where applicable. YTD returns are compounding quarterly assuming that investors have elected reinvestment of all dividends. This performance report is for information purposes only. Only the Offering Memorandum, of which the present document is not a part, should be relied upon for the purpose of considering an investment in the Fund

Social Impact Capital Fund I

Social Impact Capital is an impact-focused venture capital firm investing in high-growth, early-stage companies where the driver of the business is a social or environmental good. We invest in companies where impact is internal to a company's fundamental mode of production.

Social Impact Capital Fund I a generalist fund investing in the “best ideas in impact”. We look at any company that we believe will help solve any of the world's most profound problems, focusing on businesses that provide structural, infrastructural, or non-intuitive solutions to complex system challenges. We review dealflow in energy, water, agriculture, food, health, environment, education, access to capital, social justice, and housing. Typically, we invest in companies that have the potential to become multi-billion dollar enterprises within 5-7 years of initial investment, and claim early and significant stake on the upside.

Our overall investment strategy is executing what we dub “impact arbitrage”: an investment strategy and set of operational tactics designed to capitalize on impact mispricing in early-stage investment. We believe that traditional impact investment and venture capital is unable to effectively attract, identify, and invest in mission-driven entrepreneurs in sectors and problem domains where opportunity is ripe. Our goal is to make impact investing in venture mainstream. Our 'Prototype Portfolio' (2016) has a current IRR of 75.8%; 4.45x net TVPI; CAGR 47.2%. This performance is 50% better than the top decile funds, according to Cambridge Associates' benchmarks.

Based in New York City with an office in Los Angeles, presence in Silicon Valley, and the ability to leverage a high-quality distributed team of specialist experts around the world, we believe Social Impact Capital is uniquely positioned to identify and access exceptional early-stage investment opportunities across the world.

Sarah Cone is the founder and Managing Partner (GP) of SIC, with experience as a venture capital investor at Omidyar Network, the impact investing venture capital arm of the family office of Pierre Omidyar, the founder of eBay. She was also an investor at top decile VC firm Illuminate Ventures, is a prolific angel investor, and also benefits from a diverse professional background. Prior to her work in venture, Sarah started her career in non-profit (Public Knowledge), worked her way out via consulting, and started on her path to impact investing while undertaking merger and acquisition transactions at legal firm Fenwick & West and the legal department of Google.

We did a first close in May, 2019, on \$22M, with commitments from Marc Andreessen and Chris Dixon (Andreessen Horowitz), Peter Thiel (Founders Fund), David Sacks (Craft Ventures), Zachary Bogue and Matt Ocko (DCVC), Rob Hayes (First Round Capital), as well as other leading venture capitalists. The first close also included individuals and families, as well as Sarah's own commitment and a small commitment from the Operating Partner. We are raising \$100M for Social Impact Capital Fund I.

RAISING

\$100M

MANAGEMENT
FEE / CARRY

2.5% / 20%

FUND LIFE

10 Years

INVESTMENT
PERIOD

4 Years

MINIMUM
INVESTOR
COMMITMENT

\$1M (individu
\$5M (instituti

GP COMMITMENT

1%

SOCIAL
IMPACT

About our representative

Peter Bruce-Clark - Operating Partner

Peter is Operating Partner at Social Impact Capital (SIC), an early-stage impact venture capital firm based in New York and Silicon Valley. He is former Head of Business Development at RCI, an investment technology and lending startup. Prior to that, Peter created an early-stage AI venture capital firm, and a specialist strategy and management consultancy for institutional investors, Kalytix Partners. He has led research on impact finance and strategic investment at Stanford and Oxford University, collaborating with private family offices and venture capitalists. Outside of his work at SIC, Peter is also an active angel investor in global startups. Peter has an MPhil in Business Administration and Finance from the Judge Business School, University of Cambridge, and a first-class honors BA from Queen Mary, University of London.



Udata Partners Summary

Growth equity for emerging leaders in the B2B Software and Software-enabled Services sectors

Growth Equity Strategy	<ul style="list-style-type: none">↗ Returns driven by topline growth and operational value-add; strong downside protection↗ “High batting average” – multiple exit opportunities with very low capital loss↗ Focused on investments outside the San Francisco Bay Area↗ Investment size: \$10 - \$30 million (up to \$50 million with LP Co-Invest)
Experienced Team	<ul style="list-style-type: none">↗ Strong operating and investing experience; GPs have worked together for 14 years↗ Carter Griffin was CEO and co-founder of Brivo Systems, a SaaS company focused on cloud-based access control systems, from 1999 – 2004 before joining Udata↗ Jon Seeber worked at IBM where he managed M&A and partnership activities from 2004 – 2006 before joining Udata
Proven Performance	<ul style="list-style-type: none">↗ Strong realized returns (DPI) and low loss ratios↗ 25 liquidity events since December 2011↗ \$97.4M of co-investment deployed in four Fund V companies as of June 30, 2019
Fund VI	<ul style="list-style-type: none">↗ Udata Partners: \$985 million committed capital since inception↗ Fund V: \$280 million; ~85% called to date↗ Fund VI: \$300 million target<ul style="list-style-type: none">↗ First investment closed: Beaverton, OR-based Bigleaf Networks provides Software Defined Wide Area Network (SD-WAN) software that helps SMB and mid-market businesses ensure uptime and reliability for mission-critical cloud applications

Udata's Investment Criteria



📌 B2B SOFTWARE & SOFTWARE-ENABLED BUSINESSES

- Deep Udata operating experience
- Predictable, recurring revenue streams
- Scalable business models with high gross margins, low capex

📌 \$5M - \$50M REVENUE

- Proven product/market fit
- Demonstrated sales repeatability beyond the CEO/founders
- Customers and prospects are the foundation of due diligence

📌 25% - 100%+ GROWTH

- Historical growth is often predictive
- Udata unit economics analysis offers lens into future scalability and profitable growth
- High growth companies receive premium exit valuations

📌 BOOTSTRAPPED OR LIGHTLY CAPITALIZED

- Customer funded, not VC funded
- Financial discipline reduces risk of capital losses
- Disproportionate influence as first institutional investor

📌 NON-BAY AREA

- Avoid hype and boom/bust cycles
- Undercapitalized geographies offer better entry prices
- Cheaper and more loyal talent, lower-cost overhead

📌 \$10M - \$30M EQUITY, UP TO \$50M WITH LP CO-INVEST

- Meaningful ownership (minority or majority)
- Use of funds for M&A, scaling operations, launching new products and/or entering new markets
- LP co-invest avoids GP syndication on larger deals

CAASA MEMBER COMPANIES

Investors & Allocators:

60 Degrees Capital (MFO)
Alberta Teachers' Retirement Fund
Blue Bridge Wealth Management
Casselman and Company (SFO)
Cidel
Eckler Ltd.
Forthlane (MFO)
HarbourVest Partners
Heirloom Wealth (MFO)
Lux Capital (SFO)
MCA Cross Border Advisors
Mercer
MSTAR Capital (SFO)
Ontario Teachers' Pension Plan
Our Family Office
Pandion Investments Limited
Prime Quadrant
Provident Capital
Raintree Wealth Management
Richardson GMP
Rohit Capital Inc. (SFO)
Stonegate Conseil Privé
TIMC
Ullman Wealth (MFO)

Individuals from the following:

BMO Nesbitt Burns
Canaccord Genuity
Canada Overseas (SFO)
Raymond James
Harbourfront Wealth
Helmsley Charitable Trust
Horizon Capital (SFO)
Master Plan Management (SFO)
RBC Dominion Securities
Scotia Wealth
Vibrato Capital

Asset Managers:

3iQ Corp
AGF Investments
Accelerate Financial Technologies
ADI Capital
AGF Fund Management
Algonquin Capital
Alignvest Investment Management
Alitis Asset Management
Arch Corporation
Ardenton Capital Corp.
Aspect Capital
Avenue Living
Axonic Capital
BlackRock Inc.
Bridging Capital

Asset Managers:

Brightspark Ventures
CDAM
Centurion Asset Management
Chapados Couture Capital
Claret Asset Management
CI Investments
CIBC Asset Management
CMLS Asset Management
Colchis Capital
Connor, Clark & Lunn Funds
Cortland Credit Group
Crown Capital
Crystalline Management Inc.
Delbrook Capital Advisors
ehp Funds
ESO Capital
Espresso Capital
Firepower Capital
First Street Capital
Forstrong GAM
Fort LP
La Financière Constance
Fulcra Asset Management
Franklin Templeton
Group RMC
Horizons ETFs
Integrated Asset Management Group
IPM Informed Portfolio Management
JM Fund Management Inc.
Kilgour Williams Capital
Lawrence Park Asset Management
LionGuard Capital Management Inc.
Lighthouse Partners
Lyxor Asset Management
MarsRock Capital Group
Mackenzie Investments
Maxam Capital Management
Measure 8 Venture Partners
Montrusco Bolton
Morex Capital
Morgan Stanley Investment Management
Neighbourhood Holdings
Next Edge Capital
Northstar Trading
Optimum Gestion
Palm Drive Capital
PACE Capital Management
PenderFund Capital Management
Pilot House Funds
Raiven Capital
Robson Capital Management
Russell Investments
Sagard Holdings

Asset Managers:

Slate Securities
Spartan Fund Management
Starlight Capital
Trez Capital
Two Sevens Capital
Unison Investment Management
Waratah Capital Advisors
Wellington Investments
Westbridge Capital
White Crane Capital

Service Providers

Apex Fund Services
AUM Law
Battea Class Action Services
BNY Mellon Wealth Management
Bodhi Research Group
Cambridge Global Payments
Castle Hall Diligence
Canadian Derivatives Institute
CIBC Mellon
Claritas Communications
CME Group
Coach House Partners
Community Trust
DealMaker
DV Trading
Fidelity Clearing
Fundata
Glen Williams Consulting
GlobeTax
Goldman Communications
Harneys
HedgeLegal
Instinet Canada Ltd.
Investor Literature
Jitneytrade
Linedata
McMillan LLP
MLG Blockchain
Norton Rose Fulbright
Oak Hill Financial
Prometa Fund Services
RBC Investor & Treasury Services
Robert Walters PLC
Keystone Fund Solutions
SGGG Fund Services
Sigma Analysis & Management Inc.
SS&C CommonWealth Fund Services
Sun Life International Investment Centre
The AML Shop
TMX Group
Vidrio Financial