



The Canadian Association of Alternative Strategies & Assets - CAASA

June 30, 2020



About CAASA



CAASA's mission

The Canadian Association of Alternative Strategies & Assets was formed to bring together alternative investment managers and investors, along with service providers, in a setting conducive to information sharing, discussion and networking, and collaborative initiatives.



About CAASA



Inclusiveness

CAASA represents a broad cross-section of public and private market participants whose offerings are distributed to true retail, Accredited Investor retail, family offices, endowments, foundations, public and private pension plans, and sovereign wealth funds.

Public markets includes hedge / alternative strategy asset managers such as managed futures / CTAs, long-short equity, equity market neutral, credit and fixed income funds with varying exposures and arbitrage strategies, multi-strategy, special situations, and others that deal in predominantly public / readily priced / quoted markets.

Private markets includes private lending (from factoring and revolvers to longer-term financing), direct and fund-structured real estate and development investments, private equity (including PE debt and PE real estate), alt alts such as weather derivatives, and other areas that may not be readily priced / valued.

About CAASA



Member benefits

For Investors – A network of pension plans, foundations, endowments, sovereign wealth funds, and family offices to network with on a formal and casual basis as well as resources for analyzing managers and services providers.

For Managers – Peer connection in areas such as fund structuring, sales & marketing, and regulatory issues. Access to investors (opt-in for investors) as well as exposure through panels and conferences targeted to particular groups.

For Service Providers – Relevant working groups, event participation / sponsorship, industry thought leadership, and interaction with a wide cross-section of manager and investors.

For Founders - A diverse network of peers and investors (SFOs and VC shops) that can power one's plans from start-up and beyond.

For All – Through our partnerships with the the Professional Centre and the CAIA Association, CAASA Classroom sessions and discounted space as well as access to CAIA's Alternative Investment Analyst Review and discounts on both courses.

About CAASA



From Local to Global – and back again

CAASA's activity is in all areas of Canada, from larger asset management hub, to those with major / a concentration of investors, to others where service providers congregate. Examples include: Toronto, Montréal, Québec, Halifax, Ottawa, Vancouver, Victoria, Calgary, Edmonton, and Winnipeg. It is important for a truly national organization to be engaged in all aspects and regions – and being present in these areas leads to important market intelligence and the ability to tailor CAASA's offering as well as provide insights to its members and stakeholders.

CAASA strongly believes that Canada is a leader in many areas of investment management and can learn from other countries' experts as well and providing domestic and foreign / overseas opportunities where global professionals and organizations can meet and exchange best practices & policies and work together on current issues and trends.

CAASA will organize major conferences in Canada and other events and forums elsewhere.

About CAASA



Governance and Structure

CAASA was created and is controlled by the membership and local staff for the benefit of members and the Canadian alternatives industry at large.

The association's Member Advisory Panel (MAP) works with its staff in formulating and adapting overall strategy, new and continuing initiatives, event and conference themes and formats, and creation of various Member Initiative Groups (MIGs) that focus on particular aspects and/or geographical areas in the Canadian alternatives industry.

CAASA staff are tasked with attending each meeting of the MAP and MIGs, providing logistical, thematic, format, and other support relating to the execution of its activities.

All meetings and activities are governed by the principles of inclusiveness, collaboration, fairness, and elucidation.

CAASA's Activities



CAASA's activities

CAASA serves and represents the alternatives industry in Canada by engaging in member-lead local and national initiatives in advocacy; investor, manager, and industry best practices & policies; committees and working groups dedicated to broad mandates as well as those uniquely Canadian and in areas of national or regional expertise; and production of thought leadership events, publications, and initiatives affecting the Canadian and global alternative investment landscape.

CAASA's Activities



CAASA Fund Investment Risk Methodology (FIRM)

A group of industry professionals including those in product approval, investment & operational due diligence, retail wholesaling, performance database management, investment advising, and legal advising support the creation of an alternative strategy and asset fund rating process which is comprehensive, relevant, and depicts the likely future return streams and risks in a cogent and understandable manner by their peers, regulators, and the investing public.

Liquid Alternatives – Supporting the proposed changes to NI 81-102 that will allow retail investors, through their advisors at IIROC and MFDA registrants, to access alternative strategies.

Private Lending – Providing a unified perspective on due diligence, diversification, and performance description for this growing area of investment.

Members include those from: BMO Nesbitt Burns, RBC Dominion Securities, Richardson GMP, Raymond James Canada, Bodhi Research, and others.

CAASA's Activities



Virtual Dataroom - Funds

Together with SigmaSandbox, we are proud to offer an enhanced experience to our Virtual Dataroom in which members can post their company bios and contact information as well as upload monthly performance statistics. A top-sheet can be generated and sent to clients and prospects and investors are invited to search the database of managers (with CAASA members prominently displayed) and perform what-if scenarios based upon their portfolio holdings and proxies.

This benefit is free for all CAASA members and features prominent display of members.

Virtual Dataroom - Start-Ups

CAASA offers discounted access to a data room dedicated to pre-seed, seed, and pre-Series A Founder members. This database is scanned by investors in the U.S., Canada, and elsewhere and access to one's data can be managed in stages as one likes.

CAASA's Activities



Areas of activity

Diversity and Engagement – Alternative asset management often involves the creation, implementation, and monitoring of new and sophisticated trades, strategies, and asset classes. Being open to the best minds available allows the industry to innovate as well as take advantage of opportunities. Career panels, stock/idea pitch competitions, and other events aimed at students and particular groups will enhance our industry's place in career paths.

Prudent Processes & Policies – Providing input from leaders in operational and compliance roles at institutional investors, investment funds, and service providers and consultants, members and the public will receive 3P publications, panels and roundtables, and other programming to enable them to better comply with regulatory changes and investor requirements and preferences.

CAASA's Activities



Area of activity

Derivatives & Technical Training – Together with the Canadian Derivatives Institute (cdi-icd.org, formerly IFSID), CAASA's Research & Training Group develops training modules for corporate members' staff as well as those individuals within membership and the industry at large. Topics, formats, timing, and pricing is determined by the RTG and delivered by both academic and industry professionals in order to provide the most current curriculum and insights possible to those participating in the courses.



CAASA's Publications

Conference programs

Our **Family Office Summit**, **CAASA Annual Conference**, and **Wealth Managers' Forum** all include a program detailing the events speakers and schedule as well as a complete member directory including contact information (as applicable).

Annual Review

Around January 7 each year we publish our **Annual Review** with a comprehensive listing of all CAASA members in each category as well as a full listing of all of our activities of the previous year.

CAASA Partnerships



The Professional Centre

This serviced office floor is home to the CAASA offices and is available for our events and meetings.

Members looking for flexible, new, and affordable space in the core get an extra discount.

CAIA Association

We partner with many associations, but CAIA is close to our hearts as it is analogous to CAASA (pan-alternative) in the educational realm. All CAASA members have access to the Alternative Analyst Investment Review, CAIA's quarterly digital research digest and enjoy 10% off the CAIA charter exams (excluding the registration fee, about 200 hours of study x 2 levels) and USD200 off CAIA's fundamentals course (approximately 20 hours of study).

Back Office



Fees and Accounting

Healthy finances allow any organization to run at peak efficiency for all involved. As a non-profit organization, CAASA does not pay income tax, but does remit payroll, sales / HST, and other taxes as required by law. Staff have experience in these processes, which will be overseen by the Member Advisory Panel. An annual audit will be performed, the results and management discussion available to the membership.

CAASA's annual fee schedule was established to be as fair and equitable as possible for all members. Future iterations of the fee schedule will be determined by staff and the MAP and, in some instances, by or with input from broader membership.

Manager AUM will be calculated on alternative AUM including hedge, real estate, private lending, and private equity.

Fees



Fee Schedule (v2020.2)

Asset Managers (in CAD millions)

<\$50	\$50-\$100	\$100-500	\$500-\$1,000	>\$1,000	Long-only
\$1,250	\$2,100	\$3,150	\$4,200	\$5,250	\$1,250

Other Members

Prime Brokers, Legal, Admin & Audit	Wealth Managers	Other Consultants, Exchanges	Family Offices & Institutions
\$5,250	\$3,150	\$2,100	\$525

Employees of Family Offices, Institutional Investors, Investment Dealers, and Wealth Managers, as approved by CAASA, may register individuals as members for \$160 + applicable taxes per year.

Founders of Start-Ups may join as a corporate unit for \$200 per year, which includes a USD 50 discount to the knightly.co start-up platform. If in a competitive category of endeavour, Founders will be required to upgrade to Consultant or as applicable once out of start-up phase, as determined by CAASA).

Fees will be processed as listed plus applicable taxes.



Member Directory - Investors (Corporate)

Abaris Capital Advisors (MFO)
Abshe Holdings (MFO)
Alberta Teachers' Retirement Fund
Alternative Capital Group (MFO)
Amana Global Partners (MFO)
Anchor Pacific Investment Management
(MFO)
Bfinance (MFO)
Blue Bridge Wealth Management (MFO)
BNY Wealth Management
Casselman and Company (SFO)
Cidel (MFO)
Eckler Ltd.
Forthlane Partners (MFO)
HarbourVest Partners
Heirloom Wealth (MFO)
Koloshuk Farrugia Corp.

Lux Capital Corp. (SFO)
MSTAR Capital (SFO)
Northland Wealth Management
Ontario Teachers' Pension Plan
Our Family Office (MFO)
Pandion Investments Limited
Prime Quadrant (MFO)
Provident Capital (SFO)
Raintree Wealth Management
Richardson GMP
SmartBe Wealth Inc.
Stonegate Conseil Privé (MFO)
TIMC Securities
Vesta Wealth Partners (MFO)
Ullman Wealth (MFO)
Zen Capital & Mergers (SFO)



Member Directory - Investors (Individuals)

Mark Allen (RBC DS)
Ted Karon (Scotia Wealth)
John Boomsma (Raymond James)
Shimmy Brandes (Master Plan
Management, SFO)
Shawn Cohn (Canaccord Genuity)
Darren Coleman (Raymond James)
Jean Courcelles (Mirabaud Canada)
Gino Di Censo (Bell Kearns Consulting)
John Duke (RBD DS)
Vincent Fernandez (Canada Overseas, SFO)
Travis Forman (Harbourfront Wealth)
Enzo Gabrielli (Horizon Capital Holdings,
SFO)

Tec Han (Vibrato Capital, SFO)
Shamez Kassam (Northfront Financial,
MFO)
John MacIsaac (RBC DS)
Naveed Mohammed (BMO Nesbitt
Burns)
Emma Querengesser (Raymond James)
Chris Rapcewicz (Helmsley Trust)
Brendan Rogers (RBC DS)
Ryan Sheriff (Open Access)
Claudia van Amersfoorth (Raymond
James)
Pamela Yoon Drakos (RBC DS)



Member Directory - Managers

3iQ Corp
Accelerate Financial
Technologies
Actis
ADI Capital
AGAWA Fund Management
AGF Investments
AGinvest Properties Canada
Algonquin Capital
Alignvest Investment
Management
Alitis Asset Management
Alquity Investment Management
Ardenton Capital Corp.
Aspect Capital
Avenue Living Asset
Management
Aviva Investors
Axonic Capital
Beach Point Capital
Management

Bridging Capital
Brightspark Ventures
Brookfield Asset
Management
CannaIncome Fund
Celernus Investment Partners
Centurion Asset Management
Chapados Couture Capital
CI Investments
CIBC Asset Management
Claret Asset Management
CMLS Asset Management
Columbus Point LLP
Conner, Clark & Lunn Funds
Corton Capital
Crown Capital Partners
Crystalline Management Inc.
Desjardins Global Asset
Management

DCG Capital
ehp Funds
ESO Capital
Espresso Capital
Fiera Capital
La Financière Constance
Firepower Capital
Forstrong Global Asset
Management
Fort LP
Franklin Templeton
Investments
Fulcra Asset Management
Group RMC
Horizons ETFs
ICM Asset Management
Informed Portfolio
Management
Innovobot
Invico Capital
JM Fund Management Inc.



Member Directory - Managers

Kilgour Williams Capital
Lawrence Park Asset
Management
LFIS
Lighthouse Partners
LionGuard Capital
Management
Lumira Ventures
Mackenzie Investments
Man Group
Marret Asset Management
Maxam Capital Advisors
MGG Investment Group
Montrusco Bolton
Investments
Morex Capital
Morgan Stanley Investment
Management

Music Royalties Inc.
Napier Park Global Capital
Neighbourhood Holdings
Next Edge Capital
NorthHaven Capital Corp.
Northstar Trading
PACE Capital Management
Palm Drive Capital
PenderFund Capital
Management
Pilot House Capital
Raiven Capital
ReSolve Asset Management
Robson Capital Management
Sagard Holdings
Sandpiper Asset Management
Slate Securities
Spartan Fund Management

Starlight Capital
Steepe & Co.
Trez Capital
WaveFront Global Asset
Management
Waratah Capital Advisors
Wellington Investments
Westbridge Capital
White Crane Capital
White Oak Global Advisors
YTM Capital Asset
Management



Member Directory - Service Providers

Altrust Investment Solutions
Apex Fund Services
Arbutus Partners
Athena International
Management
Athos Investment Services
AUM Law
Battea Class Action Services
BMO Financial Group
Bodhi Research Group
Canaccord Direct
Canadian Derivatives
Institute
Carne Group
Castle Hall Diligence
CIBC Mellon
Coach House Partners
DealMaker

Electric Brain
Fidelity Clearing
Fundata
Goldman
Communications
Harneys
HedgeLegal
Independent Trading
Group
Innocap
Keystone Fund Solutions
KPMG
Linedata
LongNorth Capital Group
Lyxor Asset Management
Mako Financial
Technologies

McMillan LLP
Meraki Global Advisors
Norton Rose Fulbright
Prometa Fund Services
Provenance Properties Int'l
RBC Investor & Treasury
Services
Robert Walters PLC
The S-Factor Co.
SGGG Fund Services
Sigma Analysis &
Management
SigmaSandbox
Silicon Valley Bank
SS&C
TMX Group
Vidrio Financial
Wells Fargo Prime Services



Career Panels & Stock Pitch Challenge

Career Panels

Panel of 3-5 industry professionals including portfolio managers, operating officers, prime brokers, fund administrators, family office and institutional investor personnel from investment and operational due diligence, as well as other service providers.

Stock Pitch Challenges

Panels of 3-7 portfolio managers critique student stock (or strategy) pitches. Prizing typically winning team(s) have a night out with 10-20 industry professionals (portfolio managers, investors, and service providers).



2020 Calendar of Events

January

McGill Career Panel (Jan 14)

CAASA Mentorship Breakfast Session (Jan 16)

Duke of Edinburgh Award Ski Day Launch Event (Jan 30)

February

Founding Day Drinks - Montréal (Feb 3)

Founding Day Drinks - Toronto (Feb 5)

Smith Master of Finance Corporate Networking Night (Feb 26)

March

Ski With the Duke Charity Ski Day - Blue Mountain (March 5)

Introduction to the Dubai International Financial Centre (March 20 - webinar)

How to Work From Home (March 24 - webinar)

2020 Calendar of Events - all webinars



April

Liquid Alternatives - The Impact on Canadian Markets (April 2)

It's (Not) The Money: Staying Competitive with Comp and Perks (April 2)

ESG in a COVID-19 World (April 7)

Private Equity vs. Private Lending (April 14)

Dr. David Fisman, Epidemiologist (April 15)

Simon Fraser University Career Panel in Alternatives (April 20)

Marketing Your Liquid Alternative Fund (April 21)

Mind The Gap: How Today's World Requires more than Technical Skills (April 29)

How to Boost Your Immune System (April 30)

May

How to Sell in a Social Distancing World (May 5)

How to do Operational Due Diligence on a Fund Under Quarantine (May 7)

Concordia University Career Panel in Alternatives (May 12)

VC Arbitrage: Multiples like the Valley and Comp Like the GTA (May 12)

University of Alberta Career Panel in Alternatives (May 13)

Discerning Deception from a Distance (May 14)



2020 Calendar of Events - all webinars

May (con't)

- Beyond Basics: ETFs Explained** (May 19)
- York University Career Panel in Alternatives** (May 23)
- Wilfrid Laurier University Career Panel in Alternatives** (May 25)
- Dr. David Fisman, Epidemiologist - Session 2** (May 28)
- CAASA-vino: Italian Reds Delivered to Your Door** (May 28)

June

- Giving Credit Where Credit is Due** (June 2)
- Shorts for the Long Run** (June 4)
- Mentorship Program Orientation** (June 5)
- Global Macro: Did it Provide Crisis Alpha to Investors** (June 9)
- Starting An Alt Fund Series - Establishing Your FundCo** (June 10)
- Starting An Alt Fund Series - Onshore Fund Structuring & Tax** (June 11)
- Beyond Basics: Private Lending** (June 16)
- 10th Annual UofT MMF Career Panel in Alternatives** (June 16)
- Liquid Alts Update: Exemptive Relief** (June 17)
- Starting An Alt Fund Series - Offshore Fund Structuring & Tax** (June 18)



2020 Calendar of Events - all webinars

June (con't)

- Ivey / Western University Career Panel in Alternatives** (June 22)
- Beyond Basics: Real Assets** (June 23)
- COVID-proof Strategies** (June 24)
- Real Estate From Four Corners (HKG, YVR, YYZ, LHR)** (June 25)
- Attracting, On-boarding, & Retaining Clients** (June 25)
- CAASA-vino: World of Pinot Delivered to Your Door** (June 25)
- CAASA Annual General Meeting** (June 30)

July

- Queen's University Alternative Asset Fund Career Panel in Alternatives** (July 7)
- Dr. David Fisman, Epidemiologist - Session 3** (July 16)

August

- Family Office Summit** (Aug 5-7)
- Dr. David Fisman, Epidemiologist - Session 4** (Aug 20)
- PE & VC Day** (Aug 26)



2019 Calendar of Events

January

Starting a Fund Series: *It's Actually Starting a Business* (Jan 22)

Starting a Fund Series: *Onshore Fund Structures & Tax* (Jan 23)

CAASA Classroom: *Beyond Pitchbooks by Goldman Communications* (Jan 24)

Starting a Fund Series: *Offshore Fund Structures & Tax* (Jan 31)

February

McGill Career Panel (Feb 4)

Starting a Fund Series: *Operations, BCP, and Related Issues* (Feb 5)

Starting a Fund Series: *Other Services & Operations Alpha* (Feb 6)

Founding Day Drinks - Montréal (Feb 11)

Founding Day Drinks - Toronto (Feb 13)

Starting a Fund Series: *Segment Marketing & Capital Raising* (Feb 19)

Starting a Fund Series: *Attracting & Retaining Talent* (Feb 20)

Wilfrid Laurier University – Avenue 75 Stock Pitch Challenge (Feb 21)

CAASA Classroom: *AML New Rules & Ready for FINTRAC by The AML Shop*
(Feb 21)



2019 Calendar of Events

March - April

CAASA Classroom - Blockchain Workshop with MLG Blockchain (March 28)
The Case for Nimble Managers feat. Randy Cohen (April 11)
CAASA Classroom - Listing Your Fund with TSX Group (April 25)

May

Blockchain Primer (May 1)
Liquid Alts Lunch (May 1)
Family Office Dinner & Discussion (May 1)
Family Office Summit (May 2)
What of the 40? (May 15)
CAASA / Government of Canada Collision Conference PE & VC Reception (Invite only, May 22)
Queen's University Careers in Alternatives Panel (May 24)



2019 Calendar of Events

June

Deep Diligence - Reading Managers (June 3)

Toronto Summer Social (National Club Rooftop, June 3)

Mentorship Training Breakfast (June 4)

Where to Turn for Return (Montréal, June 18)

Digital Asset Group - Fred Pye Summary of OSC Testimony on the BitCoin Trust
(June 25)

Lord Mayor of the City of London Reception (Invite only, June 25)

UofT MMF Career Panel (Toronto, June 26)

July

WLU 75 Avenue Investments Student Pitch Competition Jays Game (July 3)

Investor Group Call - Impact Investing (July 9)

Muskoka Brewery Beer Tasting (July 10)

Brightspark - Democratizing VC Investing in Canada (July 22)



2019 Calendar of Events

August

Canada vs the World: Comparison of HF Industries (August 14)

Méchoui Summer Social (Montréal, August 22)

September

Starting an Alts Fund - Choosing Service Providers (Sept 10)

FMFD/CAASA - Liquid Alts for MFDAs (Sept 11)

Starting an Alts Fund - Distribution: Technology Solutions (Sept 18)

Using Public Opinion Polls in Your Marketing Strategy w/ TPC (Sept 18)

Concordia Kenneth Woods PM - Career Panel (Montréal, Sept 24)



2019 Calendar of Events

October

Liquid Alts with CFA Winnipeg (Oct 1)

Pepperdine & a Peppering of Best Ideas (Vancouver, Oct 3)

Simon Fraser University Career Panel (Vancouver, Oct 4)

PE/VC Day- including Speed-dating and U.S./Canada Panels (Oct 16)

Starting an Alts Fund - Staffing & Talent (Oct 17)

Staffing Your Company w/ TPC (Oct 17)

Mentorship Program Info Session & Reception (Oct 23)

November

CAASA Annual Conference - Montréal (November 4-5)

Starting an Alts Fund - Surviving a Securities Regulator's Compliance Audit (Nov 14)

Starting an Alts Fund - Setting up Your Trading Desk (Nov 28)

2019 Conference Participation/Attendance



UofT MMF Symposium (Blue Mountain, Jan 10-13)
Alternative Outlook Forum (Vancouver, Feb 12)
Talking Hedge (San Francisco, March 6-7)
Federation of Mutual Fund Dealers Conference (Toronto, April 23)
Middle East Investment Summit (Dubai, April 23-24)
Blockchain Revolution Global Conference (Toronto, April 24-25)
Canadian Alternative Investment Forum (Toronto, April 25)
TMX Equities Conference (Toronto, May 8)
SALT Conference (Las Vegas, May 7-10)
Talking Hedge (Toronto, June 4-5)
Canadian Annual Derivatives Conference (Montréal, June 11)
KORIED's Future of Finance (Coral Gables, July 10-12)
AAAIM Regional Event (London, July 18)
AAAIM Regional Event (Chicago, July 24)
Futurist Conference (Toronto, Aug 13-14)



2019 Conference Participation/Attendance

AAAIM National Conference (New York, Sept 4-6)
SkyTop Impact Conference (Boston, Sept 17)
CFA Climate & ESG (New York, Sept 23)
Skytop Global Shareholder Activism (Toronto, Sept 26)
Markets Group ALTSTX (Dallas, Oct 15)
AAAIM Regional Event (San Francisco, Oct 10)
Canada-U.K. Fintech Mission (London, Oct 21)
Markets Group U.S. PE Fall Forum (San Francisco, Oct 29-30)
Markets Group ALTSMIA (Miami, Nov 7)
PRMIA Risk Forum (Montréal, Nov 11-12)
Markets Group Private Wealth East (New York, Nov 13)
AIM Summit (Dubai, Nov 18-19)
Talking Hedge (Austin, Nov 20-21)
SIX Post Trade Forum 2019 (London, Dec 5)



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