

# Virtual Private Equity & Venture Capital Assembly 2020

*Presented by: the Canadian Association of Alternative Strategies & Assets*



**Tuesday, October 14<sup>th</sup>**  
**Plus Additional Meeting Day: Wednesday, October 15<sup>th</sup>**



# 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: 100+ events, including this conference, have occurred or are planned in 2020. **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, but 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.



## WELCOME TO OUR DIVE INTO PRIVATE EQUITY AND VENTURE CAPITAL

Our Private Equity & Venture Capital Assembly brings together speakers and participants from public and private pension plans, sovereign wealth funds, foundations & endowments, single and multi-family offices, investment dealers, Canadian and global investment management houses, and affiliated service providers. Panels and speak to the venture and growth industry's search for quality, scalable ideas and companies, structuring and taxation possibilities, and longitudinal views of the industry and its sub-sets from veteran players. All content is subject to Chatham House Rule.

## THANK YOU TO OUR SPONSOR



## WE HAVE A FULL DAY PLUS!

We invite all delegates to make use of the CAASA All-in-One Virtual Platform. **You will have received an email to login to it - please let us know if you have not received it as it is crucial to your participation.** All panels, keynotes, other presentations, and the 1:1 meetings are facilitated through the platform. **You will not receive Zoom/etc. links to access the content.**

On October 14 we have our panels et al (see next page for more) as well as a few hours of 1:1 meetings. The latter are booked via the platform - we add people as they register and there may be a backlog as we have many registrations each day. Delegates are encouraged to populate their profile so that folks that might reach out to them or view them after receiving an invite to chat can get a good idea of who you are and what you do. You can add documents, videos, and product offerings as you like. We DO NOT provide contact information (phone #, email) to anyone for any reason, but the messages and invites that you send will be transmitted to the relevant party's email inbox. It's best to do some research and have a targeted ask or intro to make acceptance as easy as possible.

October 15 is a full day of meetings where you can, again, invite any delegate for a 15-mins chat. Some use this day as a second meeting day with those they met earlier while others have many first-meetings as well.

How you interact is entirely up to you and 100% opt-in with no minimums - have fun!



# MEMBER BENEFITS

## GLOBAL PARTNER

As we continue to innovate in an effort to bring more value to members than ever before, we added an additional exposure category for select members: Global Partner.



These members, starting with CEOS Family Office, an MFO headquartered in Montréal and offering a complete suite of services to families, will be featured prominently at all three of our signature conferences: *CAASA Annual Conference*, *Family Office Summit*, and (new in 2021) our *Wealth Managers' Forum*, as well as our Founding Day Drinks typically held near our anniversary on February 5.

As is our tradition, we treat all members equally for our speaking opportunities (191 in 2019 and more than 100 in Q2 2020 alone) and Global Partners are afforded the same propensity to speak on and moderate panels and participate in podcasts.

Any CAASA member this is interested in becoming a Global Partner should contact the CAASA office.

## FOUNDER, ANGEL, & VC PLATFORM

We are also working with Knightley.co to offer their virtual dataroom to our members engaged in the start-up (pre-seed, seed, & pre-Series A) stage.



This service is a well-thought platform where start-up founders can display their business idea (including a video introduction) to potential funders. With a plethora of information that can be uploaded, founders control what investors see, allowing access to more intrusive documents as they see fit.

Investors can scroll through ideas and companies and see their key metrics (e.g., sales, locations, SKUs) and set a reminder for when that metric meets their interest requirements.

This is a powerful, new platform that CAASA SFO and Founder members have a free 30-day trial of and a 40% discount off the monthly price when they subscribe for a year. CAASA does not receive compensation from Knightley in any way - we give it to you!

# DAY 1 & 2 AGENDAS

## WEDNESDAY, OCTOBER 14<sup>th</sup>

9:00 AM	<i>Tête-à-tête meetings (8 x 15-minute meetings)</i>
11:00 AM	<b><i>Finding Shopify</i></b> <b>Michael Rudd</b> , Fort Greene Capital (moderator), <b>Senia Rapisarda</b> , HarbourVest Partners, <b>Nick Bakish</b> , Richardson GMP, <b>Sajal Heda</b> , Amana Global Partners, <b>Mark Shulgan</b> , OMERS
NOON	<i>Lunch break</i>
12:15 PM	<b><i>Fireside Chat - Challenges &amp; Opportunities of 2020</i></b> <b>James Burron</b> , CAASA, interviewing <b>Philippe de Gaspé Beaubien III</b> , Fondation de Gaspé Beaubien
1:00 PM	<b><i>Structuring Private Equity &amp; Venture Capital Funds</i></b> <b>James Burron</b> , CAASA (moderator), <b>Michael Bunn</b> , Norton Rose Fulbright, <b>Jocelyn Blanchet</b> , KPMG, <b>Lewis Chong</b> , Harneys, <b>Sabrina Foster</b> , Athena International Management, <b>Derek Chan</b> , Northleaf Partners
1:45 PM	<i>Tête-à-tête meetings (6 x 15-minute meetings)</i>
3:15 PM	<b><i>Founders' Pitch Competition</i></b> <b>Maria Pacella</b> , PenderFund Capital Management, <b>Ricky Lai</b> , Portag3 Ventures, <b>Eleonore Jarry-Ferron</b> , Brightspark Ventures
4:15 PM	<b><i>Fireside Chat - Look-back 30 Years &amp; Ahead 30 Months</i></b> <b>James Burron</b> , CAASA, interviewing <b>Sophie Forest</b> , Brightspark Ventures and <b>Peter van der Velden</b> , Lumira Ventures
5:00 PM	End of Day 1 Program

## THURSDAY, OCTOBER 15<sup>th</sup>

9:00 AM	<i>Tête-à-tête meetings (32 x 15-minute meetings)</i>
5:00 PM	End of Day 3 Program

# SPECIAL SPEAKERS

## **PETER VAN DER VELDEN, MBA, MSc MANAGING GENERAL PARTNER LUMIRA VENTURES**

With 28 years of investment and operating experience, Peter has participated in building companies from start-up through to expansion in the life sciences, information technology, and consumer sectors. Known as a results-oriented entrepreneur with demonstrated success in venture and buyout investing, transaction structuring and completion, strategic planning, business development, and operational management and restructuring, Peter has established a strong reputation for leadership, consensus building, judgment, integrity, and clarity of vision.

Responsible for the overall business operations of Lumira Ventures, Peter is also active on the investment-side, focusing primarily on growth equity investments in companies that have made, or are close-to-making, the transition from development to selling and marketing their products. Peter's specific investment expertise includes non-traditional and consumer-oriented medicines, spin-outs of operating businesses, restructurings, and public companies.

Peter is a very active volunteer in the communities in which he works and plays and is a frequent lecturer at universities and conferences around the world on themes related to venture capital, innovation, and healthcare. Peter works closely with both Federal and Provincial governments advising on policy matters related to healthcare innovation and innovation financing. As the Chairman of the CVCA, he worked closely with the Federal government on their Venture Capital Action Plan and was a member of the Government of Ontario's Health Innovation Council, whose mission was to enhance the adoption of Ontario-based innovation by the Ontario healthcare system.

Throughout his career, Peter successfully participated on both sides of the value creation equation working both as an entrepreneur and as a partner and mentor to highly successful management teams. Peter's experience includes: Founder of a boutique merchant bank focused on private IT-based companies, Head of Investment Banking for a boutique investment bank focused on the public IT-based companies, Partner in a buyout partnership targeting retail and consumer-centric businesses; Vice President Business Development for a venture capital-backed drug delivery company; and an Associate role at Canada's then-largest venture capital firm. Peter started his working career with Canada's largest independent vaccine manufacturer.



# SPECIAL SPEAKERS

## **SOPHIE FOREST MANAGING PARTNER BRIGHTSPARK VENTURES**

Prior to joining Brightspark Ventures, Sophie was a partner at CDP Capital Technology Ventures, a subsidiary of la Caisse de Dépôt et Placement du Québec. Sophie met Mark in 1997 when she became the lead investor in his start-up, Balisoft. They ended up collaborating on this exciting venture for three years and sold the company to Kana Software in 2000.

Since joining Brightspark in 2003 as a managing partner, Sophie has led and overseen more than 50 investments in technology companies. Notably, she has played a pivotal role in the investment, growth and exit of Radian6, leading to a 23x multiple on capital invested, and becoming one of the most successful technology exits in Canadian history.

Sophie was involved in the creation and growth of Jewlr.com and iStopOver.com. She is still an active board member of Jewlr inc., a leading online personalized jewelry company.

She sits on the Board of Directors of a number of companies, including Hopper, nGUVU and Jewlr. Sophie works closely with the startups she invests in and is known for her nurturing and listening qualities. In October 2017, Sophie was awarded the NACO Angel of the Year Award.

Sophie is a member of the Science and Technology Council of Canada, which provides external advice to the federal government in the domain of science, technology and innovation.

She is the proud mother of three teenage daughters and is passionate about opening up doors for women to the VC and tech world. Through her career, she has often been the "only woman in the room" and wants to continue to facilitate the entry for other women.



# SPECIAL SPEAKERS

## **PHILIPPE DE GASPÉ BEAUBIEN III** **PRESIDENT & CEO** **LA FONDATION DE GASPÉ BEAUBIEN**

As President and CEO of the de Gaspé Beaubien Foundation, and through his travels and participation in various global organizations, Philippe has developed an extensive network of families, foundations and private trusts around the world – gaining access and partnerships for his companies in new markets around the world.



He has close ties to the local, provincial and federal governments in Canada. Obtaining financial and political support is one of his key strengths. His family obtained the first cellular license for Canada and the cellular company they created subsequently became the largest in the country. They also acquired the first satellite broadcasting license to distribute content to Canadian communities, and 10 years later received 1G of spectrum for commercial development, the largest amount of spectrum ever given to the private sector.

Starting or acquiring companies before they become mainstream, Philippe has had a direct hand in areas as diverse as cellular phones and towers, radio station consolidation, broadband wireless expansion, spirits, data mining and anti-aging products companies. His investments span these industries and more, including Zoom, Biomod, Nannette de Gaspé, SonoFit, EERS, PUR, Starlink, Jobbook, and TechTown.

He develops niche strategies for B2B companies that allow them to dominate their industry, with added forays into the B2C market where attractive opportunities exist.

Philippe is an accomplished entrepreneur and has been involved in 15 start-ups and turn-arounds over the past 20 years. He understands entrepreneurs, embraces technology, and is highly aware of the need for sufficient funding at the growth stage. He is accomplished at finding companies that possess a key product but have not been able to commercialize it effectively.

He rates these areas of the Canadian business environment as being particularly attractive for growth and investment potential: Pharma, ICT, Wellcare, FinTech, Agri-Food and Cleantech. On top of his many successful ventures, Philippe has lived through several significant industry collapses in the last 17 years. He navigated his investments through the dotcom and telecom collapses of the early 2000's and the debt crisis of 2008-09, suffering inevitable losses but also managing to multiply his ROI on a number of occasions.

Notable successes include his move to privatize Telemedia, a multimedia company, producing a 15X ROI, and his founding of Redline, a telecom company now operating in 60 countries and considerable upside.

# SPEAKER BIOGRAPHIES

*Thank you to our many speakers, presenters, and those who added their themes and topics, panel and non-industry speaker ideas, and other invaluable input!*



# SPEAKER BIOGRAPHIES

## **Nick Bakish, CFA, TEP**

*Director, Wealth Management & Portfolio Manager*  
Richardson GMP



Nick Bakish is a trusted and highly skilled multidisciplinary financial professional who is widely acknowledged as an award-winning industry leading expert for his contributions to the investment community over the past two decades.

After earning a B.Comm in Economics and Finance from McGill University with first class Honours, Nick joined Investor's Group, one of the country's largest asset management firms, where he consistently ranked as a top professional and received numerous awards of distinction.

During his tenure at his predecessor firm, Nick also obtained significant management experience as a Division Director serving in that capacity for several years. In 2015, he joined Richardson GMP, a leading independent wealth advisory firm in Canada, in order to provide the discerning clients and families serviced by Bakish Wealth with a more comprehensive suite of alternative investment opportunities along with Family Office services.

Nick has always distinguished himself as someone who is tirelessly devoted to excellence in advanced financial proficiency. The pursuit of this passion led him to having earned the Chartered Financial Analyst (CFA) designation, recognized as the gold standard for the global investment industry, along with the Trust and Estate Practitioner (TEP) designation.

As a prominent member of Montreal's business community and someone that believes firmly in the importance of making a positive social impact, he dedicates much of his time to several causes that are close to his heart. He is past President of the Sierra Club Foundation, a member of the Board of Trade of Metropolitan Montréal, the Society of Trust and Estate Practitioners, and Tiger21.

## **Jocelyn Blanchet, CPA**

*Partner, Tax*  
KPMG



Based in Toronto, Jocelyn is a Partner and the National Leader for KPMG's M&A tax practice. He has more than 15 years of experience assisting private equity, venture capital and hedge funds and other financial sponsors to plan and execute acquisitions, reorganizations and divestitures. Developing solutions for complex situations has gained him recognition as an innovative tax planner.

In addition, Jocelyn has extensive experience working with financial institutions on the design of products and strategies in their highly-regulated and heavily-taxed industry. As a result, he understands the necessity of working with regulators and other business units (compliance, capital management, financial reporting) in the design and implementation of their tax-efficient structures.

Jocelyn has authored and spoken extensively on the design of investment funds and on other issues relevant to M&A. He is also the Chair of the Tax Policy Committee of the Canadian Venture Capital & Private Equity Association (CVCA), advocating for positive tax changes in the industry.

# SPEAKER BIOGRAPHIES

## **Michael Bunn**

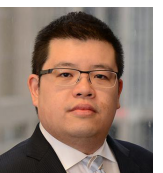
*Partner*  
Norton Rose Fulbright LLP



Michael Bunn is a partner at Norton Rose Fulbright Canada LLP. He practises corporate and securities law with an emphasis on the investment management sector. He regularly advises on the establishment and capital-raising needs of Canadian and international investment funds, including private equity funds, venture capital funds, hedge funds and retail mutual funds. Once a fund is launched, he remains on hand to advise on continuous disclosure, regulatory, corporate governance and other ongoing matters. He also provides registration advice for Canadian and international investment fund managers, investment advisors and dealers regarding their business activities in Canada. Prior to joining Norton Rose Fulbright Canada LLP, he practised at a leading offshore law firm in the Cayman Islands.

## **Derek Chan, CPA**

*Vice President, Tax*  
Northleaf Capital



Derek participates in all aspects of Northleaf's private markets investment activities and is responsible for international tax planning and strategy, compliance and investment transaction support for Northleaf's investment funds, management company and related corporate entities.

Prior to joining Northleaf in 2016, Derek was a Director, Taxation at BGRS, a portfolio company in Brookfield Asset Management's private equity group, where he oversaw the Canadian and international tax planning and reporting function of a global business with foreign operating subsidiaries in five continents. Previously, Derek spent six years at Deloitte LLP in the International Tax Services group where he focused on structuring complex tax transactions and advising on cross-border issues for multi-national corporations.

Derek received a Master of Accounting and a Bachelor of Arts (Honours Accountancy Studies) from the University of Waterloo and holds the Chartered Professional Accountant designation.

## **Lewis Chong**

*Partner*  
Harney Westwood & Riegels



Lewis Chong is a partner of the Investment Funds practice group. He specialises in Cayman Islands and British Virgin Islands fund matters. His clients include United States, European and emerging markets managers.

Prior to joining us in 2010, Lewis worked as counsel at O'Melveny & Myers LLP. He currently specialises in the establishment of new funds and the restructuring of existing funds and also advises fund clients subject to litigation. Additionally Lewis advises on Cayman Islands and British Virgin Islands corporate and commercial law, including mergers and acquisitions, joint ventures and corporate restructurings. Based in Vancouver, British Columbia, he is currently the only person practising Cayman Islands and British Virgin Islands law in the Pacific time zone.

# SPEAKER BIOGRAPHIES

## **Reuven Gorsht**

*Founder*  
Deeded



Reuven Gorsht is an entrepreneur with a passion for solving big, challenging problems. He is the CEO of Deeded, a start-up focused on streamlining and modernizing the closing experience for Real Estate and Mortgages.

Prior to Deeded, Reuven co-founded MoveSnap, a leading concierge platform for the Real Estate industry. He spent 15+ years as a senior executive helping fortune 500 companies innovate and evolve their client experience. He holds degrees in business and human resources and is an alumnus of the Harvard Business School.

## **Sajal Jagdish Heda, CFA, CAIA, CDDA**

*CEO & Founding Partners*  
Amana Global Partners



Sajal is CEO and Founding Partner of Amana Global Partners. He has two decades of experience managing global investments for sophisticated Single Family Offices. He has allocated more than USD 5 billion in global investments. Alternative Investment CIO magazine had selected him, on their '40 under 40' Chief Investment Officer list for 2016 and he is honoured to be the only CIO globally to be recognized from SFO space. AIWMI has selected Sajal on its 2020 '40 under 40' Alternative Investments professional. He was involved with many notable international committees mainly – CFA Disciplinary Review Committee, Alternative Investment Management Association (AIMA) Investor Steering Committee, CAIA Middle East Advisory Committee, Evolve India fund advisory and others. He is CFA, CAIA and CDDA Charterholder, CMA certified and has an MBA from London Business School.

He is actively involved on international conference speaker circuit and have been regularly invited as speaker at prominent alternative investment conferences globally. During his association with AIMA he was involved with writing papers on subjects like Liquidity, Portfolio transformers and Beyond 60/40. He is an avid traveller and has been passionately involved in collecting Indian contemporary art.

## **Éléonore Jarry-Ferron**

*Principal*  
Brightspark Ventures



Previously Assurance & Advisory at Ernst & Young LLP, focusing on alternative investment funds, family offices, and PE firms (Recipient of the 2015 Quebec Discovery of the Year award in 2015).

Very active in the tech community in Canada: co-founder of Front Row Ventures, Canada's first university-focused venture capital firm. Board member and advisor to Technovation, Founder Institute, and the Canadian Venture Capital Association. 2018 Connector of the Year, 2019 Canadian Women in Tech to follow. BBA and a graduate diploma from HEC Montréal (awarded Lieutenant Governor of Québec medal).

# SPEAKER BIOGRAPHIES

## **Ricky Lai**

*Principal*  
Portag3 Ventures



Ricky Lai is a Principal at Portag3 Ventures and is based in Toronto. Prior to joining Portag3, Ricky worked at a Canadian startup focused on simplifying responsible consumer lending in the US. Ricky also spent time as an Associate at Mithril360, the analytics and portfolio management affiliate of Mithril Capital Management. Prior to that, Ricky was a member of the Mergers and Acquisitions advisory practice for KPMG Canada, where he focused on strategic and financial investments in software and healthcare companies.

Ricky received a BSc and a MAcc from the University of Waterloo, specializing in Biotechnology and Accounting. Ricky is a chartered professional accountant (CPA, CA).

## **Senia Rapisarda**

*Managing Director*  
HarbourVest Partners



Senia Rapisarda joined HarbourVest in 2014 to focus on partnership and direct co-investments in Canada and to expand HarbourVest's local presence in the market.

Senia joined the Firm from BDC Venture Capital, where she was responsible for the establishment of a team focused on direct and indirect investments across Canada. Her previous experience includes positions at Nur Energie in London, London Business School, Nomura International, and Salomon Brothers, among other roles.

Senia received a JD (summa cum laude) from LUISS University in Rome in 1987 and a Masters in Law and Economics (Fulbright Scholar) from Columbia University in 1989. An Italian and Canadian citizen, Senia speaks fluent Italian, French, and Spanish.

## **Michael Rudd**

*Managing Partner*  
Fort Greene Capital



Michael Rudd is the Managing Partner at Fort Greene Capital, a family office advisory group. He specializes in private equity and hedge fund selection, as well as portfolio construction.

Prior to Fort Greene Capital, Michael served as Chief Investment Officer at Sigma Analysis and Management Ltd in Toronto, constructing portfolios of hedge funds for Sigma's managed account platform. Michael started his career at UBS in London, rising to lead the credit derivative index (iTraxx) and swaption trading desk before transferring to New York to run RBC's covered bond and yankee bank trading platforms.

Michael received an MSc in Accounting and Finance (specialization Finance) from the London School of Economics and is a Chartered Investment Manager®.

# SPEAKER BIOGRAPHIES

## **Maria Pacella**

*Senior Vice President, Pender Ventures*  
PenderFund Capital Management



Maria has more than 20 years of investing and operational experience in emerging growth companies, with a focus on technology businesses. She spent 11 years with one of Canada’s largest venture capital firms where she invested in multiple early-stage technology companies and served on a variety of boards, in the areas of enterprise software and health-tech. Along the way she worked at two start-ups assisting with operational activities and strategic initiatives.

Prior to that Maria worked in M&A for Deutsche Bank. Current board roles include Clarius Mobile Health, Jane Software, Teradici, Librestream, One45 Software and Tantalus Systems. She is also on the SFU Beedie School of Business Advisory Board. She holds a BBA from Simon Fraser University, is a CFA charterholder and an active member and a past President of CFA Society Vancouver.

## **Roy Scott**

*CEO*  
Healthy Hip Hop



Roy Scott is CEO of Healthy Hip Hop Inc., an online platform powered by the arts and social interaction. Infusing hip-hop culture with cutting-edge technology, education, and positive attributes. After spending over a decade in the music industry and corporate communications, Roy knows what truly moves people, creating engaging products and content that resonates with the culture. Experiencing first-hand how influential hip-hop music was on himself as a child, Roy was inspired to create a positive alternative that focuses on uplifting the youth through promoting mental and physical health, educational achievement, and personal empowerment.

Roy is a battle tested and driven entrepreneur who has a wide range of experience from pitching on Shark Tank to securing over 200K in non-dilutive grants to build a tech company from scratch. Healthy Hip Hop has been highlighted in business journals across the country and most recently selected for the Arch Grants 2019 Cohort in Saint Louis, MO and the TechStars 20’ Social Impact Accelerator in Atlanta, GA. Roy is dedicated to his craft, yet more importantly self-improvement, faith, and family.

## **Mark Shulgan**

*Managing Director and Head of OMERS Growth Equity*  
OMERS



Mark Shulgan is Managing Director and Head of OMERS Growth Equity. He currently serves on the boards of Purpose Financial, TouchBistro and Coveo.

Prior to joining OMERS, Mark helped start and then led the Thematic Investing team at the Canada Pension Plan Investment Board (CPPIB). At CPPIB, Mark oversaw a \$5B investment portfolio comprised of public and private investments in technology, healthcare and consumer companies located in North America, Asia and Europe. Prior to CPPIB, Mark was a Vice President at Fortress Investment Group. He began his career as an investment banker at Scotiabank. Mark also volunteers as a Board Member of the Greater Toronto YMCA and is the Chair of its Investment Committee.

Mark is a graduate of Western University where he received a Bachelor of Arts and graduated with the Gold Medal.

# SPEAKER BIOGRAPHIES

## **Mohamad Yaghi**

*Co-Founder & CEO*  
Rakr



Mohamad is the co-founder and chief executive officer of Rakr and knows that there is an amazing opportunity to use technology in agriculture to increase profits by slimming down a farm’s operating costs and improving their environmental sustainability. With over a decade’s experience in the agriculture industry, Mohamad unique background as a journalist, policy adviser at General Electric, and data analytics consultant at KPMG is helping transform Rakr into one of the most promising agriculture technology companies in Canada.



# NOTES

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# MEMBER DIRECTORY

*The diversity, drive, experience, and resources of our members is what makes CAASA happen. The CAASA staff literally work all day to keep up with their ideas for advocacy and service offering initiatives; events of all sizes, on all topics, in many cities across Canada and elsewhere; and creating an environment where they can support each other and the industry at large.*

Thank you!

# MEMBER DIRECTORY

## INVESTORS & ALLOCATORS

Abaris Capital Advisors, LLC



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**BMO Nesbitt Burns (Individuals) - IIROC Broker Dealer**

Naveed Mohammed, *VP & Head of Managed Assets Strategy and Analytics*  
Mathieu Bouthillier, *Portfolio Manager & Investment Advisor*

# MEMBER DIRECTORY

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# MEMBER DIRECTORY

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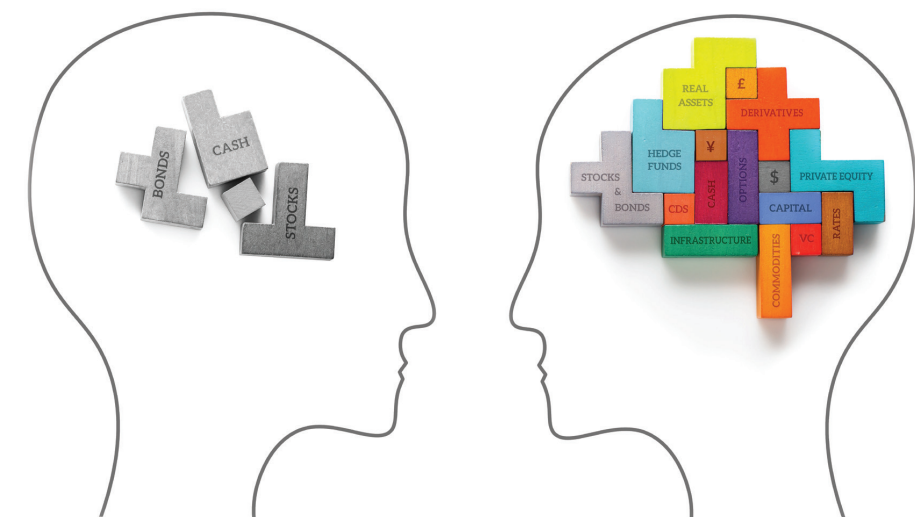
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# NOTES

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