

CAASA Virtual Family Office Summit 2020

Presented by: the Canadian Association of Alternative Strategies & Assets



**Wednesday, August 5th & Thursday, August 6th
Plus Additional Meeting Day: Friday, August 7th**



Discover the benefits of permanent residency in **the Cayman Islands**

- ▶ **TAX NEUTRAL**
No corporate, income, capital gains, inheritance, property or sales tax
- ▶ **ECONOMICALLY STABLE**
Strong government credit rating and budget surplus
- ▶ **LIVABLE**
One of the highest GDP per-capita rates in the world
- ▶ **FUNCTIONAL**
Modern infrastructure and excellent healthcare
- ▶ **SENSATIONAL**
Tropical year-round climate; exceptional marine and recreational environment
- ▶ **ACCESSIBLE**
An 80-minute flight from Miami.
3.5 hour flight from Toronto.

Apply for permanent residency by investing in real estate. We can assist with your property search and learning about programme options.

Safe. Simple. Sophisticated.
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ALGONQUIN
CAPITAL

The Algonquin Debt Strategies Fund offers diversification through strategies that can generate strong returns whether interest rates rise, fall, or stay the same.

Our Objectives

- Target absolute returns of 6-9%
- Emphasis on capital preservation
- Diversification from both equities and fixed income

Our Approach

- Hedge the interest rate risk of investment grade corporate bonds
- Isolate the credit exposure
- Actively manage and trade the portfolio

Contact
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Founding Partner

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www.algonquincap.com

IMPORTANT: The information contained in this document is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. This document is not, and does not constitute, an offer to sell or the solicitation, invitation or recommendation to purchase any securities. An offering memorandum containing important information relating to the Algonquin Debt Strategies Fund has been prepared. Copies of the offering memorandum may be obtained from Algonquin Capital Corporation. Investors should read the offering memorandum before making an investment decision.



WELCOME TO OUR IN-DEPTH LOOK INTO FAMILY OFFICE ISSUES

The CAASA Family Office Summit brings together speakers and participants from single and multi-family offices, investment dealers, Canadian and global investment management houses, and affiliated service providers. Panels and break-out sessions will focus on key issues facing family offices in Canada and elsewhere including structuring, legal & tax issues, IT and operational areas, and investments - including: hedge funds, CTAs, private equity, private lending, real estate, infrastructure, and crypto-assets/blockchain-related investments. All content is subject to Chatham House Rule.

THANK YOU TO OUR SPONSORS



Discipline Today to Stay Ahead of Tomorrow

In an ever evolving market environment, discipline matters now more than ever before. Through our Shared Intelligence, Measured Approach and Active Accountability, we offer a spectrum of alternative solutions that can deliver stability to your investments, whatever tomorrow may bring.

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MANAGERS OF FARMLAND INVESTMENTS

WHO ARE WE?

We are managers of farmland investments. We have created an opportunity for investors to add farmland holdings to their investment portfolios in a tax effective manner. We believe farmland will continue to be an excellent investment given the expected increase in global demand for agricultural products and ongoing increases in farm yields.

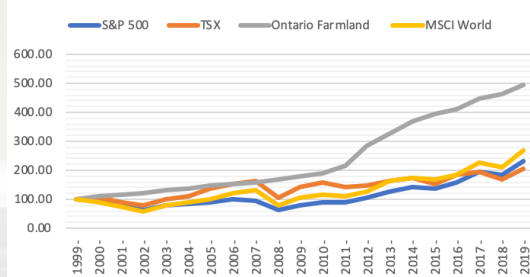
WHAT DO WE DO?

AGinvest raises capital to purchase, optimize and manage premium Ontario farmland. AGinvest works with progressive farm operators using a grower's agreement to generate annual income.

ENVIRONMENTALLY RESPONSIBLE INVESTING

We are dedicated to responsible and sustainable farming and land management practices. We follow practices that support both environmental health and the longevity of our farmland properties, which in turn ensures we deliver beneficial investment and sustainability outcomes for our farm operators.

Returns since the turn of the Century



WWW.AGINVESTCANADA.COM

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: 45+ events, including this conference, have occurred or are planned in 2019.

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.

FORMATS FOR THE DAYS

A PLETHORA OF WAYS TO LEARN AND INTERACT

TÊTE-À-TÊTE MEETINGS

This is your opportunity to schedule one-on-one meetings with any conference delegate. All matching MUST be completed by end of day on Monday, August 3rd to ensure the scheduling software has time to confirm the meetings and each one is served up to you at the right time.

You can schedule as few or as many (up to 48, 15-minute meetings over the 3 days): each morning and afternoon on August 5th and 6th and all day (9am - 5pm) on August 7th. Over the years we received feedback that these are possibly the best part of our conferences as it gives folks an opportunity to connect away from the scheduled panels and meal times and really drill down into their respective interests. The software automatically suggests times that are mutually convenient for both parties.

Anyone can book a meeting with any other delegate. Please decline meetings that you might not be interested in or able to commit too - then the other party can invite another to chat. And if you are interested, you're free to connect via our messenger or email (we do not release delegate emails or other contact information, so you'll have to ask for it or send yours along to them and await a response).

All meetings will be scheduled via our conference app and web portal. Meetings must be completed by noon on Monday, August 3rd to ensure entry into the virtual room.

TABLE TALKS

We do not sell paid-for speaking spots, preferring delegates to choose when they might like to hear from sponsors. Table Talks are 20-minute sessions where anywhere from 2 to 30 delegates can get a briefing on a topic and participate in an interactive discussion. As with all of our events, we refrain from pay-to-play and draw all speakers from membership and prefer audiences to opt-in to more niche discussions, as will be delivered at the Table Talks.

Attendees can choose up to three sessions out of 10 offered on Day 1 and up to three sessions out of 10 on Day 2. **Titles/topics of each session will be published on our conference app and web portal, also where attendees will register for their desired sessions. This must be completed by noon on Monday, August 3rd to ensure entry into the virtual room.**

TMX MARKET OPEN

As everyone knows, the stock markets open and close each day, and this continues during the pandemic. Up to 20 conference delegates will have the opportunity to be part of the virtual open on Monday, August 3rd.

DAY 1 AGENDA

WEDNESDAY, AUGUST 5th

9:00 AM	Tête-à-tête meetings (4 x 15-minute meetings)
10:00 AM	Blockchain Brunch Arthur Salzer , Northland Wealth Management (moderator), Fred Pye , 3iQ Corp., Kunal Bhasin , KPMG, and Tanya Woods , Chamber of Digital Commerce
11:00 AM	Morning break
11:15 AM	Pitch Perfect James Rosebush (trainer & moderator), and representatives from ICM Asset Management , Ardenton Capital , ReSolve Asset Management
NOON	Lunch break
12:15 PM	Liquid Alts Lunch Craig Machel , Richardson GMP (moderator), Jason Chertin , McMillan LLP, Brian D'Costa , Algonquin Capital, Michael Schnitman , Mackenzie Investments, Naveed Mohammed , BMO Nesbitt Burns
1:00 PM	Alt Alts Panel Keith Black , CAIA Association (moderator), David Jarvis , Corton Capital, Ali Alagheband , Sagard Holdings, Yash Gupta , Morgan Stanley Investment Management
1:45 PM	Afternoon break
2:00 PM	Table Talks (3 x 20-minute meetings)
3:00 PM	Tête-à-tête meetings (4 x 15-minute meetings)
4:00 PM	Quarantini Time BYOB for this time to virtually mingle with delegates and chat in private virtual meeting rooms.
5:00 PM	End of Day 1 Program

SPECIAL EVENTS

DAY 1 - WEDNESDAY, AUGUST 5th

PITCH PERFECT

An entertaining and informative way to get to know managers and strategies. A new addition to the Family Office Summit, this session (11:15am - Noon) features three asset managers delivering their 5-minute pitch to a panel of distinguished investors. Each of the managers will be provided with expert presentation and oration training by coach and author James Rosebush over the previous days. The pièce de résistance will be the verdict from each judge whether they would “take a meeting” or not from the manager.

Harrowing, perhaps, indeed for some, but we believe this will be truly expansionary for the manager’s ability to articulate their value proposition and in their confidence to put it forth. Should be fun!

QUARANTINI TIME

Time to relax a bit. Although we cannot be physically close with drink in hand, we know that mingling is an important part of any conference. We will be researching and trying a few ways to make this as interactive and fun as possible (vs. a huge hang out or randomized rooms, which might be a fall-back). You can be sure of a good time, in any case.

THURSDAY, AUGUST 6th

BEAVER LODGE

Modeled after Dragon’s Den, this session will put three entrepreneurs in front of four seasoned investors: one from a major pension plan, one in a VC equity fundraising platform, one from a lender, and one from a family office. This is your opportunity to see how these allocators approach venture financing and how you can streamline and enhance your diligence process.

FRIDAY, AUGUST 7th

A DAY OF TÊTE-À-TÊTES

In order to give more opportunities to bring people together with our opt-in meeting structure, our third day is 100% meetings. These can be booked on Day 1 or 2 or prior and makes a great occasion to plan a day of introductory, deeper diligence, or re-acquainting meetings for all participants.

DAY 2 & DAY 3 AGENDAS

THURSDAY, AUGUST 6th

9:00 AM	Tête-à-tête meetings (4 x 15-minute meetings)
10:00 AM	Wake-Up Speaker Kris Coleman , Red Five Security
11:00 AM	Morning break
11:15 AM	ESG & Impact Investing Panel Ranjan Bhaduri , Bodhi Research Group (moderator), Mike Sell , Alquity Investment Management, Bonnie-Lyn de Bartok , The S-Factor Co., Jason Landau , Waratah Capital Advisors.
NOON	Lunch break
12:15 PM	Lunchtime Fireside Paul Desmarais III , Sagard Holdings with James Burron , CAASA
1:00 PM	Beaver Lodge John Ruffolo , former head of OMERS Ventures, Sophie Forest , Brightspark Capital, Shez Samji , Silicon Valley Bank, Enzo Gabrielli , Horizon Capital Holdings
1:45 PM	Afternoon break
2:00 PM	Table Talks (3 x 20-minute meetings)
3:00 PM	Tête-à-tête meetings (4 x 15-minute meetings)
4:00 PM	End of Day 2 Program

FRIDAY, AUGUST 7th

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

TABLE TALKS - AUG 5

Family Office Summit - Table Talk
Family Office Solutions
Diversified portfolios for unique situations

Tyler Chapman
VP, Institutional & Key Account Solutions

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Family Office Summit - Table Talk
Real Assets Generating Real Returns
Opportunities in Ontario Farmland accessible to Family Offices and HNW individuals

Anthony Faiella
Senior Vice President

Kent Willmore
President

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Family Office Summit - Table Talk
Going Offshore
Relocating your family office to the Cayman Islands

Sue Nickason
VP Marketing & Sales

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Family Office Summit - Table Talk
New Thinking in Multi-Family Office
Introducing a new advising model

Eric Lapointe
Founder & CEO

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Family Office Summit - Table Talk
Public-Private Real Estate Arbitrage
Creating wealth from research & mispricings

Jimmy Shan
Partner

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Family Office Summit - Table Talk
Private Equity Secondaries Post Crisis
The era of transformation

Yash Gupta
Vice President

Matt Sebesten
Executive Director

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Family Office Summit - Table Talk
The Optimal Trading Desk – Insourcing & Outsourcing
Identify the model for your business & culture

Benjamin Arnold
Founding Partner & CEO

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Family Office Summit - Table Talk
Long Term Private Equity Investing
Investing in truly permanent businesses

James Livingstone
Chief Executive Officer

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Family Office Summit - Table Talk
Life Sciences – Counting Cards in Biotech
A framework for evaluating development stage companies

Michael Caldwell
Portfolio Manager

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Family Office Summit - Table Talk
Venture Debt
Providing growth capital to leading tech companies

Gordon Henderson
Managing Director, Portfolio Management

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TABLE TALKS - AUG 6

Family Office Summit - Table Talk
ESG in a Hedge Fund Wrapper
How Long-Short Investing can Provide Returns While Doing Good

Andy Yan
Investor Relations Associate

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Family Office Summit - Table Talk
The Glamorous World of Back-Office
What your fund administrator should be doing for you

Dennis MacPherson
Senior Vice President

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Family Office Summit - Table Talk
Bespoke Portfolio Management
Using managed accounts – tailored to your needs

Mark Tower
Director, North American Business Development

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Family Office Summit - Table Talk
There's Music in the Air – Streaming & Music Royalties
Income & growth from an emerging asset class

Doug Laird
Managing Director

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Family Office Summit - Table Talk
IP Fund – An Absolute Return Hedged Equity Fund
Would you drive without a seatbelt?

Philip Smith
Portfolio Manager

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Family Office Summit - Table Talk
Alternative Distribution of Alternative Funds
How to get your fund on the Big Board

Jackson Lin
Head of NAVex Traded Funds & Mutual Funds

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Family Office Summit - Table Talk
Maintaining Technological Integrity
Ensuring your communications are secure

Michael Fowler
Founding Partner

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Family Office Summit - Table Talk
Digital Onboarding
Distancing yourself while getting close to the client

Lawrence McCann
VP Sales & Relationship Management

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Family Office Summit - Table Talk
Can You Hear Me Knocking?
Waking up to the new credit market reality

Brian D'Costa
Founding Partner & President

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Family Office Summit - Table Talk
Real Estate in a COVID World
New views on the pandemic and its effects

Tariq Adi
Chief Executive Officer

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NOW WITH OUR DATAROOM

ALL THE DATA YOU NEED TO BOOK YOUR MEETINGS

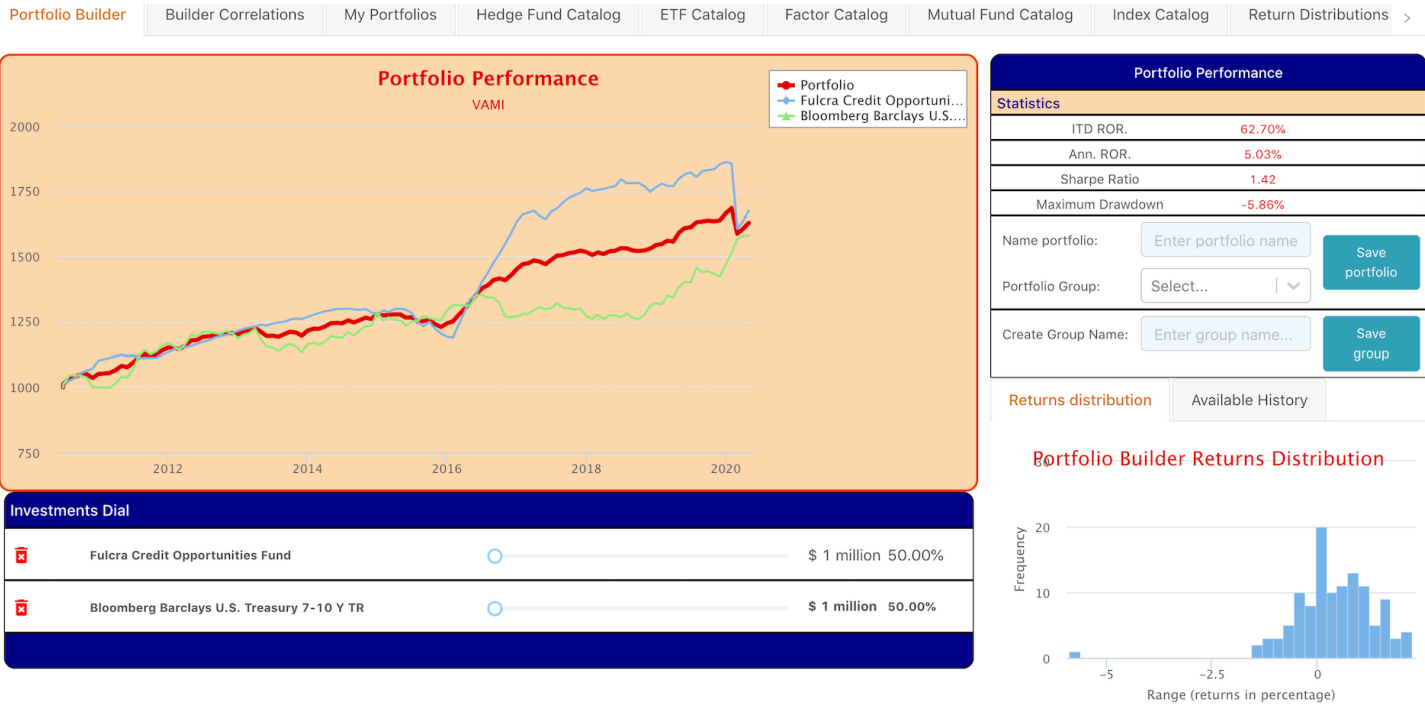
At the suggestion of one of our single family office members, we partnered with SigmaSandbox to create a dataroom to provide a more robust experience for managers and investors by getting performance and other information into the hands of prospective investors. We believe this free offering, exclusive to CAASA members, can be used in advance of the conference, during it, and afterward as much as one might like.

FOR INVESTORS

Simply create a login and you can search the database, choose any number of funds, introduce them into a portfolio approximating yours (more than 2,500 ETFs and 115 indices to choose from) to see how they might have affected its returns, and/or download tear-sheets of the fund to get portfolio and other data on it, the manager, and whom to contact to get more information. You can also use this to research managers who have invited you to meet or, if you like, extend your own invitations for a tête-à-tête (more on these on subsequent pages).

FOR MANAGERS

Uploading your performance and other information gets you on the radar of delegates at the conference and, as SigmaSandbox and CAASA will be making this available to more than 1,000 endowments, other significant investors, and wealth managers across North America and around the world with our ongoing events and those held in concert with other associations and the Government of Canada. It is simple and easy to do so and sets your fund apart with the opportunity to have many investors see how well you manage funds entrusted with you.



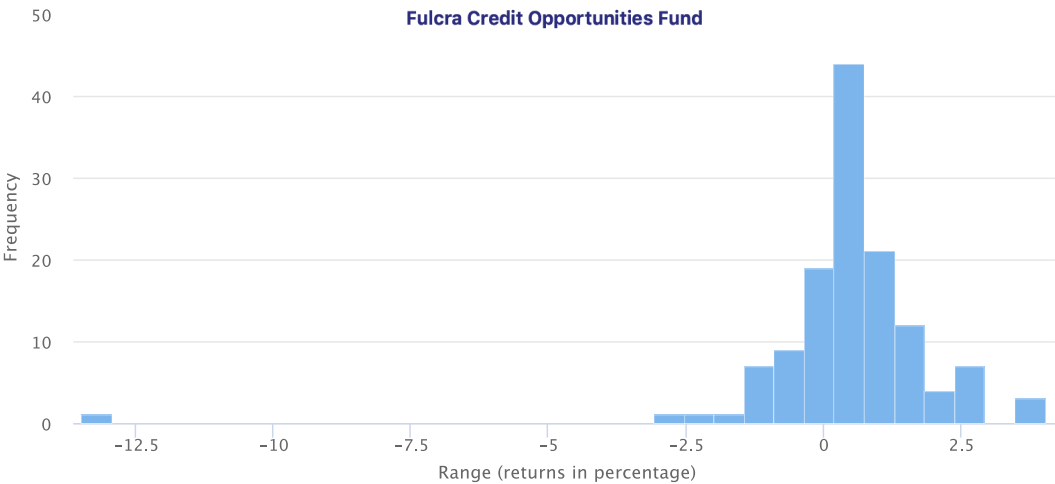
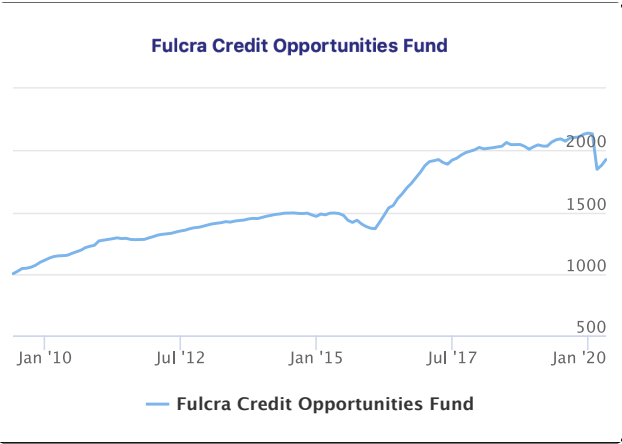
Fulcrum Credit Opportunities Fund
MTD: 2.56 %, YTD: -9.57 %, ITD: 92.56 %

Contact Information
Fulcrum Credit Opportunities Fund
Charles Baumberg, Bus Development
Suite 950, 609 West Hastings Street
Vancouver V6B4W4
cbaumberg@fulcrum.com
236-984-4859

Factor Details

INVESTMENT OBJECTIVE & STRATEGY Fulcrum Credit Opportunities Fund seeks to generate consistent absolute returns with a primary focus on capital preservation through investing in bonds, loans and other fixed income securities but may hold equity and other equity-like securities. The Investment Manager employs a fundamental due diligence and value investing approach to identify undervalued securities. The Fund does not use leverage and hedges foreign currency exposure.

Statistics & Ratios Summary		
	Fund	Benchmark
Ann. RoR	6.19 %	N/A
Sharpe Ratio (0%)	1.07	N/A
Sortino Ratio (0%)	0.73	N/A
Average Monthly Return	0.52 %	N/A
Highest Monthly Return	4.03 %	N/A
Lowest Monthly Return	-13.46 %	N/A
Maximum Drawdown	-13.72 %	N/A
% Positive Months	77.86 %	N/A
% Negative Months	22.14 %	N/A
Average Monthly Gain	1.01 %	N/A
Average Monthly Loss	-1.20 %	N/A
Fund to SP 500 correlation:	0.36	N/A



Highcharts.com

Monthly Performance

Fulcrum Credit Opportunities Fund														
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	
2020	0.47%	-0.30%	-13.46%	1.72%	2.56%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	-9.57%	
2019	1.02%	0.76%	-0.47%	-0.05%	1.63%	0.91%	0.36%	-0.92%	1.21%	0.25%	0.18%	1.02%	6.03%	
2018	0.95%	-0.58%	0.23%	0.24%	0.32%	0.26%	1.51%	-0.87%	0.04%	0.04%	-0.72%	-1.19%	0.20%	
2017	2.91%	1.73%	0.40%	0.48%	-1.25%	-0.74%	1.79%	0.76%	1.33%	1.03%	0.57%	0.58%	9.95%	
2016	-0.98%	-0.31%	3.93%	3.98%	4.03%	1.20%	3.67%	2.41%	2.87%	2.14%	2.66%	2.52%	31.85%	
2015	-0.82%	1.32%	-0.47%	0.93%	0.10%	-0.29%	-0.97%	-2.76%	-1.20%	1.28%	-2.12%	-1.48%	-6.38%	
2014	0.63%	0.68%	0.50%	0.50%	0.27%	0.45%	0.02%	0.08%	-0.24%	-0.12%	0.24%	-0.95%	2.07%	
2013	0.72%	0.64%	0.37%	0.33%	0.59%	-0.27%	0.60%	0.31%	0.25%	0.63%	0.33%	-0.12%	4.46%	
2012	0.82%	0.97%	0.45%	0.32%	0.32%	0.77%	0.63%	0.46%	0.86%	0.61%	0.26%	0.64%	7.34%	
2011	2.90%	0.46%	0.46%	0.47%	0.55%	-0.45%	0.14%	-0.70%	-0.14%	0.09%	0.07%	0.95%	4.86%	
2010	1.49%	1.56%	1.12%	0.51%	0.13%	0.28%	1.31%	1.14%	1.08%	1.76%	0.89%	0.66%	12.59%	
2009	N/A	N/A	N/A	N/A	N/A	N/A	1.92%	2.27%	0.23%	0.80%	1.49%	2.25%	9.28%	



Welcome to the family office of the future UHNW ONLY

TWO NEW MEMBERSHIP CATEGORIES

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.

(START-UP) FOUNDER

We have had a great deal of interest from start-up founders to be involved with our events and initiatives over the last few months - especially as we are active in the family office / angel network and venture capital funds.

To this end, we have created a Founder category to cater to this type of member. We will also feature Founder members on our panels and podcasts and organize special events for them to connect with funding sources and source best practices and great ideas from peers and others.

The intent is to work with true start-ups and give them access to great content and connections and CAASA reserves the right to require certain companies that might be better categorized as managers or service providers - especially if they might be considered mature or with substantial backing - to be so categorized and pay the relevant fee.





True administrative partners allow fund managers to *focus* on managing their portfolios...

SGGG Fund Services Inc. has been providing third-party Fund Valuation & Accounting and Unitholder Recordkeeping & Transfer Agency services to investment fund managers since 1997.



To learn more about us, please visit our website at www.sgggFSI.com



MORE MEMBER BENEFITS

OFFERING MEMORANDUM PROCESSING

We have partnered with CAASA member, DealMaker, to deliver a transformative solution to our Fund Manager members.

DealMaker is a digital platform that offers Fund Managers a better way to process OM transactions. Conducting OM transactions on DealMaker saves Fund Managers significant time and money. The platform supports an additional wide range of issuer transactions. DealMaker transforms the sale of private securities into an efficient online process.



DealMaker offers the option of fund collection, providing a one-stop solution for investors. Investors on DealMaker benefit from the speed and convenience of signing online with e-signature. DealMaker eliminates the hassle of having to print, sign, scan, correct, and send reams of paperwork. Issuers and managers benefit from gaining access to a portal that tracks the signing process of all documents, investors, and advisors on the platform, using real-time data.

CAASA members receive a 30% discount on DealMaker. Contact info@dealmaker.tech to receive complete pricing and more information. We are not receiving any compensation for this partnership and offer all savings to our members.

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!

Read more at caasa.ca - or contact us at +1 (647) 953-0737 or caroline@caasa.ca

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DISCIPLINE. EXECUTION. RESULTS.



Adi Capital Partners is the investment management affiliate of Adi Development Group, a vertically integrated real estate developer with deep expertise in award winning residential and mixed-use projects. With over \$2 billion currently in development, Adi offers attractive investment opportunities to qualified investors via closed-end opportunistic and value-added real estate funds that leverage Adi's unique approach to development and provide investors with outsized returns. For investment inquiries, please email info@adicapitalpartners.com

ADICAPITALPARTNERS.COM

DrieHaus Capital Management is a privately held investment management boutique based in Chicago, Illinois with over CAD 12 billion in assets under management. Founded in 1982, the firm manages active growth equity strategies and alternative investment strategies on behalf of a diverse institutional client base comprised of corporate and public pensions, endowments, foundations, sub-advisory, family offices, wealth managers and financial advisors, globally.

INVESTMENT CAPABILITIES:

US Growth Equities, International Equities, Emerging Markets, & Alternative Investments



THE DRIEHAUS APPROACH TO LIFE SCIENCES

The central pillar of our Life Sciences investment philosophy at DrieHaus is the observation that markets systematically misprice the probability of success in development stage biotech companies, and this inefficiency can be repeatedly and sustainably exploited. Investing in the life sciences is a core competency at DrieHaus, leveraging a framework developed over the past decade.

DRIEHAUS LIFE SCIENCES STRATEGY

Our DrieHaus Life Sciences is a concentrated, long/short healthcare strategy with a long bias and opt-in/out for private transactions. We aim to generate venture like returns over a full market cycle.

For additional information, please contact Lee Diamandakis, Senior Vice President of Institutional Sales at ldiamandakis@driehaus.com or 312-587-3859.

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SUMMIT POLICIES

PRIVACY & SECURITY

Typically, we do not release the names of individuals attending CAASA events - including to sponsors and speakers at events - although we may disclose the employers of attendees, except for those working at single family offices which are redacted. For this gathering, of course, all delegates have access to the individuals' names and employers for the purpose of scheduling meetings and booking seats at Table Talks. However, **we never release the email addresses or phone numbers of attendees**; asking instead that folks reach out via the mobile app / web portal or other means such as corporate websites or services such as LinkedIn. We can pass on contact requests to another party, without any guarantee of a response.

To ensure the security of information and views expressed during the summit panels and other sessions, we use a scheduling platform that integrates pre-recorded and live video so that all attendees can easily connect during the tête-à-tête sessions, Table Talks, and plenary times. Since attendees will be identified as their login name for each session, **if we see duplicate names or believe another person is using a delegate's login, we will terminate transmission and investigate** - and ask attendees to let us know if they see something suspicious.

All tête-à-têtes and Table Talks will not be recordable via the site and all plenary sessions will only be broadcast live. Recordings of any of the proceedings will not be released post-event in order to keep the live-feel of an in-person event and ensure that potentially sensitive information inadvertently communicated does not go further. **All of our sessions are strictly Chatham House Rule** and we ask all delegates to refrain from using screenshots and other archival methods as well as not tweeting or using other social media concerning any of the speakers, topics, or information communicated. Any communication should be broad and general and have absolutely no attribution of any notions to any speaker. If one wishes to use social media about the Family Office Summit generally, **our preferred hashtag is #FOS2020.**

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KEYNOTE SPEAKER

PAUL DESMARAIS III

Paul Desmarais III is the Chairman and CEO of Sagard Holdings, the Executive Chairman and Co-Founder of Portag3 Ventures, and the Chairman and co-founder of Diagram. Within the investment portfolios of Portag3 Ventures and Sagard Holdings, he is the Chairman of Wealtheasy and Peak Achievement Athletics and a director of Koho, Integrate AI, and IntegraMed.



Paul is also a Senior Vice President of Power Corporation of Canada and Power Financial of Canada. As a part of his responsibilities at the holdings, he sits on the boards of Groupe Bruxelles Lambert, and Imerys. Prior to his current role, Paul worked at Goldman Sachs in the Investment Banking Division, Investment Group, and Special Situations Group; Imerys in supply chain management and strategy; and Great West Lifeco in risk management. Paul is a recipient of a B.A. in economics from Harvard College and holds and an MBA from INSEAD in France.

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KEYNOTE SPEAKER

KRIS COLEMAN



Mr. Kris Coleman founded Red Five Security in 2004 to provide world class, state of the art security and protective intelligence services. Mr. Coleman continues to use his knowledge, experience, and integrity to grow Red Five into a multi-faceted company focused on bespoke security solutions for unique clientele.

Working in both the private and public sectors throughout his 20+ year career, he has served with the Central Intelligence Agency, the Federal Bureau of Investigation, and as a former Principal with Good Harbor Consulting. Mr. Coleman's

depth and range of experiences allows the Red Five team to specialize in high quality, proactive, and discreet security services. He has built a unique capability in Red Five to support clients with tailored low-profile security operations, analysis, training, and program and system design.

A distinctive portion of Mr. Coleman's work in the private sector includes the complete assessment, design development, and installation of cutting-edge security programs for high net worth clients. Projects have included large residences in Florida, California and the Washington DC, area (some in excess of 45,000 square feet), commercial facilities with challenging security requirements, as well as unique sites overseas.

Mr. Coleman has also consulted on the pre-construction security design review for the Louvre Abu Dhabi, Guggenheim, and Sheik Zayed National Museums on Saadiyat Island in the United Arab Emirates as part of a multi-disciplinary team. He has extensive experience re-evaluating protective units and residential security for US-based Fortune 50 CEOs and their global properties, including one effort to completely re-engineer and retrain a family's protective detail. He also led a team for a top US retail client to conduct risk assessments for executives involved in an acquisition in Central America.

During his tenure with the CIA, Mr. Coleman conducted threat and vulnerability assessments and developed programmatic approaches to counterterrorism and law enforcement for such countries as Italy, Pakistan, Saudi Arabia, Colombia, and Jordan. Deployed with the CIA's protective operations cadre he was a Senior Instructor, Team Leader, and Operator for low and high-profile operations. Mr. Coleman also served four years as a Special Agent with the FBI, with a focus on criminal investigation of international organized crime and international terrorism. He was a member of the FBI's enhanced SWAT Team and is an FBI-certified instructor in firearms, protection, surveillance and counter-surveillance. Over the course of his government career he has been involved in numerous major security events both overseas and domestically with National Special Security Events, providing assessments, tactical response and protective services.

Mr. Coleman graduated from the University of Arkansas with a BS in Public Administration. He is also the author of a copyrighted protective intelligence methodology for executives known as PRIME member of the American Society for Industrial Security, Society of Former Special Agents of the FBI, and the Association of Former Intelligence Officers.

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PITCH PERFECT COACH & EMCEE

THE HONORABLE JAMES S. ROSEBUSH



James Rosebush is a widely recognized leader in building and managing corporate, family office, and philanthropic organizations as well as serving as an advisor to families on the complex issues of wealth management. He recently published his second book and best-seller, *True Reagan: What Made Ronald Reagan Great and Why It Matters*, a rare insight into the fortieth president's mysterious character as Rosebush discerned it from his years of working for him. Rosebush is a frequent public speaker before various audiences and the media on leadership, politics, philanthropy, and the Reagans. He co-created Deal Ring, a platform to train investment managers to make the perfect pitch and compete for investment dollars. He coaches business leaders to become impact speakers through www.impactspeakercoach.com. His third book *Winning Your Audience* was released in April 2020.

He is the founder and CEO of an international advisory firm, GrowthStrategy, Inc. focused on management strategies, finance, marketing, and communications, that result in measurable growth for Fortune 500 companies as well as startups. In 2018 he launched Intersection Impact Fund, following his life-long passion for impact investing and philanthropy.

At the request of President Bush, he created and was the first CEO of the Challenger Memorial Foundation, with forty-six space science education centers around the world. He served as the president and board member of the Fairfax County Education Foundation, Chief Executive of the Howe School—a leadership academy, as founder and CEO of The Technology Transforming Education Compact, and President of the Urban Monuments Foundation. He has served on the Board of and was finance committee chair for The Phillips Collection, America's first museum of modern art, where he originated the Duncan Phillips Collectors Medal awarded to Leonard Lauder and David Rockefeller among other leaders in philanthropy and the arts.

In the White House Mr. Rosebush was President Reagan's "point man" on philanthropy and public-private partnerships and also the longest-serving Chief of Staff to the First Lady. He managed all the official activities of the First Lady including press and media, scheduling, projects and policy (including the anti-drug campaign), as well as the official functions held in The White House. During his tenure Nancy Reagan's public approval rating increased to an all-time high.

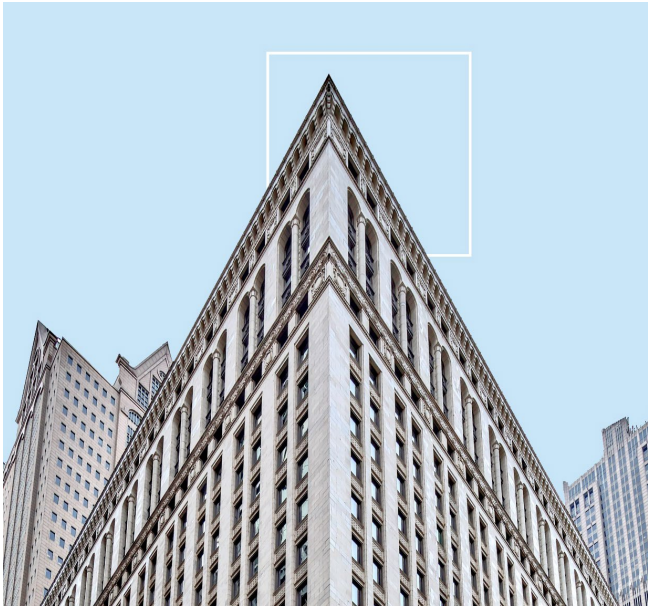
Mr. Rosebush has also had significant management experience in philanthropy. He was director of corporate contributions for The Standard Oil Company, founding vice president for the National Chamber Foundation, and held management positions with the New England Association of Grantmakers and the CS Mott Foundation and was a founder of Grantmakers in Health, Inc.

He earned an MA degree in Public Affairs from Boston University and a BA in Business from The Principia College. He has lectured and taught as an adjunct professor at Georgetown and George Washington Universities on corporate public issues and the history of philanthropy. A native of Flint, Michigan, Mr. Rosebush resides in Washington, DC area with his wife of forty-five years, the former Nancy Paull. They have two grown daughters and six grandchildren.

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PITCH PERFECT JUDGES

SHAEL SOBERANO



Shael Soberano, CFA, is the Chief Investment Officer of Sharno Group Inc., a privately owned independent principal investment group and family office focused on identifying strategic, value-add investment opportunities across a wide range of traditional and alternative asset classes and strategies. Shael brings the most current analytical tools and rigorous discipline to the financial analyses he utilizes in capital allocation decisions. Shael developed and refined his financial expertise as a securities analyst and principal investor across a wide array of alternative investments.

Shael is also the President & CEO, Portfolio Manager & Chief Compliance Officer of Sharno Capital Corporation, a registered Exempt Market Dealer and Portfolio Manager with the Ontario Securities Commission, and distributes securities in Ontario to eligible Accredited Investors.

Most recently, Shael Soberano was Vice President, Senior Analyst at Vision Capital Corporation, a leading Toronto-based Hedge Fund manager focused on publicly traded real estate related securities. Shael first joined Vision Capital as an Analyst in 2009, shortly after its inception. He was promoted to Vice President, Senior Analyst in 2014, and was registered as an Advising Representative with the Ontario Securities Commission in 2017. With a wide range of roles spanning both business development and investment management initiatives, Shael’s contributions were integral in growing Vision Capital’s assets under management and contributed to its award-winning risk-adjusted performance over that period.

Shael is a CFA Charterholder and completed the Bachelor of Management and Organizational Studies Honours Degree with a Specialization in Finance at the University of Western Ontario. Shael completed the Partners, Directors, and Senior Officers (PDO) Course in 2019 and the Canadian Securities Course (CSC) in 2010, provided by the Canadian Securities Institute (CSI).

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PITCH PERFECT JUDGES

DANIEL STOW

Daniel Stow is the Chief Investment Officer at Zen Capital & Mergers. His primary job functions include looking for new investments and opportunities while managing the balance of the portfolio. Zen Capital & Merger's mission is to seek investments that meet their return requirements in conjunction with looking for quality management and integrity. As the Chief Investment Officer, Daniel is responsible for monitoring, managing, and developing investments in alternative assets.



Daniel proactively keeps up to date with market developments and regulation changes. He has confidence in dealing with board members, committees, and external fund managers. As a consequence of his 7 years' experience with the company, Daniel has a seasoned perspective on how to manage an international portfolio with investments in both public and private companies. He has a Bachelor of Business Administration Honours with Distinction in International Business and Finance. In addition, Daniel also holds the CSC accreditation from the Canadian Securities Institute.

When he is not keeping busy at Zen Capital & Mergers he enjoys getting outside and enjoying the beautiful nature British Columbia has to offer.



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BEAVER LODGE JUDGES

JOHN RUFFOLO



John Ruffolo is the Founder of OMERS Ventures and the Co-founder of the Council of Canadian Innovators. Over the course of John's leadership, OMERS Ventures had invested over \$500 million of capital in over 40 disruptive technology companies across North America, including growth investments in Shopify, Hootsuite, Rover, Desire 2 Learn, Hopper, DuckDuckGo, Wattpad, TouchBistro and League. John also formed Platform Investments, OMERS' innovation arm, where he led investments in Purpose Financial, PointNorth Capital, District Ventures, OneEleven and ArcTern Ventures. The Council of Canadian Innovators is a non-profit

organization dedicated to helping high-growth Canadian technology firms scale up globally. As Canada's business council for a 21st century economy the Council is made up of CEOs from Canada's most promising technology companies. The Council's position is to promote, share, and collaborate with public policy leaders on key policy levers to optimize the growth of Canada's innovation-based sector.

John currently sits on the boards of a number of leading innovative organizations including ArcTern Ventures, Canopy Rivers, Continuum Residential REIT and Ether Capital. John has also previously served on the boards of Hootsuite, Wave, Desire 2 Learn, Purpose Financial, MMM Group, Ontario Centres of Excellence (OCE), Sustainable Development Technology Canada (SDTC), OneEleven and Cummunitech.

In addition, John sits on the board of a number of not for profit organizations including the David Suzuki Foundation as Vice-Chair, the Royal Ontario Museum, Caldwell's Top 40 Under 40 and The Dean's Advisory Council for the Schulich School of Business.

John was a Partner at Deloitte, as well as the Global Thought Leader, the Global Tax Leader and the Canadian Industry Leader for Deloitte's Technology, Media and Telecommunications (TMT) practice. He was also a member of the firm's Tax and TMT Global Leadership teams and a member of Deloitte's Board of Directors.

A certified public accountant, John was formerly a partner with Arthur Andersen LLP and has also spent time as an instructor for both the Chartered Professional Accountants Canada and York University's Schulich School of Business, from which he holds a Bachelor of Business Administration.

In 2018, John was honored with the Order of Merit of the Italian Republic which made him a 5 class Knight. The highest ranking honour of the Republic, it is awarded for "merit acquired by the nation" in the fields of literature, the arts, economy, public service, and social, philanthropic and humanitarian activities and for long and conspicuous service in civilian and military careers.

BEAVER LODGE JUDGES

SOPHIE FOREST



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.

BEAVER LODGE JUDGES

SHEZ SAMJI



Shez Samji is the managing director of the Private Equity Services practice for Silicon Valley Bank in Toronto, where he is responsible for leading the bank's practice across Canada. In his role, he works closely with existing and new venture capital and private equity firms, leveraging SVB's specialized financing solutions to help them execute quickly.

With SVB, Shez is positioned to leverage his deep understanding of client needs to increase their value by parlaying the bank's unique platform, unparalleled expertise and powerful global network. Prior to SVB, Shez was a vice president at Third Eye Capital, Canada's largest private debt and special situations investor. Shez has more than ten years of private equity and credit investing experience. He began his career at BMO Capital Partners, the Bank of Montreal's principal investing division.

Shez lives in Toronto with his wife and daughter. Outside the office, Shez serves on the Investment Committee for Community Development Venture Fund, a nonprofit micro-loan company founded to support entrepreneurship, particularly among immigrants to Canada.

BEAVER LODGE JUDGES

ENZO GABRIELLI



Enzo Gabrielli has been with the family office of the Right Honorable Paul Martin for the past 15 years and is currently the Executive Vice President and CFO. The principal holding is CSL Group (Canada Steamship Lines) which is the world's largest commercial manager of self-unloading vessels, and operates highly specialized fleet for off-shore trans-shippers and bulk carriers.

Horizon Capital Holdings Group is a broad-based investment vehicle and management organization that provides diversification to marine logistics. Our portfolio includes North American real estate and direct investments in private companies, with a primary intent to buy and hold for expansion and growth.

In his capacity, Enzo holds the title of President for various subsidiaries companies and also serves as a director and audit committee chairman for several portfolio investments and not-for-profit entities. He oversees the real estate and investment portfolio, assists with various philanthropic initiatives and manages the various facets of a family office.

Prior to joining Horizon, Enzo worked for accounting firms in the financial advisory services, with significant experience in corporate finance, M&A transactions, insolvency and corporate restructuring in Canada and United States.

Enzo pursued his graduate studies at McGill University where he graduated with Great Distinction. He holds both a chartered accountant and chartered financial analyst designation as well as the ICD.d designation. He lectured in the business program at McGill University.

BEAVER LODGE FOUNDER

Business Description:

QuadFi is a Fintech startup based in Toronto, Canada. We are an online financial institution with a clear mission: to empower Invisible Credit Groups (“ICGs”).

ICGs include a large, under serviced portion of the population – students, Millennials, Generation Z, New Canadians, and military veterans. They are “invisible” because they lack sufficient credit history in Canada and are penalized or rejected by traditional credit scoring systems. We address this problem by applying made-in-Canada machine learning algorithms to extract and analyze risk data across multiple datasets ignored by, or unavailable to, FICO. This is a massive market opportunity missed by market-dominant credit methodologies that exclude 70 million Americans, 10 million Canadians, and \$6 Trillion in potential borrowing.

We have developed and tested two revenue-generating products to help ICGs:

1. **A Novel Risk Rating Model for Students and Millennials:** Utilizing advanced machine learning, AI algorithms and different sources of alternative data such as the customer’s educational information, we have developed a proprietary risk rating model for students and millennials. We have applied this model, deploying \$1M to date through word of mouth, and our performance to date includes a 0% delinquency rate, through Covid.
2. **Newcomer Borderless Credit Report:** we have created an Identity card for newcomers to Canada with which they can transfer the credit histories from their home countries and translate it to Canadian scoring standards. What we offer these groups is a chance to enjoy the benefits of having access to financial products like the rest of our Canadian counterparts. This product is an extension, and complements, our risk rating approach.

Manny (Mo) Nikjoo is the CEO and Co-founder of QuadFi. Manny is inspired by the application of artificial intelligence/machine learning to financial markets, and especially market inefficiencies. Manny holds a Ph.D. in Electrical and Computer Engineering from the University of Toronto and an MBA from Schulich School of Business. He also has an Executive Education Diploma from the London Business School on PE & VC.

Mehdi Ghaffari (BA, MBA) is QuadFi’s COO and Co-founder of QuadFi. Mehdi is a serial entrepreneur with over 10 years of experience in product development and project management, with a deep focus on Fintech. Before joining QuadFi, Mehdi worked with the Bank of Montreal to support its innovation agenda and led the robotics and AI teams (commercial lending and capital markets).

Siavash Fazeli (Ph.D) is the CRO and co-founder of Quad-Fi: Siavash oversees all of QuadFi’s credit underwriting and business analytics. Siavash has a proven track record in credit risk management success. Before joining QuadFi, Siavash spent five years at the Bank of Montreal (BMO), where he was responsible for the development, implementation and performance monitoring of credit risk models for different retail and wholesale portfolios. He holds a Ph.D. in Electrical and Computer Engineering from the University of Toronto.

Jordan Berger has over 25 years of experience as a trustee, Sponsor representative, investment professional, and executive with public sector pension plans. He is an active member of the Institutional Investors Roundtable community – a global network of senior private market investment executives from over 40 of the world's largest pension and sovereign wealth funds. Prior to entering institutional investment, Jordan served as Principal and Head of Responsible Investment, Canada, with Mercer Investment Consulting.

BEAVER LODGE FOUNDER

INVESTMENT OPPORTUNITY | PROJECT PASCAL FINANCIAL

OPPORTUNITY OVERVIEW

Project Pascal Financial (“Pascal” or “the Company”) is a developer of leading-edge technology in the wealth management space. This opportunity is for investors that believe that to survive, financial advisors need to go fully digital or die. You should invest in Pascal if you believe the way for advisors to thrive is to adopt a fully integrated technology solution that gives them a human engagement edge. You should invest in Pascal if you believe the way for wealth management firms to recover is not to wait for the market to go back up but to level up to digital and focus on deepening existing relationships and new client acquisitions.

INVESTMENT HIGHLIGHTS

- **A new day for Advisors with Pascal.** Healthier, Wealthier & Wiser. Advisors can have more meaningful, insightful and actionable client engagement, with more clients. They can maximize client returns with AI portfolio optimization and demonstrate the value of their advice. Advisors can convert more prospects by delivering value, or alpha, through relationship-oriented fully digital engagement and bespoke client experience.
- **The only digital wealth platform injected with behavioural finance.** Pascal InvestorDNA uses the science of behavioural finance to uncover a client’s investor biases so they can understand their behaviour better, and their advisor can serve them better. Pascal InvestorDNA client persona profiling guides compliance at every stage, virtually eliminating compliance risk. Advisors can demonstrate that their advice and recommendations are based on a much deeper and more actionable understanding of their clients and their goals.
- **Pascal’s AI portfolio optimization tool assesses client portfolios in an unbiased manner.** AI considers endless combinations from product shelf and different investment styles. Institution grade analytics stress test portfolio investments. Advisors are always ready to give advice that is always up to date. As market conditions change advisors can proactively and quickly offer stress-tested, unbiased recommendations aligned with the client’s true risk persona.
- **The industry says ‘Yes’ to AI-Powered change.** The Company has commitments from clients that have more than **\$5.8 billion in Assets Under Administration (AUA)**. Clients consist of Dealers, Advisors, Investment Counsel Portfolio Managers, and a Registered Education Savings Plan (RESP) provider. In the sales funnel is over **\$263 billion in AUA** from IIROC and MFDA dealers.
- **A transformative platform with a straightforward revenue model.** Pascal earns revenue by charging basis points on AUA. Fees are automatically deducted from accounts monthly, eliminating bad debts and collection risk. Advisors recovering from the pandemic’s effect on their book of business don’t need to spend precious cash to implement Pascal. They can just do it.
- **Pascal is ready to help advisors and wealth management firms grow with the only fully integrated AI-powered, behavioural finance informed wealth management platform in Canada.** The company forecasts Canadian Pre-tax Profit of over \$9 million in 2022, growing to \$34 million by 2024.
- **Management Team with Deep Experience in Wealth Management and Technology.** Advisors need the Pascal technology and this team of seasoned professionals that are plugged into the wealth management and capital markets space. This is a team that can successfully execute the business plan!

Pascal digital tools are integrated to fit together seamlessly around the client's needs.



The private placement offering will be posted on DealSquare (symbol PASCAL). Interested investors can participate through their IIROC Dealer or Exempt Market Dealer in a brokered deal with the securities being held electronically on-book, or directly through the Company.

Pascal Financial Contacts:

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(416) 303-5222

Fotios Saratsiotis
President
fsaratsiotis@pascalfinancial.com
(416) 949-4062

Financial forecast (in thousands)

	2020	2021	2022	2023	2024
AUA	\$857,637	\$4,857,653	\$9,762,960	\$15,148,041	\$20,617,025
Revenue	\$638	\$7,253	\$21,027	\$34,785	\$49,169
COGS and Expenses	\$3,031	\$7,002	\$11,915	\$13,649	\$14,948
Pre-tax Profit	(\$2,393)	\$250	\$9,112	\$21,136	\$34,221

BEAVER LODGE FOUNDER



CAASA one pager pitch

The problem:

As COVID-19 continues to accelerate remote work, more companies and gig workers across North America are seeking convenient, private, on-demand meeting spaces. Traditional coworking companies beset by large capital costs are struggling to offer the choice and distribution for this growing demand. In addition to the growing number of gig professionals requiring meeting spaces, large corporations are now moving to hub and spoke organizational models that require local meeting spaces to empower collaboration for their remote worker teams.

The solution:

To meet the demand, **justboardrooms.com** uses a true “AirBNB” marketplace model with no physical assets. With a narrow focus on meeting spaces, the platform gives users frictionless access to a wider range of hosts including private SME offices (i.e. law firms, consultancies and agencies). By expanding beyond purpose built coworking offices, justboardrooms.com can offer an unmatched selection of style, price and locations to users. With many offices shifting to work from home, justboardrooms.com will help offset fixed overhead costs for tenants and landlords by monetizing their underused office space.

North American Market Opportunity

- \$26 Billion flex space market (2018)
- 60 million pre-COVID gig workers expected to grow by 50% in 2020 post COVID
- Abundant SME hosts (approx.. 40,000 in GTA alone)
- Growing demand. Coworking memberships pre-COVID growing 12% year over year 2015 to 2019

Go To Market Strategy

- Apps, website and host CMS complete and first 100 GTA boardrooms listed by August 2020
- Fall 2020 launch in the GTA and potentially one additional test market in Canada or US
- Launch supported by \$500,000 advertising campaign (original creative already complete)
- Expand market city by city (like UBER) focused on look-alike market conditions

Strengths: Wholly owned tech platform. Low capital cost. Highly scalable. Low operating costs. Differentiated business model. Supported by proven marketing and technology incubator theturnlab.com
Weakness: New unfamiliar model against traditional players. No brand awareness. At prelaunch phase
Opportunities: Global potential due to narrow focus. Low operating costs means funding and revenue can be focused on marketing and sales. Low capital costs means faster path to scale and profit.
Threats: A big player like WeWork pivots towards a similar play. COVID second wave disrupts growth

Draft P&L	Year one	Year two	Year three	Year four	Year five
Revenue (net)*	118,000	1,900,000	8,600,000	16,300,000	28,600,000
Expenses	680,000	2,800,000	6,260,000	9,800,000	15,800,000
Profit/Loss	-562,000	-900,000	2,340,000	6,500,000	12,800,000

Note: *Based on a 15% take rate on average rental of \$220 X 9 rentals a year per location X 400 locations per city, growing from 1 to 100 city markets in 5 years.

Resources, assets and funding:

- The iOS app is complete and approved by Apple and Android app, desktop and mobile websites with enterprise CMS complete August 2020 for fall go to market. The technology and IP is wholly owned by Just Boardrooms Inc. Approximate market value of technology \$2 million
- As the primary funder and incubator theturnlab is providing research, marketing and operational support as a service, valued at \$1 million, for two years without fees
- Theturnlab is providing overhead as a service including office space, technology and support, valued at \$250,000, for two years without fees
- Pre-money valuation including IP is \$5 million
- Round one fund raise of \$1.5 million with \$300,000 completed
- Round two will be in 18 to 24 months with a projected raise of \$5 million

Contact: Howard Chang CEO howardc@theturnlab.com 416-712-5503 www.theturnlab.com

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

Ali Alagheband

Partner

Sagard Holdings



Ali Alagheband is a Partner at Sagard Holdings, and a member of the Sagard Healthcare Royalty Partners team based in Toronto. Prior to this role, he was a Managing Director and a member of the investment committee at DRI Capital, a healthcare royalty monetization firm in Toronto. Ali has over 18 years of healthcare investing experience focused on public equities and royalty-based opportunities.

Ali holds a B.A. in Physics (Honors) from Reed College, a B.Sc. in Engineering and Applied Science (Honors) from the California Institute of Technology, a M.Sc. in Mechanical Engineering from the Massachusetts Institute of Technology and a MBA from the University of Western Ontario, Richard Ivey School of Business.

Ranjan Bhaduri, PhD, CFA, CAIA

President & CEO

Bodhi Research Group



Dr. Ranjan Bhaduri is the Founder, President & CEO of Bodhi Research Group. Bodhi Research Group is focused on research and education in the alternative investments industry.

Dr. Bhaduri has extensive experience in hedge fund research, hedge fund factorization, portfolio management, and due diligence (investment, operational, and structural). Dr. Bhaduri has designed and implemented an institutional due diligence and research program. Dr. Bhaduri's experience includes being on an Investment Committee at Morgan Stanley where he conducted due diligence and helped design customized portfolios of Alternatives. Earlier, he was at a Canadian Fund of Funds, and at a multi-billion dollar capital management firm where he was involved in all aspects of its fund of hedge funds and structured finance business. He has also worked with two major Canadian investment banks in the Financial Strategy Consulting Group and in Global Risk Management & Control, respectively.

Dr. Bhaduri has held an advisory role at the East-West Center, a leading think tank on the Asia-Pacific region. He has taught finance and mathematics at several universities and lectured on Derivatives for the Montreal Exchange. Dr. Bhaduri has published papers on, and been invited to speak worldwide regarding hedge fund issues, and advanced portfolio and risk management techniques.

Dr. Bhaduri holds both the CFA and CAIA charters. He is a member of the American Mathematical Society, the Mathematical Association of America, the Toronto CFA Society, and PRMIA. Dr. Bhaduri previously served as a member of the All About Alpha Editorial Board, and has previously served on the CAIA Chicago Chapter Executive. Dr. Bhaduri recently served on the Board of Directors of AIMA Canada, co-chair of AIMA Canada Managed Futures Committee, and on the AIMA Global Research Committee.

SPEAKER BIOGRAPHIES

Kunal Bhasin, MBA, CISA, CBP, CCI

Senior Manager & Blockchain Lead, Risk Consulting

KPMG



Kunal is a Senior Manager and Blockchain Lead with KPMG's Risk Consulting practice with a focus on governance, risk and compliance for emerging technologies, specifically Blockchain and Distributed Ledger Technology (DLT). Kunal possesses over 8 years of experience in the technology and business process risk based services to clients in Financial Services (FS), Asset Management, Telecom, and Software Provider industries. Kunal has been actively engaged in the digital asset space with the objective of managing the legacy and new risks to foster innovation towards a tokenized economy, especially in private capital markets. He has experience working with companies ranging from startups to established organizations and consortia that are looking to leverage blockchain and other emerging technologies for digital transformation.

Keith Black, PhD, CFA, CAIA, FDP

Managing Director, Curriculum & Exams

CAIA Association



Keith Black has more than twenty-five years of financial market experience, serving approximately half of that time as an academic and half as a trader and consultant to institutional investors. He currently serves as Managing Director of Curriculum and Exams for the CAIA Association. During his most recent role at Ennis Knupp + Associates, Keith advised foundations, endowments and pension funds on their asset allocation and manager selection strategies in hedge funds, commodities, and managed futures. Prior experience includes commodities derivatives trading, stock options research and CBOE floor trading, and building quantitative stock selection models for mutual funds and hedge funds. Dr. Black previously served as an assistant professor and senior lecturer at the Illinois Institute of Technology.

He contributes regularly to The CFA Digest, and has published in The Journal of Wealth Management, The Journal of Trading, The Journal of Investing, and The Journal of Alternatives Investments, among others. He is the author of the book "Managing a Hedge Fund," as well as co-author of the 2012 and 2015/2016 second and third editions of the CAIA Level I and Level II textbooks. Dr. Black was named to the Institutional Investor magazine's list of "Rising Stars of Hedge Funds" in 2010.

Dr. Black earned a BA from Whittier College, an MBA for Carnegie Mellon University, and a PhD from the Illinois Institute of Technology. He has earned the Chartered Financial Analyst (CFA) designation and was a member of the inaugural class of the Chartered Alternative Investment Analyst (CAIA) candidates.

SPEAKER BIOGRAPHIES

Jason Chertin
Partner
McMillan LLP



Jason Chertin is a partner in the Capital Markets Group in McMillan's Toronto office where his focus is securities regulation. Jason practices primarily in the area of corporate and securities law and stock exchange regulation, and has a strong track record of successfully structuring and executing a variety of capital markets transactions, including: (i) corporate finance transactions with emphasis on public offerings of securities; (ii) mergers and acquisitions with emphasis on negotiated transactions, plans of arrangement and amalgamations; and (iii) stock exchange listings and related transactions.

Jason has acted for issuers, underwriters and stakeholders in the investment, natural resource, energy and technology sectors in connection with public and exempt offerings of securities, take-over bids, business combinations, reverse take-overs, qualifying transactions, reorganizations, proxy contests and related party transactions.

A significant part of Jason's practice involves advising investment fund managers and portfolio advisors in connection with public and exempt offerings of securities by open-end mutual funds, closed-end investment funds, commodity pools and pooled funds, and he has additional experience in dealer and advisor registration and compliance matters.

In addition to transactional work, Jason advises clients with respect to general securities regulatory compliance matters, proxy solicitation, corporate governance, continuous disclosure, preparations for annual and special meetings of shareholders, compliance with requirements of NI 81-102, compliance with IRC requirements, prospectus renewals, and applications for exemptive relief to securities regulatory authorities.

Brian D'Costa, MBA
Founding Partner & President
Algonquin Capital



Brian D'Costa is a founding partner of Algonquin Capital; a boutique specializing in alternative fixed income.

Prior to starting Algonquin Capital, Brian was the Global Head of Fixed Income and Rates for CIBC where he was responsible for the bank's entire bond and rate trading business, overseeing 40 traders globally. Before that, Brian spent 11 years with TD Securities, where he was the Global Head of Vanilla Interest Rate Derivatives, managing trading teams in Toronto, London, Tokyo and Sydney.

Before building a career in trading, Brian spent seven years in the Canadian Armed Forces where he served as a Captain in the Airborne Regiment and participated in a peacekeeping tour in Iraq.

When not in the office, Brian can usually be found in the gym, at a hockey rink or undertaking an ambitious gardening project.

SPEAKER BIOGRAPHIES

Bonnie-Lyn de Bartok, BA, MCBA
Founder
The S-Factor Co.



Bonnie-Lyn is the Founder and CEO of The S Factor Co., a MacCormick Inc. company. She brings over two decades of Social Impact, International Business, Finance and Technology background to the leadership of MacCormick Inc. and The S Factor Co.

Bonnie Lyn has won several entrepreneurial and technology awards, led the creation of both firms, expanding globally and has worked across 57 countries, and has led the creation of several proprietary products including the MSPI™ and the S Factor™ Solutions.

Her company has developed and is bringing to market, a proprietary algorithm and index that measures corporate social impact against, international standards, public sentiment and financial performance. She is a widely acknowledged expert and much sought after speaker on social impact and risk issues.

A graduate from Saint Mary's University, in International Development Studies (Development Economics) and International Politics, Marketing, Finance and Micro-computer Technology.

Yash Gupta, CFA
Principal
Morgan Stanley Alternative Investment Partners



Yash is Principal at Morgan Stanley Alternative Investment Partners (AIP) Private Equity Group focused on GP-led Secondaries transactions. Yash brings over nine years of industry experience. Prior to his current role, Yash was an analyst with AIP, focusing on due diligence of secondary transactions. Before joining Morgan Stanley, Yash held roles in investment banking at Credit Suisse and management consulting at the Boston Consulting Group. Yash received a B.Sc. in Economics from the London School of Economics and a M.Sc. in Financial Economics from the Said Business School at the University of Oxford where he placed on the Dean's Distinction Honor List. Yash also holds the Chartered Financial Analyst designation.

SPEAKER BIOGRAPHIES

David Jarvis, CFA, MBA

President, Portfolio Manager and Chief Executive Officer
Corton Capital Inc.



David Jarvis, is the founder and a principal of Corton Capital and acts as the firm's Portfolio Manager. Mr. Jarvis is a veteran of the Canadian hedge fund and financial services industry with over 30 years in senior-level positions. As a founding partner of Spartan Fund Management, he conceived, designed and co-built one of the first incubator hedge fund platforms in Canada with over 15 funds and a wide array of investment strategies. Mr. Jarvis is also one of Canada's leading experts in capital markets compliance. As a former Chief Compliance Officer at Forge First Asset Management ("Forge First") he spearheaded compliance and risk management guidance. While at Forge First, Mr. Jarvis developed enhanced compliance systems, designed and ran "mock" compliance audits and developed internal risk management guidelines addressing key risk areas - market risk, liquidity risk and credit risk. Mr. Jarvis is currently Director and Chair of the Audit Committee of Leviathan Cannabis Group Inc. ("Leviathan"), a publicly traded cannabis company.

He has also been active within the Canadian investment industry by serving on the Financial Administrators Section of the IDA (now IIROC) and was one of the co-founders and first Vice-Chairman of AIMA Canada (Alternative Investment Management Association). Until recently, Mr. Jarvis was a member of the Practices and Standards Committee and the Compliance Officers' Network of the Portfolio Management Association of Canada (PMAC).

Jason Landau

Vice President & Portfolio Manager
Waratah Capital Advisors



Jason joined Waratah Capital Advisors in 2010. Jason is a shareholder as well a member of the firm's Executive Committee. He manages all energy sector investing at Waratah, is the lead Portfolio Manager on the Waratah Alternative ESG fund and leads the investment team.

Prior to Waratah, Jason worked at TD Securities as an Associate in Investment Banking and Equity Capital Markets. During his time at TD, Jason was involved in domestic mergers and acquisitions, as well as the structuring and pricing of equity securities, convertible debentures, and preferred shares. Jason received an Honours Business Administration degree from the Richard Ivey School of Business at the University of Western Ontario.

Craig Machel

Director & Portfolio Manager
Richardson GMP



Mr. Machel works with a select group of affluent clients and their families as well as corporations and foundations who share a common goal: to protect and grow their wealth in a reliable and predictable fashion. Craig goes beyond traditional portfolio management in the equity and bond markets alone to include conservative and predictable alternative assets, offering more effective diversification and a benchmark that offers protection and peace of mind regardless of market conditions. Craig is a frequent commentator on the BNN and in The Globe and Mail, as well as in other local and national media.

SPEAKER BIOGRAPHIES

Naveed Mohammed

Vice President & Head of Managed Assets Strategy & Analytics
BMO Nesbitt Burns



Naveed has been researching and providing due diligence on investment funds for eight years. His role includes ensuring the investment funds (mutual funds or those offered as pools, ETFs, by Offering Memorandum, or via a separately managed account) have the statutory minimums of licensing and such as well as comply with BMO's specific requirements as well as how the product would fit on the advisor channel shelf and be appropriate for client accounts.

Naveed's broad and deep experience in diligence and the Canadian funds market has lead him to be a sought-after speaker for industry panels and conferences and he is active on a number of committees and working groups.

Frederick Pye, MBA

President & CEO
3iQ Corp.



Frederick T. Pye is the President, Chief Executive Officer and Chief Compliance Officer of 3iQ Corp. Mr. Pye is recognized for creating and promoting creative and unique investment products for the investment industry.

Mr. Pye has managed private client portfolios with Landry Investment Management and various other investment dealers. Prior to this Mr. Pye was Founder, President & Chief Executive Officer of Argentum Management and Research Corporation, a company dedicated to managing and distributing quantitative investment portfolios including the first long-short mutual fund in Canada.

He was also Senior Vice-President and National Sales Manager of Fidelity Investments Canada and an integral part of the team that saw assets rise from \$80 million to over \$7.5 billion in assets under management during his tenure. He also held various positions with Guardian Trust Company, which listed the first Gold, Silver and Platinum Certificates on the Montreal Exchange.

Mr. Pye obtained a Masters in Business Administration from Concordia University and is a member of the Board of the Anglican Funds and the West Island Youth Residence.

SPEAKER BIOGRAPHIES

Arthur Salzer, CFA

CEO & CIO

Northland Wealth Management (MFO)



Arthur C. Salzer, is the Chief Executive Officer & Chief Investment Officer of Northland Wealth Management. As the firm's founder, he is the visionary and driving force behind Northland Wealth. Arthur is responsible for developing and implementing the firm's strategic plan as well as overseeing all operations and investments of the company. Arthur also advises many of the firm's largest and most complex clients.

Arthur is an active member of the CFA Society, the Family Firm Institute (FFI) and the Family Enterprise Xchange (FEX). Arthur currently serves as a Director on the board of the Burlington Performing Arts Centre and is currently the Wealth Management Columnist for The Financial Post Magazine. Arthur is frequently interviewed by leading media sources such as Bloomberg, Reuters, NBC, Financial Post, Globe & Mail, Washington Times, Wealth Professional Magazine, CTV and CBC for market analysis and commentary and is a frequent speaker at leading family office and investment conferences across North America. Wealth Professional Magazine has featured Arthur as the Top Ranked advisor in Canada along with being recognized in its Hot List as one of the Canada's leading wealth management executives. A graduate of McMaster University (B.A. Econ.), he also holds the designations of Certified Investment Manager and Chartered Financial Analyst.

Michael Schnitman

Senior Vice President, Head of Alternative Investments

Mackenzie Investments



Michael Schnitman was appointed Senior Vice President, Head of Alternative Investments at Mackenzie in October 2019. He has overall responsibility for leading the vision and strategic growth of Mackenzie's alternative investments business across the full spectrum of liquid alternative strategies and private asset classes.

Michael brings over 20 years of financial services industry experience in progressively senior positions to his role. Michael joined Mackenzie in 2014 as Head of Product, where he transformed the product shelves and organizational structure for delivering investment solutions to the marketplace.

He holds a BA in economics from Trinity College in Hartford, CT and an MBA from Harvard University. Michael serves as a Trustee of the Perkins School for the Blind in the Boston area.

Mike Sell

Head of Asian Equities

Alquity Investment Management



Mike joined Alquity as Head of Asian Investments in 2014. He graduated from the University of Southampton in 1994 with a first class degree in Economics and joined Baring Asset Management. Over the next 8 years he was manager of the Baring Peacock Fund, an open ended investment fund focusing on Indian equities. He also was appointed a Divisional Director of the firm, a member of the Emerging Markets Asset Allocation Committee and the Deputy Manager of the Global Resource Funds.

In 2004 he joined the Emerging Markets team at Thames River Capital as an Asian Fund Manager, a division which demerged to become Nevsky Capital. Over his 7 years at Thames River/Nevsky Capital, Mike was part of the team that grew the Emerging Market equity assets from US\$150 million to US\$3.5 Billion. In 2001 he moved to F&C, along with the management of the Traditional Funds Emerging Asia and Global Emerging Markets Funds where he was respectively the Manager and Co-Manager. He was additionally appointed Manager of the F&C Asian Alpha Fund in November 2012.

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!

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

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