

Digital Assets and Blockchain Day

Tuesday September 24, 2024

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CAASA Alternative Perspectives 2024: Private Market Focus

Wednesday September 25, 2024

Presented by: the Canadian Association of Alternative Strategies & Assets



CAASA
CANADIAN ASSOCIATION OF
ALTERNATIVE STRATEGIES & ASSETS

Program sponsor:



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: 10 conferences in 2023 consisting of 73 panels, 21 in-person events, and 16 webinars as well as publishing 4 papers and attending 29 third-party conferences throughout the year. **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 / cryptoassets, 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 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.

Founders participate in our Founders' Pitch Competitions as well as other initiatives created to propel their fledgeling businesses forward.

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 backdrop 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.

WHY JOIN?

Founded in 2018, we stand at 400+ members and their motivations are plentiful and varied. Whether an investor, manager, or service provider, some seek a group of like-minded individuals in the alts space to connect with on an on-going and (semi-)structured basis; others have a more commercial interest in that they are intent upon being aware of the newest trends in the industry and (providing they have one) presenting their knowledge to an audience of peers; and others have made their mark (or are on their way to doing so) and really just want to give back to a group of people that has done a great deal for them. Whatever your motivation, if you're not in membership yet we'd love to hear from you!



WELCOME TO OUR SUPER TWO-DAYS

We consistently strive to bring our audiences innovative speakers opining on topical subjects in a format that allows all to get what they want from their interactions - and our Super Two-Days is no exception. These two days can be enjoyed independently or together and guarantee insights into digital assets (Sept 24) and private markets (Sept 25) in our usual way: focusing on content and education without sponsored speaking spots and predominantly hand-picked asset owners and allocators on the panels + 1:1 meeting times and Table Talks do dig deeper if one likes. We also have a super app to connect with as we never share attendee contact info. All content is Chatham House Rule.

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TÊTE-À-TÊTE MEETINGS

This is your opportunity to schedule one-on-one meetings with any conference delegate. All matching is best completed by end of day on September 23rd 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 meetings as they might like. 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 are best booked by noon on Monday, Sept 23rd to both parties accept the meeting. Delegates are free to have ad hoc chats as well, of course, during the course of the conference at the venue.

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 25-minute sessions where anywhere from 2 to 12 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 two sessions out of those offered on the day of the conference. **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 should be completed by noon on Monday, September 23rd to ensure a table is not fully-booked, or delegates can simply sit at any of the open tables at those times.**

DIGITAL ASSETS AND BLOCKCHAIN DAY 2024

TUESDAY, SEPT 24TH AGENDA

12:00 PM	Registration & Buffet Lunch
12:30 PM	Fireside: From Innovation to Institutionalization: The Path of Crypto – Past, Present, and Future. Pascal St-Jean, 3iQ & James Burron, CAASA
1:15 PM	Panel: Using TradFi to Access Crypto All investment products live or die on acceptance and distribution. Hedge funds, private equity, and private lending all moved from cottage industries to mainstream alternatives when the masses (or mass affluent, at least) gained access to them via products tailored to these investors and the distribution channels that service them. Digital assets are no different, as evidenced by the success of Canada's innovative, Big Board exchange listed offerings (including the first ETH staking ETF in the world) and the billions of dollars which flowed into U.S. BTC ETFs (and soon possibly into ETH ones). This panel features three perspectives on their particular market segment. Michael Nicks , Pepperdine University Endowment, Paul Cappelli , Galaxy Digital, Torstein Braaten , Coinsquare, & Shaun Cumby , Virgo Digital Asset Management
2:00 PM	Coffee Break & 1:1 meetings
3:00 PM	Going to the Dark Side Whenever someone from the asset-owner (e.g., pension or single family office) or asset-allocator (e.g., consultant) moves to the asset manager side, people start to ponder their motivations. It could be the lovely lucre on offer, but that can only get one so far. Positive externalities of being in an owner/allocator chair include: invites vs. paying to speak on panels, comp travel (as allowed by ethics/regs), and being at the apex of the ecosystem. Moving to asset management is, thus, a big deal and digital assets (inter alia) have been a growing destination for owner/allocator professionals. This panel will tell the stories of two individuals who made the move. Esther Zurba , Castle Hall – The Due Diligence Company, Shaun Martinak , Coinbase Asset Management, & Ruairi Hanafin , Firinne Capital



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DIGITAL ASSETS AND BLOCKCHAIN DAY 2024

TUESDAY, SEPT 24TH AGENDA

3:30 PM	<p>Allocators Weigh in on Digital Assets</p> <p>Whether one is an asset-owner or an asset allocator, taking a position in a new asset class or investment idea/security can be harrowing. Failing conventionally is a career non-destruction tactic – moreso than succeeding unconventionally might be a career advancer. Thus, when a move is made it is after a great deal of thought about not only the opportunity but also the potential downside. For pensions and more public investors (such as MFOs) this can include reputation risk and at SFOs it's either one's family money or the money of one's employer – either way, a misstep might not be widely known, but it has consequences.</p> <p>Nick Rhodes, Steven D'Mello, Albourne Partners, & Rahul Mehta (SFO)</p>
4:15 PM	<p>Closing Fireside: Bold Predictions for 2025</p> <p>US elections, global regulations and an ever-evolving landscape for digital assets are quite difficult to prepare for but industry experts breakdown what they are foreseeing for the year ahead. A discussion on the biggest opportunities and pitfalls to be aware of heading into 2025.</p> <p>Sean Stapley, Penrose Partners, Lois Tullo, The Global Risk Institute & Schulich School of Business, & Ana De Sousa, Agio Ratings</p>
4:45 PM	Reception
6:00 PM	End of Digital Assets & Blockchain Day

CAASA ALTERNATIVE PERSPECTIVES 2024

WEDNESDAY, SEPT 25TH - TABLE TALKS



Pascal St-Jean
President & CEO
3iQ Corp

3iQ Corp

Liquid Alternatives: Digital Asset Opportunities Beyond Bitcoin



Rémi Tétreault
Associate Vice-President, Client Solutions

Trans-Canada Capital Inc :

Building a Resilient Portfolio: A Holistic Private Markets Strategy



Sandy Poklar
Chief Operating Officer and Managing Director

Firm Capital Corporation :

Ask-Me-Anything in real estate, mortgages, and capital markets: an open floor Q&A session for investors, retail advisors, and family offices with Sandy Poklar



Tom Johnston
Managing Director and Canadian Market Head

iCapital :

Bringing World Class Alternative to Wealth Channels



Jordan Villarreal
Associate VP, Private Capital Research

Prequin :

Canadian Real Assets



Geof Marshall
SVP, Portfolio Manager

CI Global Asset Management :

CI Global Asset Management, Strategic Asset Allocation using Private Markets funds



Richard Roskies
Director, Client Engagement

BLG :

What Portfolio Managers Need to Know to Clear Operational Due Diligence



Tim Wittig
Partner, Director of Capital Direct Financial

Capital Direct :

An Alternative Approach to Fixed Income



CAASA ALTERNATIVE PERSPECTIVES 2024

WEDNESDAY, SEPT 25TH AGENDA

8:00 AM	Registration & Breakfast
8:30 AM	<p>Insurance-Linked Securities – Uber-Diversifiers</p> <p>Investors are constantly seeking assets and strategies that can reduce volatility in most scenarios and market regimes – especially if their asset base is intended to provide income over the short to moderate term (e.g., mature DB plans and endowments) since volatility is more a friend of accumulation plans. Insurance-Linked Securities (or ILSs) have very few connections to the vagaries of the capital markets, making them well-proven diversifiers. This panel will discuss their efficacy in a portfolio, the various types that can be employed, and how investors should perform diligence on the options presented.</p> <p>Michael Nicks, Pepperdine University Endowment, John Butler, Cohen & Co., Eugene Dimitriou, Farsight Partners, & Ben Fox, Members Capital Management</p>
9:15 AM	<p>Opportunities & Challenges in Real Estate & Infrastructure</p> <p>Tremendous returns have been made in real estate and infrastructure for many investors over the last many decades – and some would say that this area provides the best opportunity going forward for virtually all investors and especially those whose time horizon is appropriately long. This panel will provide insight into opportunities that might fit many investor portfolios as well as the challenges that might present themselves when investing in them and other similar securities/offerings.</p> <p>John Davitsky, Golden Hawk Financial & Goldenhawk Real Estate Advisors, Sandy Polkar, Firm Capital Corporation, & Aleks Karamarkovic, Graywood Developments</p>
10:00 AM	<p>Table Talks</p> <p>Your opportunity to join a table and discuss the topic on offer, lead by one of our sponsoring CAASA members. Please move to a second topic/table at 10:30am to allow a spot to another attendee for the latter half of this session.</p>

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CAASA ALTERNATIVE PERSPECTIVES 2024

WEDNESDAY, SEPT 25TH AGENDA

11:00 AM	<p>Rates, Recession, and Recoveries: How three Rs affect private credit</p> <p>Private credit has grown from a cottage industry providing a link between off-market investors and borrowers to being integral parts of some of the largest financial supermarkets/platforms on the planet. As more capital has flowed to this previous backwater, participants' (borrowers, lenders, and investors/LPs) sophistication has increase commensurately in many cases. As such, macro-economic factors such as the health of the economy can lead to macro-prudential issues: rising rates siphons money from the borrowers (since most are floating rate notes), a recession can crimp revenues and profitability, and recoveries (which have been robust but might be worsened by the aforementioned) might hamper returns to investors. This panel will test the efficacy of private lending portfolios in today's economy.</p> <p>Theresa Shutt, Harbourfront Wealth Management, Ken Lee, Gentai MIC Peter Pulkkinen, Lombard Odier, & David Burbach, YTM Capital Asset Management</p>
11:45 AM	<p>Canadian Infrastructure: Growth in a New Direction</p> <p>Jordan Villarreal, Preqin</p>
12:00 PM	<p>Keynote Fireside: Families' Use of Private Market Investments</p> <p>Family offices are not only quiet, they also don't stand still for long. Even upon establishment, the purpose of these entities might remain the same, but how it achieves its goals can evolve over time. Asset mix, use of internal and external resources, and the composition of personnel put to the task (such as family members vs number of 'hired guns') will vary over time as efficacy and cost constraints fluctuate. This panel features two veterans of the business - both with their unique perspectives on family offices and how they use private market opportunities to fulfill their individual mandates.</p> <p>Trevor Maunder, Peerage Capital & Nancy Bertrand, Citi Private Bank</p>



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CAASA ALTERNATIVE PERSPECTIVES 2024

WEDNESDAY, SEPT 25TH AGENDA

1:00 PM	One-on-one meetings & Refresher Or one might call it 'recess' – a time where all attendees can meet with whomever they like (possibly facilitated by the conference app). CAASA staff are on hand to help folks find one another, but should not be relied upon to 'book up one's day' or provide concierge service at the conference – but we are happy to help members meet/identify folks on an ad hoc basis.
2:00 PM	Have Secondaries Lost their Lustre? Every once in a while an idea gains great traction and it's only a matter of time before a segment of the population calls it 'a bubble' or 'ripe for a fall' – but in a number of cases it is a secular and persistent change that led to its adoption. Have Secondaries, which have been an investor darling for years because of their instant vintage diversification, portfolio approach, and potentially well-priced entry points, reached their zenith? This panel will talk to where these investments will go from here. Nima Sanajian , Wealthsimple, Giovanni Fracchia , LGT Capital Partners, & Ben Keen , Borden Ladner Gervais LLP
2:30 PM	Portfolio Snapshots of Three Allocators Where is the 'smart money'? Pensions oversee sometimes vast pots of money (\$100s of billions) and have access to opportunities not available to just any investor. Single Family Offices are as varied as they are numerous (if you've met one family office...). Investment dealers usually have a limited line of private markets offerings. In this panel, all will hear from three long-standing multi-family offices who have worked with their clients in many areas of private market investment and have a fiduciary duty to do their level best for their client. This should be an entertaining view of the alts and private markets landscape! David Sheng , Aksia, Scott Dickenson , Northwood Family Office, Mackenzie Shaw , Westcourt Capital, & Craig Machel , Richardson Wealth
3:15 PM	Coffee Break Take a stretch, grab a bit/sip, and get ready for more!



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CAASA ALTERNATIVE PERSPECTIVES 2024

WEDNESDAY, SEPT 25TH AGENDA

3:30 PM	<p>Rooting out Value: The why and how of farmland</p> <p>Perhaps the world's oldest investment, farmland has proved to be a winner for generations of landed gentry, hard-scrambling pioneers/sod-busters, and today's family farms. They were the focus of many documentaries and movies in the 1970s when inflation reared its head in earnest last but have been eclipsed by other investments like commodities, condos, and cryptocurrencies of late. Is farmland the next leader in an inflation-hedged portfolio? And if so, how can investors make the most of this exposure? This panel will brief everyone on this and offer a way forward to invest in the space.</p> <p>Ida Khajadourian, Richardson Wealth, Kent Willmore, AGinvest Farmland Properties Canada, Greg Kalil, Glengarry Farm Finance, & Robb Nelson, Farm Lending Canada</p>
4:15 PM	<p>Reception</p> <p>Time to make a few more connections and chat about the day</p>
6:00 PM	<p>End of conference</p> <p>See you at our next event!!</p>



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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!

KEYNOTE SPEAKER BIOGRAPHIES

Nancy Bertrand

Managing Director and Head of Citi Private Bank, Canada

Citi Private Bank



Nancy Hoi Bertrand is Managing Director and Head of Citi Private Bank, Canada. In this role, she is responsible for the growth of the business in Canada, which serves and advises ultra-high net worth families, foundations and single-family offices on wealth preservation and creation, with a particular focus on alternative and international investments.

Citi Private Bank is dedicated to serving the world's wealthiest individuals and their families. From 52 locations across 20 countries, the Private Bank offers services to more than 14,000 ultra-high net worth clients from nearly 100 nations. Its Canadian offices are in Toronto, Montreal and Vancouver.

Having originally joined Citi Private Bank in 2006, Nancy has over 20 years of capital markets experience. Prior to Citi, she practiced U.S. securities law at the global law firm, Shearman & Sterling LLP, specializing in cross-border corporate finance and mergers and acquisitions.

Nancy sits on the board of the Golf Association of Ontario and is Past-President of the Toronto CFA Society and former Chair of its Governance and Nominations Committee. She was a member of the CFA Institute's Capital Markets Policy Committee and a member of CFA Institute's Global Corporate Governance Task Force and received her Chartered Financial Analyst designation in 2002.

Nancy is a graduate in Business Administration (Dean's List) from the Richard Ivey School of Business at Western University and a Bachelor of Laws (great distinction) from McGill University. She has been called to the bars of the State of New York, the Commonwealth of Massachusetts and the Province of Ontario. She previously sat on the cabinet of the Royal Ontario Museum's Young Patrons' Circle, speaks Mandarin, Cantonese and French, is married and raising a teenage daughter.

Trevor Maunder

President & Chief Executive Officer

Peerage Capital



Trevor is President and Chief Executive Officer at Peerage Capital. With a Commerce degree from Queen's University, Trevor began his professional career at PricewaterhouseCoopers as a CPA. There, he focused on transaction support for the telecom and media sectors before moving to MDC Partners Inc. At MDC, Trevor worked in the corporate development group where he led two restructurings, acted as a partner company CFO, oversaw the successful bidding and implementation of the Multi-Print III stamp contract awarded by the United States Postal Service, and assisted with acquisitions and due diligence. As CEO, Trevor oversees development and execution of the broad corporate strategy for Peerage, including the ongoing growth of all operating platforms including real estate services, asset management and self-storage.

SPEAKER BIOGRAPHIES

Torstein Braaten

Chief Compliance Officer
WonderFi



David Burbach

Partner, CCO
YTM Capital Asset Management



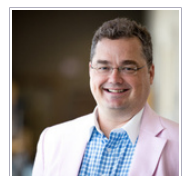
David is a Partner of YTM Capital, a manager based in Oakville that provides better fixed income solutions. He is co-portfolio manager of YTM Capital Mortgage Income Fund, arguably the most defensive mortgage fund in Canada.

During the first 17 years of David's career he practiced corporate and securities law. Just before he joined YTM Capital 11 years ago, he led the Legal Department at Mackenzie Investments.

David holds a Honours Business Degree from the Ivey Business School, an LL.B from the University of Toronto, and he is an CAIA Charterholder.

James Burron

Founder & Partner
CAASA



James co-founded CAASA in response to industry support for a Canadian alternatives association to serve all aspects including: hedge / alternative strategies; private lending; private real estate; private equity; plus emerging areas where Canada is a leader such as digital assets / blockchain and robo-advisors.

Prior to CAASA, James was the Chief Operating Officer of AIMA Canada where his team of three worked with 12 committees to produce 50-60 events per annum across Canada, organize 100+ committee meetings, and increase member numbers over his 7-year tenure from 66 to 164 corporate entities. James also has experience in research and writing for the CAIA Association as well as serving on CAIA's Exam Council and as a grader for the Level II portion of the exam. He also had roles in institutional sales and FoHF structuring in Seoul, South Korea, as a Product Manager at ICICI Wealth Management, and an Investment Advisor at RBC Dominion Securities. He graduated from Simon Fraser University with a BBA (Finance).

SPEAKER BIOGRAPHIES

John Butler

Managing Director

Cohen & Company



John Butler is Managing Director and Head of Cohen & Company's U.S. Insurance Asset Management Platform and Global ILS Program. From 2012 to 2017, Mr. Butler worked for Twelve Capital, a European asset manager specializing in investment in the insurance sector where he served in various senior roles including Managing Partner & Head of Investment Management. In this role, he oversaw investments principally in fixed income, insurance linked securities and equity.

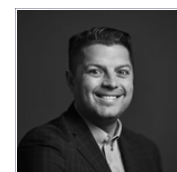
Prior to this, Mr. Butler worked as Senior Underwriter managing the International Catastrophe and Terrorism reinsurance portfolios of Hannover Re Bermuda, where he was responsible for managing the company's position as a lead reinsurer particularly in European and Asia-Pacific markets. Prior to this, Mr. Butler spent seven years with the White Mountains Insurance Group, both in Ireland and Bermuda, managing the underwriting of their international non-marine treaty portfolio. Earlier in his career, he worked for entities in the London reinsurance market, underwriting a broad range of business lines. Mr. Butler has served on a variety of advisory boards and non-executive leadership positions in the insurance industry.

Mr. Butler holds an honors degree in Law from the University of London. He is an Associate of the Chartered Insurance Institute of the UK, a member of the Insurance Institute of Ireland, is qualified as a Chartered Insurer and is appointed a Freeman of the Worshipful Company of Insurers, and a Freeman of the City of London.

Paul Cappelli

Head of Liquid Passive Strategies

Galaxy Digital



Paul Cappelli is Head of Passive overseeing all of Asset Management's passively managed funds and day-to-day management of the portfolios. Prior to Galaxy, Paul was a Director of Fixed Income at State Street Global Advisors, working in Capital Markets for their ETF Business. Prior to joining SSGA, he was a Director in High Yield sales and trading at Oppenheimer. Paul started his career at HSBC as a Foreign Exchange Analyst before spending nearly ten (10) years at Citigroup in Fixed Income sales and trading. He is a member of the Monogram Club at the University of Notre Dame where he won a Monogram as member of the Men's Lacrosse Team from 2000-2004. He is also a supporter of a Walk on Water which promotes therapy through surfing. Paul holds a B.A. in Political Science from the University of Notre Dame.

SPEAKER BIOGRAPHIES

Shaun Cumby

Chief Executive Officer

Virgo Digital Asset Management



Previously CEO at Arxnovum Investments, CIO at 3iQ Digital Asset Management, Managing Director at TD Securities. Won the landmark case with the OSC that allowed the launch of the first bitcoin and ether funds on Toronto Stock Exchange. Over 20 years in trading and portfolio management across many asset classes, including asset-backed securities, mortgage-backed securities, credit default swaps, bank loans and equities and related derivatives. Current investment strategy has returned 53% per annum since inception of April 2022.

Steven D'Mello

Partner, Operational Due Diligence

Albourne Partners



Steve joined Albourne Partners (Canada) Ltd as an Operational Due Diligence Analyst in 2014 to focus on the credit and fixed income sector before expanding into private markets ODD. Steven has played an important role in developing Albourne's framework for assessing operational risk pertaining to digital assets, and is a contributor to the SBAI Crypto Assets Toolkit, the AIMA Digital Assets Custody Guide, the AIMA Digital Assets Trading Guide and the AIMA Digital Assets DDQ.

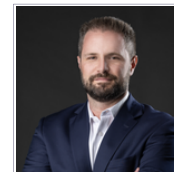
Steven joined Albourne from RBC Capital Markets where he worked in Corporate Treasury and Product Control and previously worked for Citco Fund Services in pricing and fund accounting. Steven holds a Bachelor of Administrative and Commercial Studies degree from Western University and has earned both the CFA and FRM designations.

SPEAKER BIOGRAPHIES

John Davitsky

Co-Founder

Golden Hawk Financial & Goldenhawk Real Estate Advisors



John is Co-Founder of Golden Hawk Financial (GHF) & Goldenhawk Real Estate Advisors (GREa) based in Toronto. The companies help clients by connecting interesting ideas to interesting capital and vice versa. GHF focuses on raising capital for alternative investments in AI, Digital Assets, Battery Technologies, Longevity, Business Aircraft Acquisition as well as Pre-IPO private company shares while GREa focuses on Multi-Family Real Estate Development in Toronto.

John started his career as a Financial Advisor at Caldwell Securities in Toronto in 2009. In this role he was responsible for managing investments for families, corporations and other high net-worth individuals. He progressed through the organization gaining experience in alternative investments, brokering private equity deals, placing shares in late stage pre-IPO companies and investing in digital assets. In recent years John moved into trading, becoming Head Trader, and finally Vice President, where, as a high touch trader he traded \$1B-\$1.5B daily for the firm's largest client.

In 2022, he joined Echelon Wealth Partners, where he worked with their Electronic Trading group to help lead a digital asset project with Fidelity Clearing Canada. This project developed a concept to hold digital assets for clients on Fidelity's balance sheet in a traditional finance model.

Golden Hawk Financial & Goldenhawk Real Estate Advisors were born out of a vision to create exciting and unique opportunities for its clients in the alternative investment & real estate development space.

Scott Dickenson

Principal

Northwood Family Office



Scott is a Principal in the family office advisory group at Northwood. In this role, he acts as a trusted advisor to a number of Northwood's client families in Ontario and British Columbia on their integrated financial affairs. In addition to his work with Northwood's client families, Scott co-chairs Northwood's Business Development and Marketing Committees alongside his colleague Brad Jesson. Scott writes frequently on the Northwood Perspective Blog, helped create the Northwood Quarterly Reading List, and has hosted several episodes of the Wealth of Wisdom podcast series.

Beyond his duties at Northwood, Scott is a guest lecturer at the Rotman School of Management. He is also the Vice Chair of CFA Society Toronto's Private Wealth Management Committee, and on the Steering Committee of the Forum on Multi-Generational Family Wealth and Leadership.

Outside of work, Scott and his wife Ruth are the proud parents of their son Dean. Scott is also an avid traveler (and self-published writer), who has travelled to over 65 countries on five different continents.

Prior to joining Northwood, Scott worked at RBC Capital Markets in Equity Research and Fixed Income Sales and Trading.

SPEAKER BIOGRAPHIES

Eugene Dimitriou

Founding Partner, Origination
Farsight Partners



A veteran finance professional with over 28 years experience across consulting, asset management and investment banking, Eugene Dimitriou focuses on the nexus of life insurer capital management, actuarial matters and investments. Eugene achieved his Fellowship in the Society of Actuaries, holds an MBA in Finance from New York University, and a Bachelors in Mathematics and Actuarial Science from the University of Waterloo.

His firm, Farsight Partners is a life and insurance receivables specialist investment manager that invests in the many opportunities available within the global life insurance space, targeting actuarial risks such as mortality/longevity, accident and health and policy lapsation. Unlike peer funds, traditional US Life Settlements and catastrophe bonds fall out of scope. The strategy has provided long-term, stable and predictable cash-flow generating returns over time with very low correlation to other asset classes.

Ben Fox

Chief Investment Officer
Members Capital Management



Ben is Chief Investment Officer at Members Capital Management, a newly incorporated investment manager at the intersection of reinsurance, digital assets and the capital markets. With over 16 years' experience in reinsurance, insurance-linked securities, investment management, and alternative risk transfer, Ben is responsible for all aspects of the firm's investment activities, and has previously held senior positions at Hiscox, Ontario Teachers' Pension Plan, and the World Bank. Ben holds a Doctorate degree in Seismology, and a Master of Science degree in Earth Sciences, both from the University of Oxford.

Giovanni Fracchia

Executive Director
LGT Capital Partners



Giovanni Fracchia (Italian) is an Executive Director at LGT Capital Partners in New York. He focuses on origination, due diligence, execution and monitoring of secondary investments.

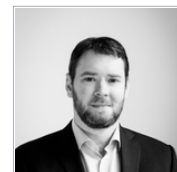
Prior to joining the firm in 2014, he was an investment analyst with Synergo, a private equity firm in Milan, where he focused on sourcing, carrying out due diligence on and monitoring private equity investments in Italy. Before that, Mr. Fracchia was an analyst with Crédit Agricole Private Equity in Paris and Maybrook Saint James, a private equity firm in London.

He holds an MA in Management from the ESCP EUROPE Business School and a BA in Business and Management from University of Turin. He is fluent in English, Italian and French.

SPEAKER BIOGRAPHIES

Ruairi Hanafin

Chief Investment Officer
Firinne Capital

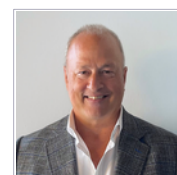


Ruairi Hanafin is the Chief Investment Officer at Firinne Capital. He is an entrepreneur, investor, and early proponent of blockchain technology. He also co-founded Canadian agricultural technology startup Grain Discovery. He has held positions in research and portfolio engineering in the quantitative portfolio management teams at CPP Investments, where he also founded the blockchain research group, and at the Vancouver derivatives analytics company FINCAD.

He holds a Ph.D. in Theoretical Physics from Trinity College, University of Dublin.

Greg Kalil

Managing Partner
Glengarry Farm Finance



Greg Kalil is the founder and Managing Partner of Stormont Partners, a Toronto based merchant bank with a strong focus on emerging alternatives in real assets.

One of Stormont's first investments is Glengarry Farm Finance, an alternative lending business focused on providing transitional funding to Canadian farmers who are temporarily unable to access the mainstream banking system. Greg serves as Glengarry's CEO, and is a lead investor in the Glengarry Funding LP, an open-ended partnership that provides the capital for Glengarry's lending activities.

Greg has over 30 years of experience in real estate, infrastructure and renewable power investment and investment banking. Before founding Stormont, Greg spent 12 years as a Managing Partner at Brookfield Financial, the investment banking arm of Brookfield Asset Management. As head of their Canadian platform and a member of the global management committee, Greg created and led the firm's Structured Transactions, Public Sector Advisory and Healthcare Real Estate practices.

Prior to Brookfield, Greg co-founded Cornerstone Commercial Realty, which was ultimately acquired by TD Securities where Greg subsequently worked in the Real Estate Investment Banking Group.

In the past, Greg has served on the boards of the Federation of Rental Housing Providers of Ontario, Toronto Community Housing (Chair of Investment and Development Committees), Holy Trinity School, and Trellis Housing Initiatives (Chair), a non-for-profit developer of affordable housing for underhoused single parents. Greg presently sits on the boards of the Innis College Expansion Capital Campaign and Noozhoo Nokiiyan Limited Partnership (Chair of Investment Committee), the economic development arm of the Mississaugas of Scugog Island First Nation, and Voyageur Services, a construction services company focused on the nuclear power sector in Ontario.

SPEAKER BIOGRAPHIES

Aleks Karamarkovic

Vice President, Corporate Development
Graywood Developments



As the Vice President of Corporate Development at Graywood Developments, Aleks lead the company's real estate private equity fundraising program and the origination of real estate partnership opportunities. With more than 12 years of experience in the real estate sector, he has a proven track record of raising capital, sourcing deals, and managing investor relations for a diverse portfolio of projects.

Aleks' core competencies include financial accounting, audit and tax, financial reporting, and financial modeling, which he developed as a Chartered Professional Accountant (CPA, CA) and a CFA Institute Charterholder (CFA). He also have a strong background in real estate development, fundraising and investments, having been involved in over \$500 million in equity fundraising and multiple transactions involving land acquisition, dispositions, joint venture formation, and project financing. His mission is to create value for Graywood and its partners by delivering innovative and sustainable real estate solutions that meet the needs of all stakeholders.

Ben Keen

Partner
Borden Ladner Gervais LLP



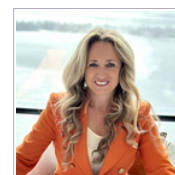
Ben's practice encompasses all aspects of securities and corporate law, with a focus on public and private financings, investment fund formation and distribution, investment management, private equity and regulatory compliance.

He advises underwriters and public and private issuers, as well as investment fund managers, portfolio managers and investment dealers in connection with registration matters and the establishment, operation and administration of publicly offered and privately placed investment funds and private equity products. These include pooled funds, hedge funds, closed-end funds, mutual funds, other alternative investment vehicles and the placement of securities in Canada of foreign issuers.

He also advises Canadian and international private equity firms and private equity investors in connection with structuring, regulatory requirements and advising on the terms of offerings.
Ben also advises on domestic and cross-border M&A.

Ida Khajadourian

Portfolio Manager, Investment Advisor
Richardson Wealth



For more than 20 years, Ida has worked closely with Institutions, Family Offices, wealthy entrepreneurs, and high net worth families building trusted relationships and delivering a high level of holistic Wealth Management services.

Ida's beliefs include the importance of estate planning, tax minimization, capital preservation and evolutionary portfolio construction using alternative strategies to achieve consistent absolute returns with a risk reward-oriented approach.

Ida obtained a Bachelor of Commerce Degree from the University of Toronto with specialization in Finance and major in Economics. Ida is a multi award winning Portfolio Manager and obtained her Chartered Alternative Investment Advisor (CAIA®) designation in 2005.

SPEAKER BIOGRAPHIES

Ken Lee

Vice President of Investments
Gentai Capital



Craig Machel

Portfolio Manager, Investment Advisor
Richardson Wealth



Craig empowers his clients to think differently about investing in order to ensure a positive impact in his clients' financial circumstances. He works 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 alternative asset allocations for various media outlets, and a panelist and speaker at industry events.

Shaun Martinak

Portfolio Manager
Coinbase Asset Management



As the Vice President of Corporate Development at Graywood Developments, Aleks lead the company's real estate private equity fundraising program and the origination of real estate partnership opportunities. With more than 12 years of experience in the real estate sector, he has a proven track record of raising capital, sourcing deals, and managing investor relations for a diverse portfolio of projects.

Aleks' core competencies include financial accounting, audit and tax, financial reporting, and financial modeling, which he developed as a Chartered Professional Accountant (CPA, CA) and a CFA Institute Charterholder (CFA). He also have a strong background in real estate development, fundraising and investments, having been involved in over \$500 million in equity fundraising and multiple transactions involving land acquisition, dispositions, joint venture formation, and project financing. His mission is to create value for Graywood and its partners by delivering innovative and sustainable real estate solutions that meet the needs of all stakeholders.

SPEAKER BIOGRAPHIES

Rahul Mehta

SFO



Rahul Mehta is a full-time investor. His main area of focus is Digital Assets/ Web3 and has invested in many startups in this space since he began in 2017 and has early stage investments in most top crypto projects today, like Sol, Near, Link, Avax etc. Few things he is involved in currently, apart from being an investor –

- Advisory roles – He is advising Web3 companies and hedge funds.
- Angel Investor – Web2 and AI space (Anthropic, OpenAI, RainAI, Solarcore etc)
- Speaker/Panelist – Crypto and Family Offices conferences/events.
- Movie production in India to begin in Q3-2024.
- Crypto TenX Digital Assets Fund to be launched in Q3-2025

Robb Nelson

Chief Executive Officer
Farm Lending Canada



With more than 35 years of successful business and entrepreneurial experience, including 25 years in the Private Lending space specializing in agriculture, residential development, and residential homes, Robb is a practicing mortgage professional, co-founder, and co-owner of AgriRoots Capital Management Inc., now operating as Farm Lending Canada – Canada's first National Alternative Lender, specializing in the agricultural sector.

In addition, he is the founding Principal, Broker of Record, and CEO of the National Mortgage brokerage FamilyLending.ca Inc. – a mortgage brokerage providing residential, commercial, and agricultural mortgages – founded in 2001. A founding member with the Canadian Association of Accredited Mortgage Professionals, Robb has grown a reputation for being a leading expert in agricultural lending, finance, investment, and mortgages. He offers deep insight and expertise to agricultural borrowers and investors alike, with the objective of keeping farming families on family farms across Canada.

A goal-driven, collaborative, and insightful professional, Robb focuses on identifying opportunities, building financial solutions, and providing high-quality client service.

SPEAKER BIOGRAPHIES

Michael Nicks

Deputy CIO

Pepperdine University Endowment



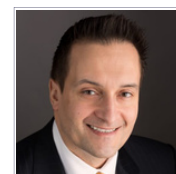
Mr. Nicks is a leader and innovator in the institutional investor community. In over two decades at Pepperdine's endowment, Mr. Nicks has managed multiple alternative investment portfolios and pioneered new technology and strategies for the investment team. He has run a successful portable alpha strategy for over a decade, and has incorporated machine learning into both the information management and asset allocation processes. He also leads research into new strategies, manager analysis, and portfolio construction. As a former Scuba instructor and dive master, he has a deep appreciation for risk management and a great love of the sea.

Mr. Nicks is a CFA charter holder (2006) and a Chartered Alternative Investment Analyst (2006). He has a Bachelor of Science in Management degree from Pepperdine University and an MBA with an Emphasis in Finance from Pepperdine's Graziadio School of Business and Management (2002).

Sandy Poklar

Chief Operating Officer and Managing Director

Firm Capital Corporation



Sandy Poklar is currently the Chief Operating Officer and Managing Director, Capital Markets & Strategic Developments for Firm Capital Corporation, EVP Finance for Firm Capital Mortgage Investment Corporation (FC : TSX), Chief Financial Officer and a Trustee for Firm Capital Property Trust (FCD.UN : TSX) and President & CEO of Firm Capital Apartment REIT (FCA.U/FCA.UN : TSXV). Sandy is also a Trustee and Chairman of the Audit Committee for True North Commercial REIT (TNT.UN : TSX).

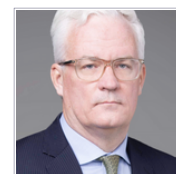
Prior to joining Firm Capital, Sandy was employed at Macquarie Capital and TD Securities where he was a Vice President in their Real Estate Investment Banking Groups. Sandy is a CPA, CA in Canada, a CPA(US) licensed in the State of Illinois and has his ICD.D designation.

Peter Pulkkinen

Portfolio Manager, Sustainable Private Credit,

Lombard Odier Investment Managers

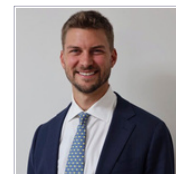
Lombard Odier Asset Management (USA) Corp



Peter Pulkkinen joined LOIM in February 2021. Before joining LOIM, Peter was Portfolio Manager for the Avenue Sustainable Solutions Fund. Peter has over 20 years of relevant industry experience having held senior roles at leading institutions with direct responsibility for sustainable private debt investments across renewable energy, infrastructure and project and asset backed finance at firms including BNP Paribas, Silverpeak, UBS AG, and Deutsche Bank AG. Peter began his career in private credit at Lehman Brothers. Peter earned a B.A. in Political Science from the University of New Hampshire (1992) and a Masters in International Affairs from The Columbia University School of International and Public Affairs, with a concentration in International Finance/Economics (2004).

SPEAKER BIOGRAPHIES

Nick Rhodes



Nick is a Digital Asset enthusiast and active investor in the space. He previously spent time as an institutional allocator to Digital Asset strategies and other asset classes. Prior to that, Nick spent a decade with Morgan Stanley's Institutional Fixed Income Sales & Trading Division in New York focused on Asset Backed Securities. Nick holds a Bachelor of Arts in Economics from the University of Pennsylvania and lives in Toronto with his family.

Nima Sanajian

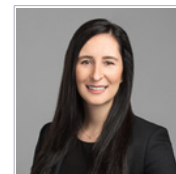
Managing Director, Investments
Wealthsimple



Nima Sanajian, with 14+ years of investment experience, is Managing Director of Investments at Wealthsimple. He leads asset allocation, portfolio construction, and manager selection/analysis for Wealthsimple. Prior to Wealthsimple, Nima spent about 7 years at CPP Investments focusing on the fund's strategic asset allocation and portfolio construction as well as designing/managing systematic macro strategies. Prior to that, he was a senior quantitative analyst at RBC. Nima holds a Ph.D. in Operations Research from the Rotman School of Management (University of Toronto).

Mackenzie Shaw

Principal, Research and Analytics
Westcourt Capital



As Principal, Research and Analytics, Mackenzie works closely with the Research & Analytics team in the sourcing, evaluation, due diligence and on-going monitoring of Westcourt's recommended private investments. Prior to joining Westcourt, Mackenzie was the Controller at a digital asset trading platform where she was key in building the platform's accounting team and in developing policies and procedures to meet industry standards and regulatory compliance. Mackenzie's past experience also includes working at a national accounting, tax and business consulting firm, in the firm's Toronto public companies accounting practice. At this firm, Mackenzie gained experience in engagement planning, risk assessment, financial analysis, execution, and presentation, providing high-quality services to both regulated private and public clients. Mackenzie earned a Bachelor of Commerce (Hons) degree with a Specialty in Accounting from McMaster University and obtained her Chartered Professional Accountant (CPA, CA) designation.

SPEAKER BIOGRAPHIES

David Sheng

Managing Director – Portfolio Advisory
Aksia



David is a Managing Director on the Portfolio Advisory team and has over 18 years of experience in alternative investments. He is responsible for alternative investment programs in the Americas, including portfolio management and construction, as well as manager evaluation. David leads alternatives coverage for Aksia's institutional Canadian clients.

Prior to joining Aksia in 2018, David was a Senior Manager Research Analyst at Man FRM focused on sourcing and evaluating alternatives strategies, as well as active portfolio management. Prior to Man FRM, David was a Vice President within the Institutional Sales and Trading business at HSBC, and before that he worked at Morgan Stanley, where he covered institutional clients across the hedge fund, asset management, and sovereign wealth fund universe, with a focus on fixed income and foreign exchange.

David graduated from Princeton University with a BA in Economics and holds an MBA from Columbia University. David was recognized as a 2023 Knowledge Broker by Chief Investment Officer and Institutional Investor's 2024 Consultant of the Year.

Theresa Shutt

Chief Investment Officer
Harbourfront Wealth Management



Ana De Sousa

Chief Executive Officer
Agio Ratings



Ana De Sousa is CEO of Agio Ratings, a VC-backed credit rating agency focused on the digital asset sector. She was previously the VP of Fintech at the Federal Reserve Bank of San Francisco. There she was responsible for leading a team of technology and policy experts in assessing the risks of integrating crypto into the US banking system. Prior to joining the Fed, Ana launched and scaled operations at FalconX, a global crypto prime brokerage. She holds an MBA from Harvard Business School and a bachelor's in economics from Harvard College.

SPEAKER BIOGRAPHIES

Pascal St-Jean

President & CEO
3iQ Corp.



Throughout his career, Pascal has focused on the transformation and disruption of industries via rapid scaling of businesses under his leadership. Having successfully created and grown multiple business ventures, Pascal was recognized as one of the youngest recipients of the Forty Under 40 award.

Before joining 3iQ, Pascal was an active angel investor and served as Strategic Advisor and Fractional Executive to over 5% of the Globe and Mail's 500 fastest growing companies in Canada.

Pascal's experience in open-source technologies and distributed systems led him to invest in cryptocurrency in 2016, and act as an educational resource on digital asset investments to several organizations. As President & CEO of 3iQ, Pascal is focused on overseeing the growth and global expansion of the company as it continued to pave the way as a global leader in Digital Asset Management.

Sean Stapley

Senior Partner and Co-Founder
Penrose Partners



Sean is a Senior Partner and Co-Founder at Penrose Partners, an emerging technology consulting firm that advises institutions, governments and startups on the blockchain and digital asset industries. With a focus on security, custody and institutional adoption, Sean provides strategic and business development support for family offices, asset managers and enterprises looking to enter the digital asset space. He is additionally an Advisor to Outlier Ventures, a premier web3 accelerator based in London, and the Holt XChange, a FinTech-focused incubator based in Montreal.

SPEAKER BIOGRAPHIES

Lois Tullo

Executive in Residence, The Global Risk Institute

Instructor of Financial Services and Risk Management,
Schulich School of Business



Lois Tullo is an expert in the area of risk, technology, finance, compliance and corporate governance. She has over 30 years of business experience spanning financial services, technology, cryptocurrency, telecommunications, strategy consulting, raising venture capital, M&A, and natural resources. In 2024 she was awarded Top 10 Women CFOs in Canada. She is a UN CEFACT Expert, and Global Blockchain Business Council Ambassador.

As CFRO/CCO she is responsible for financial oversight for KuberMIC a Mortgage Investment Corporation and Advisor for YAMS LLP a Crypto system company. She has over 20 years of Board experience as Chair, Treasurer, and Risk and HR Committee Chair, for a tier 1 bank, private sector and not-for-profit organizations. As an Executive-in-Residence for the Global Risk Institute she spoken on and published the Global Risks and Trends Framework (GRAFT), the linkage of risk management and business strategy, Polycrisis, and the Future of Digital Assets. She has publications for the Banking, Government, and Pension/Asset Management sectors. She is an conference speaker at the United Nations, IACPM, Risk.net, etc, author, and faculty of risk mgt; cyber security, data and IT risk; and financial services at the Schulich School of Business, York University. She teaches in the Master of Risk Management Certificate program, executive programs, MBA, and undergraduate program. She is the author of the whitepaper Enterprise Risk Management – Canadian Best Practices, and Nonfinancial Risk Best Practices in Canada.

She was previously CFO for CIBC Finance Inc. where she was responsible for a \$6 Billion credit portfolio, Human Resources, and \$1.5 securitization. She held senior positions with a large telecommunication company in the area of Finance, HR, and Business Process Redesign. She provided strategy and technology advice for a Boston consulting firm in the financial, oil and gas, mining, and government sectors.

She has done international relief and development work in Ethiopia. She was in data management for a gas transmission company. Previously she was a C.P.A./C.A. with Clarkson Gordon/E&Y, and PWC.

Ms. Tullo is a CPA, CA, ICD.D, CCO. She has a Bachelor of Commerce from the University of Saskatchewan, and an EMBA from the Ivy School of Business, University of Western.

Jordan Villarreal

Manager, Private Capital Research North America and LatAm
Preqin



Jordan manages the Canadian and Latin American research teams for Preqin across its Chicago and New York offices. Preqin is a leader in industry data and insights within the alternative assets space. Jordan's experience includes working with Canada's market leaders to gather key data and intelligence. He joined Preqin in 2020 and helped spearhead the creation of the dedicated Canadian research team. Jordan studied at the University of Western Ontario and holds a bachelor's degree in Economics from Indiana University.

SPEAKER BIOGRAPHIES

Kent Willmore

Founding Partner & President

AGinvest Farmland Properties Canada



Kent is a highly experienced leader in the agriculture industry with over 30 years of expertise. As the President and Founder of AGinvest Farmland Properties Canada Inc., he has established a successful farmland asset management firm in Chatham, Ontario. In 2018, Kent launched the AGinvest Farmland One Fund, providing investors unique access to Ontario's fertile farmland. Under his leadership, AGinvest has established three more successful funds that have delivered exceptional results for investors and farm families. AGinvest is committed to creating mutually beneficial opportunities for investors and farm families while supporting food security and promoting sustainable farming practices. Kent holds a Bachelor of Education and a Bachelor of Environmental Science from the University of Waterloo, where he was recognized as an all-Canadian academic athlete.

Kent is a member of the Canadian Association of Farm Advisors (CAFA) and the Ontario Federation of Agriculture, demonstrating his commitment to advancing the industry.

Esther Zurba

Director

Castle Hall – The Due Diligence Company



Esther Zurba is a Director with Castle Hall, responsible for lending subject matter expertise across Castle Hall Diligence's ongoing product development and client engagements. Esther has more than 20 years of professional experience including over 15 years conducting operational due diligence on global investment managers across all asset classes. Esther joined Castle Hall Diligence in 2012 from Scotia Capital's Trade Operations and Risk Control group, where she conducted ODD on external asset managers supporting multiple business lines. Prior to joining Scotia Capital, Esther worked with Mapleridge Capital, a Toronto based short-term systematic CTA.

Esther holds an MBA from Richard Ivey School of Business at the University of Western Ontario, and BA (Hons) from University of Toronto. Esther is also a CAIA charterholder and has been actively involved with the CAIA Association since 2007 in various capacities, including as current co-head of the CAIA Toronto Chapter. Esther is also a member of AIMA Canada's Legal, Finance & Compliance Committee.

NOTES

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

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