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Canadian Hedge Fund
Awards and Conference



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# 2014 Hedge Fund Conference Agenda

2:00	Registration
2:30	Keynote Address: Gary Ostoich, President, Spartan Fund Management Inc.
2:50	Conference MC: Mackenzie Crawford, Vice President, CommonWealth Fund Services
	Panel One: INVESTORS' VIEWS ON ALTERNATIVES
	Moderator: Chris Pitts CPA, CA; Partner, Pricewaterhouse Coopers LLP
	<ul> <li>Panel Participants:</li> <li>Davee Gunn, Principal, Prime Quadrant</li> <li>Mark Purdy, Managing Director &amp; CIO, Arrow Capital Management Inc.</li> <li>Gary Ostoich, President, Spartan Fund Management Inc.</li> <li>Craig Machel, Vice President, Portfolio Manager, Richardson GMP</li> <li>Darren Coleman, SVP, Branch Manager &amp; Portfolio Manager, Raymond James Ltd.</li> </ul>
4:00	Networking Break
4:20	Panel Two: CORRECTING RISK/REWARD MISCONCEPTIONS
	Moderator: Margaret McNee, Senior Partner, McMillan LLP
	<ul> <li>Panel Participants:</li> <li>Colin Stewart, CEO &amp; Portfolio Manager, JC Clark Ltd.</li> <li>Richard Pilosof, Managing Partner, CEO &amp; Head of Risk, RPIA</li> <li>Blair Levinsky, Co-Founder &amp; Portfolio Manager, Waratah Advisors</li> <li>Dave Picton, President and Portfolio Manager, Picton Mahoney Asset Management</li> </ul>
5:30	Reception – Food and Cocktails
6:30-	Awards Ceremony: Seventh Annual Canadian Hedge Fund Awards
8:00	Awards MC: Peter Hayes, Partner, Audit, National Director, Alternative Investments Practice, KPMG LLP

October 21, 2014 • Grand Banking Hall, One King West Hotel, Toronto, ON.



# Welcome

Dear Guests.

A warm welcome to the Seventh Annual Canadian Hedge Fund Awards event, running for the first time in conjunction with a very interesting and informative half-day hedge fund conference. Thank you for joining us here today.

We are honoured to have Gary Ostoich, President of Spartan Fund Management, open today's proceedings as its keynote speaker and we thank him sincerely for sharing his views on sharing his views on Dispelling the Myths about hedge fund investing. Gary has been in Canada's hedge fund industry for a long time and, as President of one of its most successful firms and as former chair of AIMA Canada, Mr. Ostoich's perspective is insightful and useful to us all.

When we began planning the 7th Annual CHFAs event, our overriding objective was to reach out and engage as many participants across all sectors of Canada's hedge fund community as possible. We are absolutely delighted with the response to this initiative. Many of the most successful and influential members of the industry are with us today. We thank each and every one of our panelists, moderators and MCs for their generosity of time, effort and spirit. It is an enormous contribution to us all here today.

We also wish to extend our appreciation to our principal and supporting sponsors without whom today's event would not be possible. KPMG has been a strong supporter of the Annual Canadian Hedge Fund Awards event since its inception in 2008. The 2014 CHFAs are "powered by" Fundata, who has worked very diligently with us on data collection and calculation to determine this year's winners. We also extend a big thank you to our panel of Judges whose support has been invaluable to us.

We welcome new sponsors this year and want to take this opportunity to thank Investment Executive, CommonWealth Fund Services, McMillan, and PwC for their strong support. Our thanks also go to Kendall Printing for making this brochure possible.

Mark your calendars for the 2015 Hedge Fund Showcase Event on Tuesday, February 24th in downtown Toronto. This conference will feature many of tonight's winners of 2014 CHFAs and is sure to be a particularly rewarding experience for all individual and institutional hedge fund investors as well as their advisors. We encourage all of you to make sure you are on our contact list for future events by registering through our website www.alternativeig.com. You can also follow us on Twitter @canhfawards.

We welcome your feedback on today's event so that we may improve and expand upon our offerings to the alternative asset community in Canada.

Thanks again for your support of the 2014 Canadian Hedge Fund Awards. We wish all the Hedge Fund nominees good luck this evening!

Best Regards,





Julie Makepeace Managing Partner 416-906-3782

Sbar.



**Sarah Barham** Managing Partner 416-268-3566



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# Judges

### **David Mather**



EVP, Integrated Asset Management Corp and President and COO, Integrated Managed Futures

### Eamonn McConnell



Portfolio Manager, Kensington Capital Partners

### Peter Hayes



Partner, KPMG LLP

### William Woods



President and CEO of WWWoods & Co Limited and Independent Review Inc.

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# Participants

### Conference Keynote



### Gary Ostoich

Gary is a leading Canadian hedge fund executive with more than 20 years experience covering all aspects of the hedge fund industry. Currently, Gary is president of Spartan Fund Management, a Toronto based investment management company specializing in launching experienced emerging alternative investment managers.

Gary started his career in the hedge fund industry while a partner within the Toronto office of the law firm of McMillan LLP which he joined in 1987. Gary headed up McMillan LLP's hedge fund practice and formerly was on their management committee. While at McMillan LLP (he left private practice in 2003) he was repeatedly included in LEXPERT's Guide to the Leading 500 Lawyers in Canada. Gary was instrumental in establishing in 2003 the Canadian Chapter of the Alternative Investment Management Association based in the U.K. Gary is past Chair of AIMA Canada.

Gary has written and spoken extensively in Canada and abroad with respect to various issues relating to the hedge fund industry. He has also appeared before various regulatory bodies and task forces within Canada relating to hedge funds including testifying before the Senate Banking Committee in Canada with respect to hedge fund regulation.

### Conference Panel Moderators



### Margaret McNee

Margaret McNee is a Senior Partner in the Toronto office of McMillan LLP where she practices corporate and securities law in the Capital Markets Group. Margaret has a particular focus on retail structured products and is also active in corporate finance and M&A transactions as well as advising on corporate governance matters and securities registration matters. Margaret chairs McMillan LLP's Women's Initiative.

From 1990 to 1991, Margaret was seconded to the Ontario Securities Commission's Corporate Finance Branch to assist in various policy initiatives. In 1994, she served as a consultant to the Financial Services Policy Branch of the Ontario Ministry of Finance on interprovincial securities harmonization.

Margaret speaks and writes regularly on securities law and corporate governance matters.



### Chris Pitts

Chris is a Partner in the Asset Management Practice at PricewaterhouseCoopers (PwC), Toronto in the Audit and Assurance Group, focusing his time entirely on the wealth management industry and specializing in the alternative investment funds sector.

Chris has over twenty years of experience in the industry, encompassing experience with a broad range of investment management clients, including asset management companies, retail and institutional investment vehicles, offshore funds and a variety of alternative fund products.

Chris has advised clients on a wide range of industry-related issues such as developing and enhancing operational investment management processes, structuring of complex fund products and fair valuation processes, and is a frequent speaker at industry conferences.

Chris is a member of the Investment Funds Institute of Canada (IFIC) Accounting Advisory Committee and a past member of the Executive Committee of the Alternative Investment Management Association—Canada (AIMA). In addition, Chris serves on the Board of the Young People's Theatre.

# Recognizing leadership

# McMillan congratulates the winners of the 7<sup>th</sup> Annual Canadian Hedge Fund Awards.

McMillan's investment funds and asset management team helps hedge fund clients succeed by providing services in key areas such as registration, structuring, tax, derivatives, compliance, sales and marketing, listings and ongoing operations. Our lawyers are front and centre in key industry groups, which provides us with a unique perspective on—and direct input into—the regulatory changes impacting the investment industry.

For more information, please visit our website at www.mcmillan.ca.



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Mackenzie Crawford (416) 687-6654

mackenzie@commonwealthfundservices.com



# Participants

### **Panelists**



### Darren Coleman

Darren Coleman started in the industry in 1992 and with Raymond James in 2012, providing comprehensive wealth services for a variety of clients. During this time, he has been managing brokerage offices, spearheading industry trends and leading his team at Coleman Wealth to new territory.

Among Darren's many professional accreditations are Canadian Investment Manager, Financial Management Advisor and Fellow of the Canadian Securities Institute, with a Level II Life Insurance License and an Honours B.Comm from Ryerson University. He was one of the first Canadian professionals to attain the Professional Financial Planner, Certified Financial Planner and Certified Hedge Fund Specialist designations. Due to his success as an advisor in alternative investments, he was the first advisor to sit on committees for the Alternative Investment Management Association (AIMA), and on the Board for the Hedge Fund Association, as a Member and an Instructor.

An industry veteran before coming to Raymond James, Darren held management and advisor positions at major bank-owned brokerage and financial services firms. Through this experience, together with his involvement with industry Boards, he has built a network of professional relationships with the industry's top managers, firms and executives, through which he is able to offer his clients superior due diligence, access and insight.

Darren is part of the leadership team for Raymond James' 53rd Branch, and is considered a champion of their cross-border service offering. He frequently speaks at conferences and educational events and currently sits on the Editorial Board for Advisor's Edge Report for Canadian investment professionals.



### Davee Gunn

Davee is a principal at Prime Quadrant LP and a veteran of the securities industry in Canada having held a number of senior executive positions over the past 30+ years.

Prior to joining Prime Quadrant, Davee was President & CEO of Hahn Investment Stewards & Company Inc. (acquired by Industrial Alliance in 2013). Davee started her career at Richardson Securities, subsequently served as an officer, director and shareholder of Yorkton Securities, then co-founded Allied Canadian Development Corporation in 1988, a diversified real estate corporation that engages in the acquisition and development of commercial properties in Canada – Allied Properties REIT (TSX:AP.UN). Prior to Hahn, she was Vice Chair of Abria Financial Group, a firm recognized as a leader in the alternative investment business in Canada.

Davee has served on the Education Committee and as an instructor for the Canadian Securities Institute, the Sales Practices Committee of the Canadian Chapter of the Alternative Investment Management Association (AIMA) and is frequently cited for her education-based approach in the investment community.

She is the past co-Chair and member of the board of Shalom Village, a Long Term Care Organization affiliated with McMaster University Faculty of Health Sciences and was actively involved in the \$3 million capital campaign for Rose Cherry's Home – now the Darling Home for Kids.

# Alternatives go mainstream

Over the next few years, alternative investments will continue to feature more prominently in institutional and retail portfolios. Asset managers must chart a course through turbulent markets and an increasingly complex regulatory environment to respond to this demand.

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To learn more, visit www.pwc.com/ca/am



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# **Participants**

### **Panelists**



### Blair Levinsky

Blair Levinsky is a Partner and Co-Founder of Waratah Capital Advisors Ltd, a Canadian registered investment fund manager founded in 2010. Waratah is a research intensive fundamental investor with a disciplined approach to risk management. Waratah manages low volatility equity long short strategies which emphasize protection of capital. Blair began his career at TD Securities (TD Bank Financial Group) where he spent 11 years in mergers and acquisitions, equity capital markets and institutional equities as part of the TD Newcrest team as a Managing Director.

Blair holds a Bachelor of Laws and a Master of Business Administration from Dalhousie University. He is a member of the Young Presidents' Organization and serves on the Board of Women's College Hospital Foundation, as well as on its Investment Committee.



### Craig Machel

Craig Machel is a Portfolio Manager with Richardson GMP. Craig takes an active role in the alternative investment industry in Canada, including various non-traditional investments in diversified portfolios on behalf of his clients, whether high net worth, corporate or institutional. He plays a prominent role in providing education and leadership in and with regards to the alternatives industry, as a regular commentator on the Business News Network, Globe and Mail and in various other media, as well as hosting and moderating events designed to promote the importance and purpose of the alternative investment industry.



### **David Picton**

David is a founding partner of Picton Mahoney Asset Management. Prior to this, he helped launch Synergy Asset Management in 1997. His experience in the investment industry includes eight years as head of quantitative research at RBC Dominion Securities where he was one of the top ranked analysts in his sector. David holds an Honours Bachelor of Commerce degree from the University of British Columbia. He also received a Leslie Wong Fellowship from UBC's prestigious Portfolio Management Foundation.



### Richard Pilosof

Richard is Managing Partner, CEO and Head of Risk at RP Investment Advisors. Formerly, Mr. Pilosof was Managing Director and Head of Global Debt Markets for RBC Capital Markets (RBCCM), having held positions on the Operating Committee, Management Committee, Executive Committee and a succession of senior management positions in his greater than 25 years with RBC. In 1987, Mr. Pilosof had the distinction of becoming RBCCM's youngest managing director at the age of 27, the same year he was appointed head of Canadian Domestic Fixed Income Trading. Mr. Pilosof transferred to the United Kingdom in 1998 and worked on the Hambros Bank Limited business integration, later becoming a member of the Global Markets Operating Committee in 1999. While in London, Richard managed and built RBC's international capital markets platform into a world class operation with significant operations in London, Hong Kong, Sydney and New York, substantially increasing RBC's percentage of revenues earned from operations outside Canada from 1998 to 2008. As Global Head of Debt Markets, Mr. Pilosof oversaw multi-billion dollar portfolios. Mr. Pilosof managed and traded, on a discretionary basis, foreign exchange, fixed income and credit products portfolios, reporting to the Co-President of RBCCM. Richard holds a BA in Finance from University of South Carolina and is the Chair of the Finance & Investment Committee for the Mount Sinai Hospital Foundation.



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# **Participants**

### **Panelists**



### Mark Purdy

Mr. Purdy serves as Chair of the Investment Committee at Arrow Capital Management Inc. and has over 15 years experience in the investment industry.

Mr. Purdy shares responsibility for the hedge fund manager selection and asset allocation process and has served on the Investment Committee at Arrow Capital Management since inception. Mr. Purdy held senior roles at BPI Financial Corporation and IBM Canada Ltd.

Mr. Purdy graduated from the University of Toronto with a Bachelor of Commerce and Economics degree. He holds the CFA designation. Mr. Purdy is also actively involved in the Varsity Blues alumni fundraising projects at the University of Toronto and is on the Board of the Ireland Park Foundation.



### Colin Stewart

Colin Stewart is a founding shareholder of JC Clark Ltd. and is the Chief Executive Officer, a Director and a Portfolio Manager at the firm. He has responsibility for the firm's investment team and also serves as the Portfolio Manager for the Preservation Trust and the Focused Opportunities Fund. Colin received a Bachelor of Business Administration (Honours) from Wilfrid Laurier University in 1998 and is a CFA charterholder (2001). Colin started his career in the Corporate Finance division of CIBC World Markets and then joined Connor Clark & Co. where he worked alongside our founder John Clark as a Research Analyst.

### Conference MC



### Mackenzie Crawford

Mackenzie Crawford is responsible for CommonWealth Fund Services strategic development and execution in his role as Vice President. With the company since 2011, he oversees all areas of corporate development, including: marketing; sales; contract negotiation; client services; staff hiring, training, and retention; and strategic planning. He serves as a Board Member on the Board of Directors of Caledon Trust Company, CommonWealth's parent company. Mackenzie is actively involved in the wider alternative investment management industry and is the Chair of the annual AIMA Canada Charity Golf Tournament. Mackenzie earned his Honours Bachelor of Commerce degree from the Queen's School of Business at Queen's University in Kingston, Ontario.

### Awards MC



### Peter Hayes

Peter Hayes is the National Director of KPMG's Canadian Alternative Investments practice. He has more than 13 years of professional experience serving Canadian, US and international private investment funds, mutual funds and asset managers, and their service providers. Peter re-joined KPMG after spending several years developing and managing alternative investment products with Citigroup Alternative Investments in New York. He was previously an audit manager in the Alternative Investments practice of KPMG in the Cayman Islands. Peter is a member of the Legal & Finance Committee of the Alternative Investment Management Association (Canada Chapter) and the Treasurer of the Canadian Securities Lending Association.

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# Notes

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# IE and FI



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