



# 10th Anniversary Reception

April 9, 2013, 5-8pm The National Club 303 Bay Street, Toronto

# **Evening Agenda**

# WELCOME TO OUR 10TH ANNIVERSARY EVENT!

#### Introduction 5:30

Andrew Doman, AIMA Canada Deputy Chair

# **Founding and the Early Years**

Jim McGovern, Past Chair (2003 - 2006)

# **Changing Landscape**

Phil Schmitt, Past Chair (2006 - 2009)

# **Ongoing Growth**

Gary Ostoich, Chair (2009 - present)

#### Reception 6:00

# MESSAGE FROM ANDREW BAKER



On behalf of the global AIMA organization, I am pleased to extend congratulations and best wishes to AIMA Canada and its membership on the occasion of the 10th anniversary of its founding.

AIMA Canada's growth over the past ten years has been nothing short of remarkable, as have been its achievements in the areas of developing and promoting sound practices, enhancing industry transparency and education and liaising with regulators, governments and the wider financial community. As the pre-eminent voice of the industry in

Canada you have acted as a catalyst for the industry's development.

The recent expansion of AIMA Canada's national footprint reflects the growing recognition the organization has earned within the Canadian financial community.

It has been very rewarding to see the Canadian National Group take its place as an integral part of the global hedge fund community. Hearty congratulations to all involved on your impressive achievements to date and best wishes for continued success in the years ahead.

Sincerely,

Andrew Baker

**Chief Executive Officer** 

Alternative Investment Management Association

# MESSAGE FROM GARY OSTOICH



This April, AIMA Canada will celebrate an important milestone, the tenth anniversary of our founding. As one of AIMA Canada's founding members, it has been a great privilege to lead the organization as Chair for the past three years. In doing so, my goal has been to build on the impressive achievements of my distinguished predecessors in this role, Jim McGovern and Phil Schmitt.

On behalf of my colleagues on the Executive Committee, I want to extend sincere thanks to those responsible for AIMA Canada's growth and success over the past decade - our founders, our partners in the global AIMA organization, members of our many committees and, importantly, our growing membership. We are grateful to this group for their generous support without which AIMA Canada would not be where it is today.

We can all take pride in the success achieved in ten short years as we worked together to establish AIMA Canada as the undisputed voice of the hedge fund industry in Canada. It's been a great ride and I look forward with anticipation to building on AIMA Canada's success in the future.



Gary Ostoich Chair, AIMA Canada

# AIMA CANADA COMMITTEES:

# **About the Committees**

# **Executive Committee (ExCo)**

The Executive Committee of AIMA Canada, consisting of five volunteers from AIMA members and the COO of AIMA Canada, oversees the strategic focus and policy matters of the AIMA Canada. The ExCo meets 10-11 times per year in a mid-week morning.

The ExCo has created various committees (formally: subcommittees under the AIMA Limited definition) to provide a forum for members to interact, create events and publications furthering the goals of AIMA Canada and, in some cases, support other committees or work in a specific geographical area. These committees are either subject matter or geographic in nature and have a member of the ExCo sitting on each of them to facilitate information flow.

# **Executive Committee Members**

- · Gary Ostoich, Chair
- · Andrew Doman, Deputy Chair
- Chris Pitts, Treasurer
- Michael Burns, Legal Counsel
- Paul Patterson, Secretary
- · James Burron, COO



A full crowd for the first event in the *Benchmarks Series: 60/40 is Dead;* Long Live 60/40

# **Education & Research Committee (ERC)**

Introduced to create publications to educate investors, the public and managers in areas such as what a hedge fund is, the difference between strategies and sound practices for hedge fund managers, this group also supports the AIMA Canada Research Award and holds the Annual Debate. Committee members include real money and FoHF investment personnel, hedge fund PMs, CIOs and analysts, prime brokerage staff and due diligence specialists. Nicknamed the 'institutional committee', the ERC tends to hold events on more esoteric topics such as illiquidity premiums and benchmarking alternatives in a portfolio. Meetings are generally lunch-time and on Wednesdays about 10-11 times per year.

Over the last 2 years, the ERC has organized the following events:

- So you think you know commodities? Think again: February 9, 2011
- Annual debate: Inflation or deflation: May 25, 2011
- Fields Institute: What MMF grads need to know about Canadian Hedge: July 21, 2011
- Benchmarks: Cornerstones or millstones. 60/40 is dead. Long Live 60/40: December 7, 2011
- London, UK An Evening With Canadian Hedge (with DFAIT): May 20, 2012
- Breakfast with the Allocators (at the Canada Cup conference): May 31, 2012
- Fields Institute: Introduction to Canadian Hedge for MMF students & grads: June 21, 2012
- Boston, MA An Evening with Canadian Hedge (with DFAIT): October 16, 2012
- Queen's University: Introduction to Canadian hedge for MSc (Fin) students & grads: October 17, 2012
- Annual Debate Toronto: October 18, 2012
- Talk with Mark Kritzman (Toronto): November 5, 2012
- Risk Parity: It's a Weighting Game: March 27

# LEADING THE WAY FOR THE INDUSTRY



Members enjoying a beverage with AIMA COO at the annual Wine and Cheese in Toronto.



The EC organizes the many social events and supports other events through outreach to members and the public for ticket sales, and sponsorships as well as ensuring smooth registration for attendees. Most members of the EC are with fund company marketing arms as well as banks and other service providers. Meetings are typically 3-4pm and happen every 6-7 weeks.

A member of the EC typically is also on each of the other committees in order to coordinate event planning.

Over the last 2 years, the EC has organized the following events:

- · 2nd Annual Ski Day (Ontario): February 3, 2011
- 7th Annual Charity Golf Tournament: June 9, 2011
- Annual Wine Tasting (Toronto): November 29, 2011
- Annual Wine Tasting (Montréal): December 1, 2011 (with QC)
- 3rd Annual Ski Day (Ontario): February 2, 2012
- 8th Annual Charity Golf Tournament: June 5, 2012
- Summer Sport and Social at BMO Field: September 17, 2012
- 1st Annual Wine Tasting (Vancouver): November 8, 2012 (BCC not yet formed)
- 1st Annual Wine Tasting (Calgary): November 9, 2012 (AC not yet formed)
- Annual Wine Tasting (Toronto): November 27, 2012
- Annual Wine Tasting (Montréal): November 29, 2012 (with OC)
- Talk with Mark Kritzman (Montréal): December 11, 2012 (with OC)
- 4th Annual Ski Day (Ontario): January 31, 2013
- 1st Annual Ski Day (Québec): February 18, 2013 (with QC)



Panelists ready themselves for the *Emerging Managers*: Operational & Compliance Considerations event.

# Legal & Finance Committee (L&FC)

Liaising with the various provincial and federal regulatory bodies, as well as with those of other countries and with AIMA head office's regulation area, the L&FC leads all dialogue with securities and other regulators. The L&FC has organized sessions for managers and other interested parties on sound practices around establishing a fund in Canada or offshore, capital introduction and operational and compliance considerations as well as more specific issues such as FATCA. Committee members are generally lawyers and accountants as well as a few from fund managers. Meetings are lunch time and timing is ad hoc, in reaction to calls for submission of comment letters or other issues from the membership and external parties, and occur about 6-8 times per year.

Over the last 2 years, the L&FC has organized the following events:

- · New & Emerging Managers: Domestic Structuring: June 2, 2011
- New & Emerging Managers: Capital Introduction: June 22, 2011
- New & Emerging Managers: Offshore & U.S. Structuring: September 15, 2011
- New & Emerging Managers: Operational & Compliance Considerations: October 27, 2011
- FATCA Workshop: May 24, 2012

# AIMA CANADA COMMITTEES:



The distinguished panel faces a capacity crowd for the Managed Futures Committee's *Introduction to CTAs* event.



Managed Futures Committee (MFC): Created in February 2012 to service the members and area of the industry dealing in managed futures (aka CTAs), this group has a mandate to educate investors about the efficacy of the strategy and, where applicable, work with the L&FC on issues such as taxation and regulation that might be ameliorated. Their first event was an introduction to managed futures panel. Committee members include CTA PMs and salespeople, futures clearinghouses and trading platforms and lawyers. Meetings are usually 3-4pm roughly every 5-7 weeks.

Since its formation, the MFC has organized the following event:

• Introduction to CTAs – Toronto: September 12, 2012



Nassim Taleb accepts thanks and gifts for his talk to hundreds in Toronto.

# **Sales Practices Committee (SPC)**

Also known as the 'retail committee', the SPC works to bridge any information and education gaps between managers (and their wholesalers) and retail advisors and their clients. Events typically entail a single or panel of speakers detailing their strategy or trading techniques with an eye to giving insight into their area in particular and alternative trading strategies in general. Member constituents include fund manager wholesalers, brokerage firm product specialists and retail advisors and meetings are usually 3-4pm about 6-8 times per year.

Over the last 2 years, the SPC has organized the following events:

- How the Pros Hedge Their Books (Toronto): March 29, 2011
- How the Pros Hedge Their Books (Montréal): November 7, 2011 (with QC)
- Talk with Nassim Taleb (Montréal): May 29, 2012 (with QC)
- Talk with Nassim Taleb (Toronto): May 30, 2012
- Talk with Nassim Taleb (Vancouver): October 25, 2012 (BCC not yet formed)
- Talk with Nassim Taleb (Calgary): October 26, 2012 (AC not yet formed)
- How to Generate Yield (Montréal): November 14, 2012 (with OC)
- How to Generate Yield (Toronto): November 21, 2012

# LEADING THE WAY FOR THE INDUSTRY



Ski Day at Osler Bluff is always a great time to connect with nature and fellow industry participants.



These committees provide a variety of event offerings sometimes leveraged from similar topics from subject matter committees—that are tailored to the local audience and also allows inclusion of speakers from other parts of the country.

The geographic committees' mandate is to increase industry prominence and membership, provide educational sessions and social gatherings for members and potential members, sometimes in concert with other organizations such as the local CAIA, CFA, PRMIA and GARP groups. Events might be derived from those in other jurisdictions with possible adaptation to local requirements and preferences as well as unique offerings developed by the membership.

Members of the geographic committees also sit on various subject matter committees to facilitate information sharing and scheduling.

Alberta Committee (AC): Formed in January 2013, the AC consists of member representatives either resident in Alberta, predominantly Calgary, or having substantial business interest in the province. Special prominence may be taken by the oil & gas industry. The committee meets about 7-9 times per year for lunch.

The AC is planning about 2 educational and 2 social events each year, starting with an Alberta manager panel (Hedge Managers in Your Own Backyard) in spring 2013.

BC Committee (BCC): Like the AC, the BCC was formed in January 2013 and consists of member representatives either resident in the province or having substantial business interest in BC. The committee meets about 8-9 times per year for lunch.

The BCC is planning about 2 educational and 2 social events each year, commencing with a social event in spring 2013.



The inaugural Ski Day Québec at Mont Saint Sauveur was a perfect day for skiing and meeting friends at the lodge.

Québec Committee (QC): The QC was formed in June 2010 and has twinned a number of events (in concert with certain subject-matter committees), sometimes changing the participant make-up entirely to accommodate speaker schedules and local tastes. The committee meets about 6-7 times per year for lunch.

Over the last 2 years, the QC has organized the following

- Summer Social June 1, 2011
- How the Pros Hedge Their Books (Montréal): November 7, 2011 (with SPC)
- Annual Wine Tasting (Montréal): December 1, 2011 (with EC)
- Talk with Nassim Taleb Montréal: May 29, 2012 (with
- How to Generate Yield (Montréal): November 14, 2012 (with SPC)
- Annual Wine Tasting (Montréal): November 29, 2012 (with EC)
- Talk with Mark Kritzman (Montréal): December 11, 2012 (with EC)
- 1st Annual Ski Day (Québec): February 18, 2013 (with EC)

# AIMA CANADA RESEARCH AWARD



Marcus Xu, winner of the AIMA Canada Research Award, receives his cheque from Andrew Doman (right, Deputy Chair of AIMA Canada) and James Burron (COO). Now to find a big ATM!

# \$10,000 prize - maximum 10,000 words

Since 2005, the Canada National Group of the Alternative Investment Management Association (aka AIMA Canada) has awarded \$10,000 to the author(s) of the best paper submitted for the AIMA Canada Research Award. 2013 could be your year to win.

To compete for the prize, simply submit an original, unpublished paper (max 10,000 words) and summary (max 2,500 words) to AIMA Canada at awards@aima-canada.org by September 30, 2013. Topics may include, but are not limited to: investment strategy, regulation, trading, risk management, risk measurement and manager

selection and the research focus may be either Canadian or global.

The winning paper will be available for download from the AIMA Canada site, featured in a press release and eligible for publication in the Canadian Investment Review (www.investmentreview.com).

Full rules can be found via the Research Award page on the AIMA Canada website (www.aima-canada.org/research\_award.html).

Please direct any questions or comments to the AIMA Canada office at 416 364 8420 or awards@ aima-canada.org.

Good luck!

# HEDGE FUND AND FOHF MANAGERS

# Aberdeen Asset Management Inc.

Member since 2012



Global Fund Of Hedge Fund Provider

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# **Acorn Global Investments**

Member since 2010

Systematic Global Macro

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# AllianceBernstein

# AllianceBernstein Canada

Member since 2012

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# **Arrow Capital Management Inc.**

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# **Aurion Capital Management Inc.**

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Institutional Long/Short Equity and Income

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## **Auspice Capital Advisors**

Member since 2012

Systematic Trend Following and Commodities

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#### **Ballast Healthcare Partners Inc.**

Long-Short Healthcare Equity

Member since 2013

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# Blackheath Fund Management Inc.

Member since 2009

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Breton Hill Capital Ltd.

Member since 2013

BRETON HILL CAPITAL

Macro Hedge Fund Manager

**Commodity Trading Advisors** 

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Managed Futures

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**Credit Suisse Asset Management (Canada)** 

Member since 2012

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# Crystalline Management Inc.

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Canada Relative Value and Arbitrage

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# Difference Capital Funding Inc.

Member since 2012

Merchant Banking and Advisory Services

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## **Front Street Capital**

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Member since 2006

Long-Short Equity and Income

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# Galileo Global Equity Advisor Inc.

Member since 2012

Long-Short Canadian Equity

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#### GCIC Ltd.

Member since 2006

Long/Short Equity

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# HEDGE FUND AND FOHF MANAGERS



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Member since 2013

Canada Market Neutral

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#### Goodwood Inc.

Member since 2002

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# **Grafton Asset Management**

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Global Energy Investments, Long Bias

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# **Groundlayer Capital Inc.**

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Long-Short North American Equity (Long Bias)

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## Hesperian Capital Management Inc.

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Long-Short Canadian Equity and Market Neutral

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## Hillsdale Investment Management Inc.

Member since 2002

Quantitative Long/Short Global Equity

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# Inflection Management Inc.

Member since 2012

Funds of Hedge Funds

Retail Alternatives

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# Integrated Asset Management (IAM) Group

Member since 2003

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# JC Clark Ltd.

Member since 2003

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# HEDGE FUND AND FOHF MANAGERS



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Multi-Strategy

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# KCS Fund Strategies Inc.

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Disciplined Alternative Investment Management and Consulting

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# **Kensington Capital Partners Ltd.**

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# Lawrence Park Capital Markets Ltd.

Member since 2011

Fixed Income Hedge Fund Manager

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## Man Investments Canada Corp.

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# **Niagara Capital Partners Ltd**

Member since 2004

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## Northwater Capital Management Inc.

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## **Polar Securities Inc.**

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# Radin Capital Partners Inc.

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# HEDGE FUND AND FOHF MANAGERS



# **RBC Global Asset Management**

Member since 2013

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# RDA Capital Inc.

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Multi-Strategy Hedge Fund Manager

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# **Red Sky Capital Management**

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## RP Investment Advisors

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## Salida Capital LP

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# **Shoreline West Asset Management Inc.**

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Multi-Strategy Fund

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# Sigma Analysis & Management Ltd.

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# **Spartan Fund Management Inc.**

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# **TD Asset Management**

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**Waratah Advisors** 

Member since 2011

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# **West Face Capital Inc.**

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# **Westcourt Capital Corporation**

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## **Horizons ETFs**

Member since 2004

Asset Manager – ETFs

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# **PRIME BROKERS**



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# **CIBC Prime Brokerage**

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**RBC Capital Markets** 

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Member since 2012

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# **RBC Capital Markets**

Member since 2003

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# Scotiabank Global Banking and Markets

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#### TD Securities Inc.

Member since 2013

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Member since 2009

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# CITCO (Canada) Inc.

Member since 2008

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# **CommonWealth Fund Services**

Member since 2008

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# Harmonic Fund Services Canada Inc.

Member since 2006

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# **RBC Investor Services**

Member since 2006

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# **SGGG Fund Services Inc.**

Member since 2012

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## The Investment Administration Solution Inc.

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