



2022

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# ATTENDEES



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## ATTENDEES

FIRST NAME	LAST NAME	TITLE	COMPANY
Corinne	Ah Choon	Consultant	Eckler Ltd.
Anne	Ananddakopal	Associate Partner, DC Consulting, DC Solutions	LifeWorks Inc.
Fauzia	Babar	Investment Consultant	Aon
Derek	Beane	Director	MFS Investment Management
Joseph	Bevilacqua	Principal	Mercer
Geoffrey	Blain	Specialist, Pension Finance and Governance	ArcelorMittal Dofasco
Lauren	Bloom	Head of Canada	T. Rowe Price
Danny	Boutin	Group Vice-President and Managing Director	NHL Pension Society
Todd	Brien	Director, Treasury	ArcelorMittal Dofasco
Lianne	Buchanan	AVP, Total Rewards	Definity Insurance
Preet	Banerjee	Personal Finance Expert	
Kathryn	Bush	Partner	Blake, Cassels & Graydon LLP
Shane	Campbell	Director, Treasury, Capital Markets and Pension	Canadian Utilities Ltd.
Irene	Chan	Senior Consultant	Eckler Ltd.
Elaine	Cheung	Senior Manager, Total Rewards	Coca-Cola Canada Bottling Ltd.
Bernadette	Chik	Innovation Leader, Wealth	Mercer
Kin	Chin	Head of Retirement and Institutional Relationship Management	Franklin Templeton
Michelle	Chusan	Vice-President, Total Rewards	Hudson's Bay Co.
Jean-Daniel	Côté	Vice-President and Practice Leader, Retirement Consulting	BFL CANADA Consulting Services Inc.
Carol	Craig	Director, Pensions and Benefits	TELUS Communications
Naren	Daniels	Principal	LifeWorks Inc.
Nadia	Darwish	Vice-President, Business Development and Client Relationships	Desjardins Insurance
Sergio	De Rango	Vice-President, Institutional Business Development	CIBC Asset Management
Jeannette	Desjardins	Senior Vice-President, Benefits	Bank of America
Catherine	Dimitriadis	Vice-President, Institutional Sales	Fidelity Institutional Canada
Sarah	Donahue	Consultant Relations	MFS Investment Management
Jim	Doornbos	Benefits and Retirement Director	CLAC
Tyler	Downey	Treasurer	SEIU Healthcare Canada
Jonathan	Flegg	Institutional Sales	T. Rowe Price
Tracy	Fogale	Senior Manager, Pension and Benefits	Kraft-Heinz Canada
Andrew	Forsyth	Senior Vice-President, Institutional Investments	Franklin Templeton
Sandra	Furtado	Manager, Total Rewards	AGO
Lindsay	Gobin	Partner, National Accounts	Hazelview Investments
Michael	Greenberg	Senior Vice-President, Portfolio Manager	Franklin Templeton
Kristina	Hendren	Senior Retirement Consultant	Aon
Jay	Hopkins	Vice-President, Group Retirement	The Leslie Group
Burk	Humphrey	Associate Partner and Head of DC Solutions, Canada	Aon
Gary	Hutch	Executive Director	PEBA, Public Employees Benefits Agency



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## ATTENDEES

FIRST NAME	LAST NAME	TITLE	COMPANY
Kristina	Humphreys	Program Manager, Pension and Savings	Shaw Communications
Emilie	Inakazu	Director, Benefits and Well-being	KPMG Canada
Rob	Jackett	Senior Director, Finance and Administration	CBPP
Gabriela	Jeffrey	Director, Business Development	Desjardins Insurance
Zaheed	Jiwani	Principal	Eckler Ltd.
Mohamed	Karmali	AVP, Investment Manager Research	Gallagher
Jillian	Kennedy	Partner, Canadian Leader, DC and Financial Wellness	Mercer (Canada)
Roman	Kosarenko	Senior Director, Pension Investments	Loblaw Companies Ltd.
Vivian	Lee-Major	Vice-President, Total Rewards	Richardson Wealth Ltd.
John	Lewis	International Vice-President and Director of Canadian Affairs	IATSE
Jo	Lim	Benefits Lead	Finastra
Sean	Liss	Investment Consultant	HUB Proteus
Neil	MacIntosh	Administrator	Prairie Teamsters Admin Services Ltd.
Diana	Maier	Canada Retirement Benefits Lead	Schlumberger Canada Ltd.
Kevin	Martino	Vice-President	Capital Group
Tye	McAllister	Senior Pension Investments Analyst	ATCO / Canadian Utilities
Scott	McManus	AVP, Global Retirement and Savings	Sun Life Financial
Anne	Meloche	Head of Institutional Business	Sun Life Global Investments
Kevin	Minas	Vice-President, Global Fixed Income	CIBC Asset Management
Satwik	Misra	Director	Sun Life Global Investments
Mark	Molczanski	Director of Admin Services	The Free Methodist Church in Canada
Christine	Nassar	Senior Manager, Global Defined Contribution Plans	Scotiabank
Dean	Newell	Vice-President	Actuarial Solutions Inc.
Marnie	Niemi Hood	Vice-President, Pension Solutions	CAAT Pension Plan
Inna	Ostrovsky	Controller	Metro Toronto Convention Centre
Helene	Papadolias	Senior Client Relationship Manager	Penmore Benefits Inc.
Darren	Patrick	Managing Director, Relations Management (Canada)	MFS Investment Management Canada
Rahim	Peera	Senior Vice-President, Group Retirement	Penmore Benefits Inc.
Jacques	Poddar	Director, Treasury and Pensions	Rogers Communications
Ken	Richards	AVP, Sales & Service	CUMIS
Mike	Robbie	Investment Solutions Executive	Sun Life Financial
Gabriele	Romano	Vice-President, GRS	PACE Consulting Benefits & Pensions Ltd.
Paul	Rossi	Senior Consultant	Eckler Ltd.
Basil	Rowe	Vice-President, Total Rewards	Sobeys Inc.
Jenifer	Rush	Head of Responsible Investing & Manager Research	Sun Life Global Investments
Michael	Scott	Senior Consultant	HUB Proteus
Mazen	Shakeel	Partner and Practice Leader, Investment and Risk	LifeWorks Inc.
Joseph	Shaw	Managing Partner and Head of Institutional Sales	Hazelview Investments



# 2022 DC INVESTMENT Forum

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EXCELLENCE

## ATTENDEES

FIRST NAME	LAST NAME	TITLE	COMPANY
David	Shedd	Vice-President, Institutional Sales	Fidelity Canada Institutional
Mark	Skoczylas	Manager, Pension Finance and Governance	ArcelorMittal Dofasco
Anthony	Spagnolo	Director	Baillie Gifford International LLC
Scott	Stobo	Director	Equitable Life of Canada
Gladys	Sywyk	Territorial Manager, Employee Benefits	The Salvation Army
Mihai Claudiu	Tat	President, Board of Directors	CAEAS-ECAB
Neil	Turner	Head of Reward, Canada and LatAm	Lockheed Martin Canada
Dominique	Vignet	Client Service Manager	Baillie Gifford
Ann	Wei	Director, Financial Services	Toromont Industries Ltd.
Aaron	White	Vice-President, Sustainable Investments	CIBC Asset Management
Jhon	Zentner	Senior Manager, Global DC Plans/M&A	Scotiabank
Brian	Ziedenberg	Senior Vice-President - Institutional	Capital Group



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# AGENDA



## AGENDA

Friday, September 23

**7:30 - 9:00 AM:** **BREAKFAST** (*Ritz-Carlton Ballroom, Salon 3*)

**9:00 AM:** **OPENING REMARKS** (*Ritz-Carlton Ballroom, Salons 1 & 2*)

**9:00 - 10:00 AM:** **WHY WE'RE HARD-WIRED TO MAKE BAD DECISIONS ABOUT MONEY**

In this keynote session, Preet Banerjee will inspire attendees to become financially empowered through his world-class expertise and unique ability to take the complexity out of money matters. Drawing on his background as a consultant to the wealth management industry with a focus on behavioural finance research, he will speak about why we're hard-wired to make bad decisions about money from time to time and, more importantly, what we can do about it.

SPEAKER:

**Preet Banerjee**, personal finance expert

**10:00 - 10:30 AM:** **SEQUENCE OF RETURNS RISK:**

**ARE YOUR EMPLOYEES' RETIREMENT NEST EGGS PREPARED?**

Year to date global market performance highlights the importance of understanding the impact of sequence risk and how to manage it. In this session, Derek Beane and Sarah Donahue will discuss the concept of sequence risk, why it's most pronounced in the later stages of the retirement journey, why the degree and nature of risk aren't the same for all target-date fund lineups and how to manage it.

SPEAKERS:

**Derek Beane**, director, investment product specialist, global product group, **MFS Investment Management**

**Sarah E. Donahue**, managing director of consultant relations, **MFS Institutional Advisors Inc.**

**10:30 - 11:00 AM:** **NETWORKING BREAK**

**11:00 - 11:30 AM:** **TARGET-DATE FUNDS AND RESPONSIBLE INVESTING: DISCERNMENT REQUIRED**

With the demand for responsible investing solutions increasing exponentially over the past few years, investment managers are launching new funds, redefining their funds' objectives and strategies or rebranding existing strategies. But building or shaping portfolios with an RI focus isn't as straightforward as it may seem and it also has multiple implications. With so many products making RI claims and no standard naming conventions, it can be a challenge to really understand each RI approach. And it's even more challenging with target-date funds, as these are built with multiple asset classes and underlying strategies. Since building or shaping RI portfolios is a journey, it's important for DC plan sponsors to understand the evolving RI approaches and determine which ones are best aligned with their fiduciary responsibilities and investment beliefs. In this session, Jennifer Rush and Satwik Misra will walk through the spectrum of responsible investing approaches and shares tips on how to discern between the different RI propositions that can be used within a TDF.

SPEAKERS:

**Satwik Misra**, director, institutional business development and client relationships, **Sun Life Global Investments**

**Jenifer Rush**, head of responsible investing and manager research, **Sun Life Global Investments**

Please note that all times are listed in Eastern Time. This agenda is subject to change.





## AGENDA

11:30 AM - 12:00 PM:

### SUSTAINABLE INVESTING AND TARGET-DATE FUNDS: KEY CONCEPTS AND BEST PRACTICES

As defined contribution pension plan members seek more focus on environmental, social and governance and sustainable investing, this presentation will examine best practices for efficiently delivering sustainable target-date solutions. Key concepts include: the trade-off between relative risk, return and ESG factors in TDF solutions, plus balancing exclusions versus engagement; portfolio construction in multi-asset ESG TDF: core and explore concept, managing beta with active alpha opportunities complimented by more passive or rules-based tools; and the role of dynamic asset allocation in managing some of the biases that sustainable investing can introduce and as both a risk management and value-add tool in environments of heightened volatility.

SPEAKER:

**Michael Greenberg**, senior vice-president, portfolio manager, Franklin Templeton Investment Solutions

12:00 - 1:00 PM:

**LUNCH** (*Ritz-Carlton Ballroom, Salon 3*)

1:00 - 1:30 PM

### UTILIZING REAL ESTATE TO MEET INVESTMENT OBJECTIVES

Used to enhance income, improve diversification and hedge against inflation, the world's largest and most sophisticated investors are allocating a large and growing amount of their capital to real estate. This session will provide an overview of commercial real estate, including the ways DC plan investors can benefit from the unique features it offers and the different ways they can approach this asset class given time horizons and risk profiles.

SPEAKER:

**Joseph Shaw**, managing partner and head of institutional sales, Hazelview Investments

1:30 - 2:00 PM:

### ALTERNATIVE APPROACHES TO FIXED INCOME

The role of fixed income in defined contribution plans has traditionally been to conserve capital, produce income and provide liquidity. Recent market turbulence has triggered many to question if the role of traditional fixed has been compromised. In this session, Kevin Minas will explore alternative yet complimentary approaches to traditional fixed income management. Fixed income allocations can indeed generate superior expected risk-adjusted results without compromising the traditional strengths of this asset class.

SPEAKER:

**Kevin Minas**, vice-president, client portfolio manager, global fixed income, CIBC Asset Management

2:00 - 2:30 PM:

**NETWORKING BREAK**

2:30 - 3:00 PM:

### THE PUBLIC EMPLOYEES PENSION PLAN – TAKING A DB APPROACH TO A DC INVESTMENT STRUCTURE

In 2020, The Public Employees Pension Plan introduced private equity and infrastructure investments into its investment structure. This innovation didn't happen overnight and is the product of a number of other decisions, experience and innovation in the preceding 10-15 years. In this session, Gary Hutch will share how the Public Employees Benefits Agency's experience investing in private markets outside of the PEPP and the PEPP's investment structure have made it possible to introduce private equity and infrastructure investments to Canada's largest DC plan.

SPEAKER:

**Gary Hutch**, executive director of investment services, Saskatchewan's Public Employees Pension Plan

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**3:00 - 3:45 PM:**

**HOW AND WHY ESG SHOULD BE INTEGRATED INTO DC PLAN INVESTMENTS**

This session will look at environmental, social and governance factors, the reasons that ESG should be considered in a DC plan's investment platform, the legal and regulatory requirements and the governance, measurement and stakeholder issues relevant to integrating ESG into DC plan investments.

SPEAKER:

**Kathy Bush**, partner, Blake, Cassels & Graydon LLP

**3:45 - 5:30 PM:**

**NETWORKING AND COCKTAIL RECEPTION** (*Grand Foyer*)



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# SPEAKER BIOS



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## SPEAKER BIOS



### KEYNOTE SPEAKER

#### **Preet Banerjee**

personal finance expert

Originally trained as a neuroscientist and following a brief stint as an aspiring race car driver, Preet Banerjee now excels within the world of finance. Best known as a financial panellist on the Canadian Broadcasting Corp.'s *The National* and as a contributor to the Global Television Network's *The Morning Show*, Banerjee inspires others to become financially empowered through his world-class expertise and unique ability to take the complexity out of money matters. He speaks about why we're hard-wired to make bad decisions about money from time to time and, more importantly, what we can do about it.

Banerjee won the inaugural Ultimate W Network Expert Challenge, a reality show competition, which led to him being named the host of *Million Dollar Neighbourhood* on the Oprah Winfrey Network. In 2012, Advisor.ca named him one of Canada's Top 10 Financial Visionaries and he's also a past first-place prize winner in the Portfolio Management Association of Canada's Excellence in Investment Journalism Awards.

Banerjee is currently a consultant to the wealth management industry with a focus on the commercial application of behavioural finance research, financial technology and practice management. Previously, he worked as a financial advisor and in institutional investment sales and product development. Banerjee is a fellow of the Canadian Securities Institute and holds the derivatives market specialist and financial management advisor designations.

Banerjee is also a columnist with *the Globe and Mail*, host of the "Mostly Money" podcast, a creator on YouTube with more than 90,000 subscribers and the author of three books with his latest titled *Stop Over-Thinking Your Money: The Five Simple Rules of Financial Success*.

He's a board member with the Foundation for the Advancement of Investor Rights Canada, a former governor of the University of Toronto and founder of MoneyGaps, a hybrid-advisor financial technology start-up. He's currently pursuing a doctorate at the Henley Business School in the U.K.



#### **Derek Beane**

director, investment product specialist, global product group, **MFS Investment Management**

Derek Beane is a director and investment product specialist in the global product group at MFS Investment Management. In the role, he works closely with the portfolio management teams and is responsible for communicating investment philosophy, process and the positioning of MFS' investment strategies and for providing investment perspective to financial advisors and MFS' sales force and relationship managers.

Before joining the firm in 2014, Beane spent seven years at John Hancock Investments, most recently as a portfolio specialist and director – senior investment analyst. In this role, he served as a fund expert, articulating fund philosophy, process and positioning to John Hancock's investment board of directors as well as internal and external constituents. Previously, Beane spent five years as an investment research analyst and financial analyst at Fidelity Investments, working closely with Fidelity's defined contribution group.

Beane earned a master of business administration from Boston College's Carroll School of Management and a bachelor's degree from Clemson University. He's a CFA charter holder and a member of the Boston Security Analysts Society.



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## SPEAKER BIOS



### **Kathy Bush**

partner, **Blake, Cassels & Graydon LLP**

Kathy Bush has more than 30 years of experience in the area of pension, benefits and executive compensation. She regularly assists businesses structure their pension, benefits and executive compensation arrangements and their related investments. She also has substantial litigation experience defending corporations from challenges at all levels of Canadian courts, including the Supreme Court of Canada.

Bush was a member and vice-chair of both the Ontario pension regulator and the tribunal and was the management expert on Ontario's Expert Commission on Pensions. She's the former chair of the Association for Canadian Pension Management's national policy committee. Currently, she's a member of the C.D. Howe Institute's pension policy committee and a leader of Blakes' pension, benefits and executive compensation group. Bush is also the vice-chair of the Stakeholder Advisory Committee on Pensions at the Financial Services Regulatory Authority of Ontario.

She has provided advice to many provincial governments, the federal government and many of Canada's largest jointly sponsored pension plans relating to the structuring of pension and benefit arrangements and their board structure and governance. Blake has also developed one of the premier Canadian practices on trustee board governance.



### **Sarah E. Donahue**

managing director of consultant relations, **MFS Institutional Advisors Inc.**

Sarah E. Donahue is the managing director of consultant relations at MFS Institutional Advisors Inc., a subsidiary of MFS Investment Management. She's responsible for advocating for investment capabilities and strategies offered by MFS and communicating key details about the firm and its investment products to Canadian-based consultants. Based in Toronto, Donahue joined MFS in 1999 and has held several institutional sales and service roles within the firm. She was named to her current role in 2013. Donahue earned a bachelor's degree from Ontario College of Art & Design University.



### **Michael Greenberg**

senior vice-president, portfolio manager, **Franklin Templeton Investment Solutions**

Michael Greenberg is a senior vice-president and portfolio manager for Franklin Templeton Investment Solutions and is a member of its investment strategy and research committee. He specializes in fixed income strategy and has co-portfolio management responsibilities for all Canada-based managed programs, including Franklin Quotential, Franklin LifeSmart Sustainable and Franklin ETF. He also manages institutional mandates in North America.

Prior to joining Franklin Templeton in 2006, Greenberg held roles in group retirement, business development, product development and research in the financial services industry. He holds a bachelor of commerce with honours in marketing and international management from the University of Ottawa. He also holds the chartered financial analyst and chartered alternative investment analyst designations.



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## SPEAKER BIOS



### **Gary Hutch**

executive director of investment services, **Saskatchewan's Public Employees Pension Plan**

Gary Hutch is the executive director of investment services. He has 25 years of institutional investment experience and joined PEBA in 2005. Since 2016, Hutch has led investment strategy, implementation, monitoring and reporting activities for the Public Employees Pension Plan (PEPP) and Municipal Employees' Pension Plan (MEPP). He oversees the work of more than 70 external investment managers in asset classes ranging from Canadian and foreign equities to real estate to private markets. PEPP has 67,000 members and more than \$12 billion in assets and is Canada's largest defined contribution pension plan. MEPP has 26,000 members and \$3 billion in assets.

He is a chartered professional accountant and has an undergraduate degree in business administration from the University of Regina.



### **Kevin Minas**

vice-president, client portfolio manager, global fixed income, **CIBC Asset Management**

Kevin Minas is vice-president of client portfolio management and solutions team, covering fixed income. Minas works with the institutional investment community to deliver solutions that leverage the strengths of the fixed income team. He is responsible for positioning, communicating and advancing our fixed income strategies to help meet the needs of our clients.

Prior to joining CIBC Asset Management in 2017, Minas worked at TD Asset Management, where he held various positions in credit research, passive fixed income and private debt. He began his career as an analyst at TD Securities.

Minas holds a master of business administration degree from Western University and a bachelor of commerce degree in finance and economics from the University of Toronto. He is also a CFA charterholder, a member of the CFA Society of Toronto and a holder of the right to use the Chartered Alternative Investment Analyst designation.



### **Satwik Misra**

director, institutional business development and client relationships, **Sun Life Global Investments**

Satwik Misra joined Sun Life Global Investments in 2020. Based in Toronto, Misra is responsible for further developing and building new relationships for the firm's growing institutional asset management business in Ontario.

He has worked in the investment and group retirement savings industry for over 15 years. Most recently, Misra led Vanguard's pensions and retirement team in Canada where he was responsible for developing and executing Vanguard's institutional business strategy. In doing so, he worked with plan sponsors, consultants, advisors and insurance platforms in furthering investment objectives for Canadian investors. Preceding that, he was a member of institutional distributions team at TD Asset Management, which included the promotion of investment products to DB and DC plans.

Misra is a chartered financial analyst charterholder and holds a masters of business administration from Ivey Business School at Western University.



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INSURANCE

## SPEAKER BIOS



### **Jenifer Rush**

head of responsible investing and manager research, **Sun Life Global Investments**

Jenifer Rush is responsible for enhancing Sun Life Global Investments' multi-manager capabilities and accelerating their focus on responsible investing. Rush leads a team of dedicated investment professionals in the research, selection and ongoing oversight of external and affiliated asset managers. She is also responsible for the integration of environmental, social and governance considerations within their manager research function and represents SLGI Asset Management Inc. in various corporate sustainability initiatives across the Sun Life group of companies.

Prior to joining Sun Life Global Investments in 2022, Rush was assistant vice-president and head of global manager research for Canada at a leading wealth management firm. In her previous position, she played a key role in augmenting the focus on ESG for managers on the platform. She brings with her over 25 years of industry experience across manager research and portfolio management.

Rush holds a masters of business administration from Queen's University as well as the chartered financial analyst and chartered alternative investment analyst designations. Outside of work, she shares her experience by teaching courses in portfolio management at her alma mater. Rush is actively involved in the Toronto CFA Society, as an advisor to the professional development committee. She is also a board member of the North York Women's Centre.



### **Joseph Shaw**

managing partner and head of institutional sales, **Hazelview Investments**

Joseph Shaw joined Hazelview Investments in October 2020 and represents Hazelview's investment capabilities to pension plans, endowments, foundations and high-net-worth investors.

Shaw is an industry veteran with over 25 years of cross border experience in the investment management industry. Prior to taking on his current role, he was the chief investment officer of a pension fund advisory firm and was responsible for the company's investment tactics and strategy for both the investment and asset management businesses. Previously, Shaw was the chief investment officer for a publicly traded mortgage REIT and managing director of real estate investments for one of Canada's largest insurers.

Shaw holds a master of science in real estate from Johns Hopkins University and the chartered financial analyst designation. He completed his master of business administration at the University of Windsor and a specialized honours degree in urban development at Western University. He is an adjunct professor at the University of Toronto and Western University. As well, he sits on the Academic Pension Board of Western University, is past-president of Greater Toronto NAIOP and continues his long-standing involvement with the alternative asset curriculum and examinations with the CFA Institute.



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# CORPORATE PROFILES





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## CORPORATE PROFILES



### **BAILLIE GIFFORD INTERNATIONAL LLC**

Baillie Gifford manages C\$21.9 billion for over 60<sup>1</sup> Canadian clients. The firm has been in business for over 110 years and is one of the leading privately-owned investment management firms in the UK.

We have been managing money for Canadian clients for over 30 years and provide a variety of international, emerging markets and global equity portfolios for public and corporate pension plans in Canada, as well as a variety of non-pension sponsors.

The success of the firm has been largely built on the simple foundations of good performance, good service and low staff turnover. Independent ownership allows us to focus on the key areas of investment performance and proactive client service. Our partnership structure fosters stability and loyalty in our people and as investment management is our only business we have no conflicts of interest, which gives an extra clear focus to our clients' needs.

Our structure combines the best of experience and international comparison. We believe that our analysis of individual business has added the most value for our clients. Not only has it helped us to produce steady returns from stock selection - we feel this to be a more reliable source of return because it is based on hundreds of separate decisions - but it has also alerted us to forthcoming wider macroeconomic challenges.

Our professional investors scour the world in search of new stock ideas. We spend much more time with academics and entrepreneurs than we do looking at traditional sources of investment research. We believe our approach will stand us in good stead as we embark on our second century of investment management for leading institutional clients.

#### **LEARN MORE:**

Twitter: <https://twitter.com/BaillieGifford>

LinkedIn: <https://www.linkedin.com/company/baillie-gifford/>

Website: [www.bailliegifford.com](http://www.bailliegifford.com)

#### **CONTACT:**

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<sup>1</sup>\*As of December 31, 2021



**CAPITAL INTERNATIONAL ASSET MANAGEMENT (CANADA), INC.,  
PART OF CAPITAL GROUP**

Capital International Asset Management (Canada), Inc. is the Canadian arm of the Capital Group Companies Inc. (Capital Group), which formed in 1931 in Los Angeles, California. Still a privately held company, Capital Group is today one of the world's largest investment managers with over \$2 trillion in assets globally and offices worldwide. Capital Group offers clients investment solutions in equities, fixed income, and multi-asset class portfolios. Capital Group believes that deep fundamental research and a long-term view of investments creates success. Their unique portfolio construction approach combines high conviction investment ideas from the diverse perspectives of multiple managers to create a single well-diversified portfolio. Capital Group believes this approach creates consistent performance and reduces dependency upon any single person.

**LEARN MORE:**

Website: <https://www.capitalgroup.com/institutions/ca/en/>  
LinkedIn: <https://www.linkedin.com/company/16214776>

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CIBC ASSET MANAGEMENT

**CIBC ASSET MANAGEMENT**

CIBC Asset Management (CIBC AM) is the asset management subsidiary of CIBC. Dedicated to being the leader in client relationships, CIBC AM provides a range of high-quality investment management services and solutions to retail and institutional investors. Offerings include a comprehensive platform of mutual funds, strategic managed portfolio solutions, discretionary investment management services for high-net-worth individuals, and institutional portfolio management. CIBC AM is one of Canada's largest asset management firms, with over \$185 billion (CAD) in assets under administration as of June 2022.

**LEARN MORE:**

Website: [cibcam-institutional.com](http://cibcam-institutional.com)  
LinkedIn: [www.linkedin.com/showcase/cibc-asset-management/](http://www.linkedin.com/showcase/cibc-asset-management/)  
Twitter: [twitter.com/CIBCAMNEWS](http://twitter.com/CIBCAMNEWS)

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Choose the strength and stability of a company specialized in life and health insurance and retirement savings that over five million Canadians count on each day to ensure their financial security. Backed by over a century of experience, it is also one of the country's leading life insurers.

Choose **Desjardins Group**, the leading cooperative financial group in Canada and one of the country's best capitalized financial institutions. Ranked among the world's strongest banks by The Banker magazine, Desjardins Group has one of the highest capital ratios and credit ratings in the industry.

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LinkedIn: <https://www.linkedin.com/company/desjardins>

Instagram: <https://www.instagram.com/desjardinscoop/>

Website: [desjardinslifeinsurance.com/yourbestinterests](https://desjardinslifeinsurance.com/yourbestinterests)

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## FIDELITY CANADA INSTITUTIONAL

Fidelity Canada Institutional serves a diversified client base across all major asset classes, focusing on corporate and public defined benefit and defined contribution pension plans, endowments and foundations, insurance companies, MEPPS and financial institutions. Built on over 50 years of serving the needs of institutional investors worldwide, we offer active and risk-controlled disciplines including; Canadian, U.S., international and global equity, fixed-income, asset allocation, real estate and custom solutions.

### Philosophy and Approach

The cornerstone of our investment philosophy is the belief that outstanding research drives results.

We believe in fundamental bottom-up research that is focused on identifying opportunities that offer stable growth through an investment cycle. Combined with prudent risk management and portfolio construction expertise, this allows us to offer best-in-class solutions aligned with our clients' interests.

### Research Excellence

Our global research capabilities and portfolio construction expertise allows us to combine investment insights and our unique perspectives into actionable solutions to meet the needs of our clients.

### Proprietary Insights & Unrivalled Access

- Exclusive access to in-house research, unavailable to others.
- Unparalleled access to company management, central bankers and policymakers around the world.
- Our analysts carry out on-the-ground research—visiting companies and speaking to customers, competitors, suppliers and independent experts to gain conviction.

### 360° Views on Companies

- We combine insights from equity and credit research to form a 360° view on companies.

### Client-Focused Alignment

- A commitment to understanding each client's business, goals and expectations
- Long-term value creation aligned with our clients' goals
- A client-service culture focused on accountability, accessibility and transparency

**We have the experience to develop the investment solutions that are right for you.**

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## CORPORATE PROFILES



### FRANKLIN TEMPLETON

Franklin Templeton is a global investment management organization serving clients in over 165 countries. Everything Franklin Templeton does has a single focus: to deliver better client outcomes through investment management expertise, wealth management and technology solutions. The company is made up of diverse and independent specialist investment managers that are entrepreneurial and practice true specialization. Through its specialist investment managers, the company brings extensive capabilities in equity, fixed income, multi-asset solutions and alternatives. The Investment teams are backed by global resources for analytics, sustainable investing capabilities, and risk management. With offices in more than 30 countries and approximately 1,300 investment professionals, the California-based company has 75 years of investment experience and over US\$1.4 trillion (over CAN\$1.8 trillion) in assets under management as of June 30, 2022. Franklin Templeton aims to offer the best of both worlds: global strength and boutique specialization.

#### LEARN MORE:

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### HAZELVIEW INVESTMENTS

Hazelview Investments has been an active investor, owner, and manager of global real estate investments since 1999 and remains committed to creating value for people and places. Hazelview employs a global investment and asset management team of more than 70 people in its offices in Toronto, New York, Hong Kong and Hamburg and manages 11.6 billion (CAD) in real estate assets.

#### LEARN MORE:

LinkedIn: <https://www.linkedin.com/company/hazelviewinvestments/>

Website: <https://www.hazelview.com/>

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## CORPORATE PROFILES



### MFS INVESTMENT MANAGEMENT

MFS is a global investment manager with capabilities spanning all major asset classes, serving institutional investors and consultants for more than 40 years. The firm manages US\$692 billion for clients across the global (as of 12/31/21).

What sets MFS apart from other managers is that we have aligned our active investment approach and how we serve clients with a sole purpose: to create long-term value responsibly. Through that sense of responsibility and the strength of our investment platform, we strive to protect our investors' assets and our clients' reputations. Our powerful investment approach combines collective expertise, thoughtful risk management and long-term discipline to uncover investment opportunities that drive sustainable value for investors. We call this Active Intelligence®, and we support it with our distinct culture of shared values and collaboration. That means bringing together teams of diverse thinkers to actively debate ideas, assess material risks and uncover what we believe are the best investment opportunities in the market.

As an active, global investment manager with investment and industry professionals located in nine financial centers across five continents, MFS is committed to being a valued partner for plan sponsors, endowments, foundations, sovereign wealth funds, insurance companies, intermediaries and consultants worldwide. We help clients meet their financial goals by providing long term focused investment strategies, flexible investment vehicles and perspectives on the financial markets.

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Website: <https://www.mfs.com/en-ca/institutions-and-consultants.html>

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## SUN LIFE GLOBAL INVESTMENTS

In 2010 Sun Life Global Investments was purpose built to combine the strength of Sun Life with some of the best asset managers in the world. Since then, we've become a trusted wealth management firm for so many Canadians—managing over \$33 billion across a diverse selection of retail mutual funds, pension funds and other institutional funds, including \$9 billion in our flagship Sun Life Granite Target Date Funds. And as part of the Sun Life group of companies we have access to a depth of resources, giving us (and ultimately our clients) unique advantages. We are driven by our goal to help plan sponsors deliver the best possible retirement for their members. Our focused investment team strives to achieve this through a clear, four-step process, building portfolios that derive performance from many sources—not just one:

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- **ESG integration**, because we believe factors such as regulatory change, climate risk and corporate responsibility can have a material impact on an investment's performance.
- **Multi-manager**, not solely proprietary. We search the entire world for the best managers in each category, without boundary or limitation.
- **Tactical asset allocation**, to reduce risk or take advantage of opportunities.

### LEARN MORE:

Website: <https://www.slgoinstitutional.com/en/>

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## CORPORATE PROFILES



### T. ROWE PRICE

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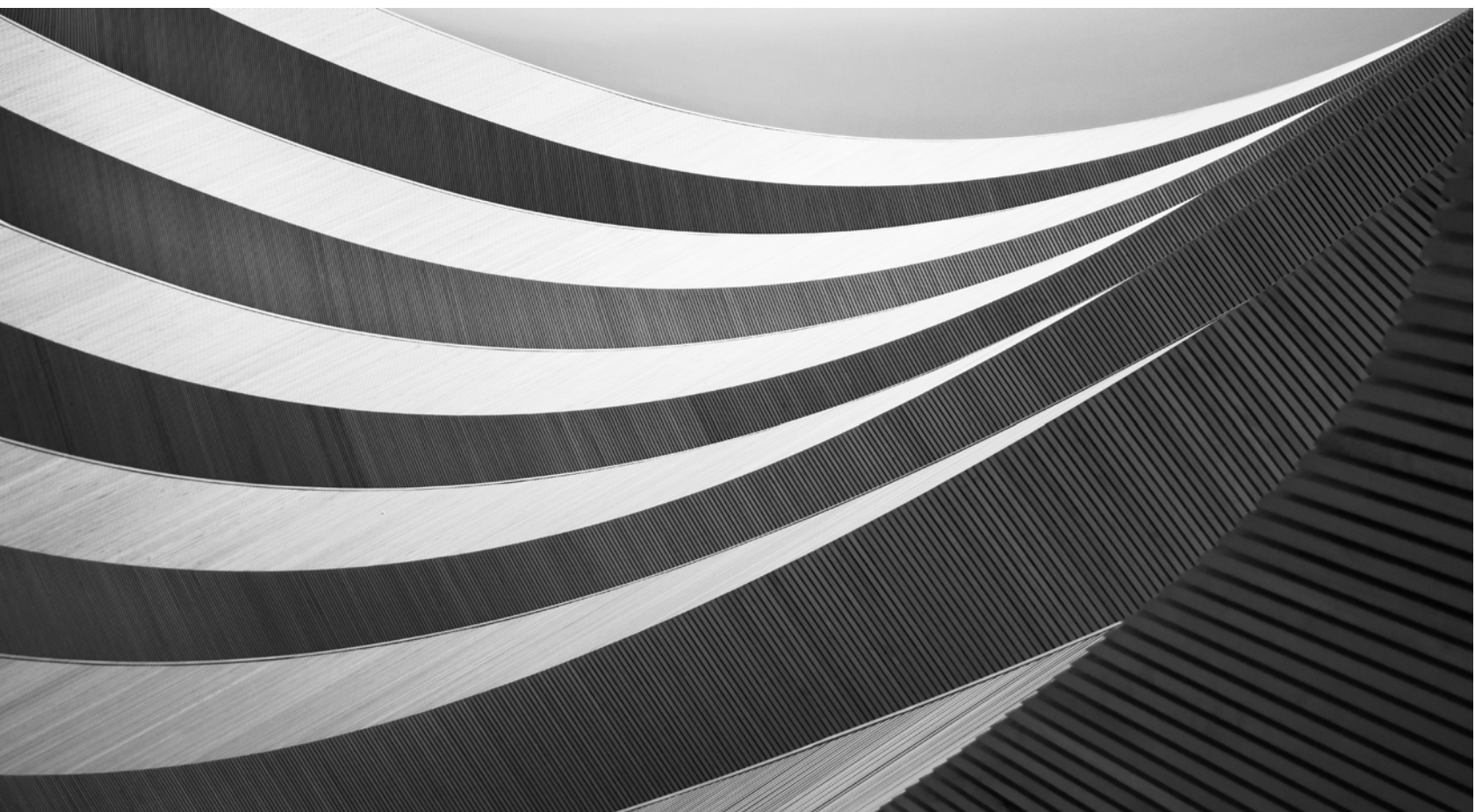
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## Responsible investing: engagement versus divestment

Responsible investing has evolved significantly over the past decade, but it continues to be a broad spectrum meaning different things. No universally accepted classifications exist now, and we expect the spectrum and definitions to keep evolving as new innovations enter the investment industry. Currently, Sun Life Global Investments classifies established investment approaches into five categories.

### Responsible Investing Spectrum

Screening	ESG integration	Sustainability-focused	Impact-first	Philanthropy
Actively eliminate or select investments according to specific ethical values	Explicit inclusion of ESG considerations in investment processes	Address specific societal challenges while seeking competitive returns	Measure progress against specific environmental and social goals	Measure progress against specific environmental and social goals without striving for returns
Primary objective is delivering competitive returns				
		Goal of social and/or environmental impact		

### Negative screening (divestment)

1. *Values-based screening*: One of the oldest forms of modern responsible investing is ethical and socially responsible investing (SRI). This means screening out companies or sectors deemed unethical or socially unjust (“sin stocks”) based on shared beliefs, values, or preferences, and eliminating them from the portfolio (known as divestment).
2. *Risk screening*: Screening out companies for a variety of preferences including Environmental, Social and/or Governance (ESG) considerations. For example, removing fossil fuel exploration companies, or companies with known violation of human rights principles.

### Positive screening

Positive screening means selecting companies with attractive or improving ESG profiles or those that meet specific standards or thresholds, for example, companies that abide by international human rights standards or that are deliver net positive societal and/or environmental impacts or outcomes.

### Engagement – relying on active ownership to influence change

Engagement is defined as interactions between the investor (or investment manager) with current or potential investees on ESG issues. The general purpose of engagements is to influence ESG practices and/or improve ESG disclosure. Some examples of engagement activities are proxy voting and collaborative investor initiatives such as Climate Action 100+. Constructive dialogue on ESG issues is an essential way to promote a global financial system that delivers attractive long-term risk-adjusted returns, as well as improved sustainable outcomes. Taken a step further, engaging with key corporations (i.e. defined by sheer size, global supply network or footprint, by product/service, by theme, etc.) can effectively drive meaningful and lasting change by altering—or even disrupting—certain business practices or activities.

### Detailed and accurate disclosures are key

Encouraging companies (through engagement) to report comprehensive, unbiased, reliable and transparent information provides external stakeholders a wider array of useful information. Insufficient disclosure of risks, opportunities, as well as specific or contextual circumstances can result in incomplete or inaccurate assessments, and therefore, suboptimal investment decisions.

As well, companies can be held more accountable if required to publish more comprehensive data on themes pertinent to their ability to drive longer-term value creation or destruction of shareholder capital.

Sun Life Global Investments is a trade name of SLGI Asset Management Inc., Sun Life Assurance Company of Canada and Sun Life Financial Trust Inc. SLGI Asset Management Inc. is the investment manager of the Sun Life Mutual Funds, Sun Life Granite Managed Solutions and Sun Life Private Investment Pools.

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