



CONNOR, CLARK & LUNN
FINANCIAL GROUP



CREATING
CONDITIONS
FOR SUCCESS

*"Connor, Clark & Lunn Financial Group
brings together the talents of diverse
investment teams in a multi-boutique
structure. Together, we focus on creating
the conditions for success for our clients,
partners and employees."*

~ Warren Stoddart, Chief Executive Officer

CONNOR, CLARK & LUNN FINANCIAL GROUP

At Connor, Clark & Lunn Financial Group we understand that every client is unique and that your goals and objectives may evolve over time. Whether you're seeking a specific investment strategy or a total portfolio solution, we have the expertise to help meet your needs.



Over 37 years of experience offering investment solutions to institutional investors across a broad array of traditional and alternative strategies



One of the largest investment management firms in Canada with approximately \$98 billion (CDN) in total assets under management



A full range of investment management services:

- Equity and fixed income
- Developed, emerging & frontier markets
- Public and private markets
- Traditional and alternative investments



Offices in: Vancouver, Calgary, Edmonton, Regina, Toronto, Montreal, Chicago, Norwalk and London

OUR STRUCTURE

Connor, Clark & Lunn Financial Group provides a broad range of traditional and alternative investment strategies and services to pension funds, foundations and endowments, First Nations, insurance companies, trusts, sub-advisory and other institutional clients through a diverse family of affiliates.

Each of the investment management teams within CC&L Financial Group offers a unique investment approach and has a distinct area of expertise. With non-investment management support provided by CC&L Financial Group, the investment teams are able to focus on what they do best – making investment decisions to create value for their clients.





STRATEGIC ADVICE

Plan sponsors are often faced with complex challenges in meeting investment objectives. As global economies evolve and innovative investment solutions arise, understanding both the risks and opportunities is critical to making informed decisions.

As a trusted industry participant, CC&L Financial Group draws upon its broad resources and experience to provide education and strategic advice to plans of all sizes and stages of development. Whether it's learning about new investment strategies, risk management, portfolio implementation, capital market dynamics, governance or fiduciary considerations, we are here to help.

Connor, Clark & Lunn Financial Group's **Strategic Exchange** is an initiative to promote dialogue and the understanding and development of solutions to the often complex investment challenges faced by plan sponsors.

Under the direction of Peter Muldowney, Senior Vice President Institutional Strategy, we bring together plan sponsors and consultants in a variety of interactive, educational forums. We also produce thought pieces addressing issues that are top of mind to those involved in managing and overseeing retirement plans.

If you are facing a particular investment challenge, we're here to help.

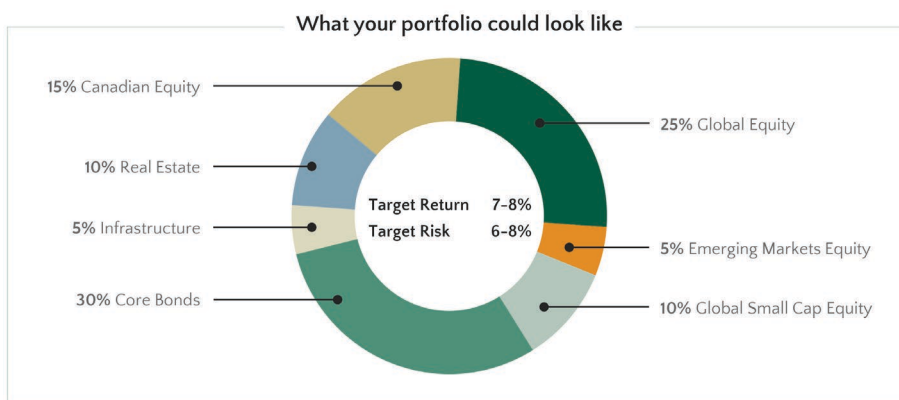


Peter Muldowney | SENIOR VICE PRESIDENT INSTITUTIONAL STRATEGY

CC&L MULTI-ASSET INSTITUTIONAL PORTFOLIOS

At Connor, Clark & Lunn Financial Group, we have over 37 years' experience building custom multi-asset solutions. Our affiliate investment teams offer proactive and flexible structures to embrace the evolving needs and challenges of institutional investors and the markets.

CC&L's Multi-Asset Institutional Portfolios streamline clients' experience and provide access to a customized mix of traditional and alternative assets through one firm, one contract, and one fee schedule. Further, clients are supported by a dedicated senior client service representative. Clients will receive detailed and timely reports and information on investment research and trends.



The investment solution will be provided to you through CC&L Canada, an affiliate within the CC&L Financial Group

WHY CC&L MULTI-ASSET INSTITUTIONAL PORTFOLIOS

FLEXIBLE SOLUTIONS, FOCUSED RESULTS



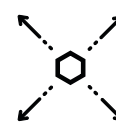
Simplicity

- One contract for all asset classes
- Single blended fee specific to the invested asset mix
- Direct relationship, supported by a single client service professional
- Automated capital call process for real assets
- One consolidated quarterly report, with performance of underlying asset classes



Accessibility

- No individual asset class minimums¹
- Smaller plans can benefit from greater asset class diversification and access to alternatives



Flexibility

- Ability to select from any CC&L Financial Group affiliate and asset class
- Can be used to augment the client's existing investments
- Easily add or remove assets to the client's portfolio mix

¹Minimum of 2 asset classes and clients must have at least \$25 million of investible assets



INVESTMENT SOLUTIONS CRAFTED TO FIT YOUR NEEDS

From offices in Canada, the US and the UK, the CC&L Institutional team focuses on the development of new business relationships. They believe that developing a deep understanding of prospective clients' needs is critical to the construction of effective investment solutions. Whether you are looking for specific investment strategies or holistic portfolio solutions, we have the expertise to help you achieve your investment goals.

WHY INVEST WITH US

We listen. We understand.

We recognize that every plan is different. We take the time to understand your specific requirements and draw upon our multi-boutique platform to provide investment solutions customized to meet your needs.

Expertise

With expertise gathered through years of experience, our sales representatives are thoroughly familiar with the investment challenges faced by institutional investors. Their depth of understanding of investor needs is paired with detailed knowledge of the investment strategies offered by our specialized investment teams. Combining knowledge, understanding and experience enables us to tailor the best solution to help you achieve your goals.

Diverse and broad array of products

We represent a diverse family of affiliate investment teams that collectively offer a broad range of distinct and independently managed traditional and alternative investment products and services.



Brent Wilkins | SENIOR VICE PRESIDENT, HEAD OF INSTITUTIONAL SALES, CANADA [LEFT]

Eric Hasenauer | SENIOR VICE PRESIDENT, HEAD OF INSTITUTIONAL SALES, USA [CENTER]

Carlos Stelin | DIRECTOR, INSTITUTIONAL SALES EUROPE [RIGHT]

INVESTMENT SOLUTIONS AT A GLANCE

- Fundamental Approach
- Quantitative Approach
- Alternative Approach

Baker Gilmore
CC&L Investment Management
CC&L Infrastructure
Crestpoint
Global Alpha
NS Partners
PCJ
Scheer Rowlett
Vergent

Asset Class	Style	Investment Managers								
Fixed Income										
Money Market										
Short-Term Bond										
Long-Term Bond										
Core/Universe Bond										
Core Plus Bond										
Government Bond										
Corporate Bond										
High Yield Bond										
Portable Alpha										
Alternative Income	Long/Short									
Absolute Return Bond										
Custom Fixed Income Solutions										
Canadian Equity										
Canadian Equity	Value									
Canadian Equity	Core									
Canadian Small Cap	Core									
Canadian Small Cap	Growth									
Canadian Equity Income & Growth										
Canadian Equity Extension	Long/Short									
Global Equity										
ACWI ex-US Equity	Core/Growth									
Global Equity	Core									
Global Equity Focused	Core									
Global Small Cap Equity	Core									
Global Equity Extension	Long/Short									
International Equity	Core/Growth									
International Equity	Core									
International Equity Focused	Core/Growth									
International Small Cap Equity	Core									
International Micro Cap Equity	Core									
European Equity	Core/Growth									
Emerging Markets Equity	Core/Growth									
Emerging Markets Equity	Core									
Emerging Markets Small Cap Equity	Core									
Sustainable Emerging Markets Equity	Core/Growth									
Frontier Markets Equity	Core									
Middle East and North Africa (MENA)	Core									
Balanced										
Balanced										
Custom Balanced Solutions										
CC&L Multi-Asset Institutional Portfolios										
Alternative										
Real Estate	Core/Growth									
Commercial Mortgages	Core/Growth									
Infrastructure	Mid-market									
Private Equity	Mid-market									
Private Loans	Mid-market									
Market Neutral										

➡ Please read on for a quick snapshot of each affiliate manager.



FIXED INCOME SOLUTIONS

Baker Gilmore & Associates Inc. is one of Canada's largest specialty fixed income managers. Founded in 1988, the Montreal-based firm has established a long track record of adding value across a wide range of mandates.

Founded:	1988
Specialty:	Fixed Income
Approach:	Fundamental
Products & Services:	<ul style="list-style-type: none">• Short-Term Bond• Long-Term Bond• Universe (Core) Bond• Government Bond• Corporate Bond• Absolute Return Bond• Custom Fixed Income Solutions
Website:	bakergilmore.cclgroup.com

Baker Gilmore's investment approach combines fundamentally driven forecasts of the key factors driving bond market returns with active management that is underpinned by rigorous portfolio construction and sophisticated risk management.

Baker Gilmore believes that markets regularly deviate from fundamentals, allowing a value-driven approach to generate superior returns over a longer-term investment horizon. Delivering consistent added value is best achieved through the pursuit of multiple, diversified strategies that capitalize on the best investment opportunities available in the market.

While offering a wide array of traditional fixed income products, Baker Gilmore takes pride in its ability to create customized investment solutions that reflect clients' specific return objectives and risk tolerances.

CONNECTING NEEDS WITH INVESTMENT SOLUTIONS

Connor, Clark & Lunn Investment Management Ltd. is an institutional money manager based in Vancouver, Canada. Having provided investment management services to institutional clients since 1982, CC&L Investment Management has a strong, stable team of investment professionals managing a broad range of investment solutions that spans traditional asset classes, including Canadian and foreign equities; fixed income and balanced; and alternative strategies such as market neutral, absolute return, long-short and portable alpha.

Founded:	1982
Specialty:	Multi-asset
Style:	Core, Growth, Value
Approach:	Fundamental, Quantitative
Products & Services:	<ul style="list-style-type: none"> • Fixed Income • Fundamental Equity • Quantitative Equity • Market Neutral • Balanced • Global Small Cap Equity • Canadian Equity Extension
Website:	www.cclinvest.com

At CC&L Investment Management, each investment team is focused on assessing investment opportunity and risk. The teams follow a disciplined approach to portfolio management based on rigorous financial, economic and fundamental company analysis, incorporating leading edge proprietary risk management tools.

Research is closely integrated with portfolio management as the firm employs dedicated research teams focused on developing and enhancing structured approaches designed to add value for clients.

CC&L Investment Management has an established reputation for excellence and leadership in the investment management community.

BUILDING A STRONG FOUNDATION

Connor, Clark & Lunn Infrastructure invests in mid-market infrastructure and infrastructure-like assets and companies with highly attractive risk-return characteristics, long lives and the potential to generate stable cash flow.

Founded:	2005
Specialty:	Infrastructure
Approach:	Mid-Market
Products & Services:	<ul style="list-style-type: none">• Traditional Infrastructure• Energy Infrastructure
Website:	cclinfrastructure.cclgroup.com

CC&L Infrastructure is an experienced owner and active manager of infrastructure assets with a strong history of creating value for its clients. The team is patient and focused on investing in high-quality infrastructure assets for the long-term, with the aim of achieving attractive risk-adjusted client returns.

- **Disciplined Investment Approach:** Targets traditional infrastructure (transport, social, water, communications, etc.) and energy infrastructure (power generation, electricity transmission, etc.) projects located in North America and select other credit-worthy jurisdictions. CC&L Infrastructure invests at both the construction and operating stage and concentrates on assets ranging in size from approximately \$50 million - \$750 million.
- **Open-Ended Structure:** Allows for the ownership of infrastructure assets for the long term; alleviates the need to sell on a predetermined schedule and aligns the investment horizon with that of institutional and high-net-worth clients.
- **Principal Driven Orientation:** Significant principal investment by Connor, Clark & Lunn Financial Group provides a meaningful alignment of interests.



VALUE THROUGH REAL ESTATE

Crestpoint Real Estate Investments Ltd. is a real estate investment manager dedicated to providing investors with direct access to commercial real estate assets and mortgage investments. Within its core plus real estate strategy, through the execution of a disciplined investment approach and active, hands-on strategic asset management, Crestpoint strives to deliver stable income and attractive long-term risk-adjusted returns by constructing a diversified portfolio of office, industrial, retail and multi-family residential properties located in Canada.

Founded:	2010
Specialty:	Real Estate
Approach:	Core Plus
Products & Services:	<ul style="list-style-type: none">• Real Estate• Commercial Mortgages
Website:	crestpoint.cclgroup.com

The Crestpoint team combines a fundamental, value-oriented investment approach with independent research and insights, derived from years of experience to identify high quality, well located properties with sustainable income and cash flow and potential for long-term capital appreciation.

The Crestpoint mortgage strategy invests across the commercial mortgage risk spectrum primarily focused on private conventional and conventional plus mortgages secured against properties located in Canada with an opportunistic allocation to high yield mortgages and mezzanine loans. Crestpoint employs a structured and rigorous investment approach focused on capital preservation and maximizing risk adjusted returns. Our experience with real estate equity provides us with a competitive advantage when assessing credit risk and evaluating potential investment opportunities. The mortgage strategy is focused first and foremost on capital preservation and delivering consistent high income for our investors while differentiating ourselves with borrowers by providing flexibility, a common sense approach to underwriting as well as speed and ease of execution.

Whether evaluating a new property acquisition or lending opportunity, Crestpoint assesses each investment on its own merit and considers its impact on the broader respective portfolio, with the primary goal being to preserve capital and maximize risk-adjusted returns for clients.



SMALL CAP. GLOBAL. ALPHA.

Global Alpha Capital Management Ltd. is an investment management firm focused exclusively on global, international and emerging markets small cap portfolio management. The Global Alpha team conducts independent fundamental research to identify attractive investment opportunities in companies whose growth is unrecognized by the marketplace.

Founded:	2008
Specialty:	Small Capitalization Global, International and Emerging Markets
Style:	Core
Approach:	Fundamental
Products & Services:	<ul style="list-style-type: none">• Global Small Cap• International Small Cap• International Micro Cap• Emerging Markets Small Cap
Website:	globalalphacapital.cclgroup.com

The investment team at Global Alpha believes the key to generating consistent added value over time is by creating portfolios using a global thematic perspective and a risk-controlled, low turnover approach.

Through bottom-up fundamental stock selection the team structures portfolios around distinct investment themes that identify the major long-term cyclical and structural influences in world economies and stock markets.

Global Alpha builds conviction-based portfolios intended to produce sustainable added value.



MONEY MOVES MARKETS

Founded in 1988, NS Partners Ltd is an investment manager based in London, England. As a research driven active manager of global equities, NS Partners combines bottom-up fundamental company analysis with industry, sector and regional analyses. Its management style is core with a growth bias.

Founded:	1988
Specialty:	Global, International, European and Emerging Markets Equity
Style:	Core/Growth
Approach:	Fundamental
Products & Services:	<ul style="list-style-type: none">• International Equity• International Equity Focused• Emerging Markets Equity• Sustainable Emerging Markets Equity• ACWI ex-US Equity• European Equity• Global Equity Focused
Website:	ns-partners.cclgroup.com

NS Partners' investment philosophy rests on the belief that liquidity and the supply and demand for equity drive markets.

The team utilizes the stock-picking skills of each of its portfolio managers, within their respective areas of specialization, to identify companies with distinct competitive advantages that generate a high or improving return on invested capital with good earnings momentum.

Placing emphasis on macro liquidity analysis for assessing the broad market environment and prospects for regional performance, they maintain a strategic bias to companies, industries and countries that have superior long-term growth potential.

The overall objective is to maximize exposure to the best market opportunities while keeping portfolios within acceptable risk tolerance levels and ensuring proper diversification of investment ideas.

NS Partners Ltd is authorized and regulated by the UK Financial Conduct Authority.
FRN: 141667. Registered in England and Wales Number 1880176



FUNDAMENTAL PERSPECTIVE FOCUSED ON GROWTH FROM THE BOTTOM UP

PCJ Investment Counsel Ltd. was formed in 1996 to provide specialty Canadian equity management. The team employs an active approach that blends an initial top-down perspective with bottom-up fundamental research focusing on stock selection and trading.

Founded:	1996
Specialty:	Canadian Equity
Style:	Growth
Approach:	Fundamental
Products & Services:	<ul style="list-style-type: none">• Canadian Large Cap Equity• Canadian Small Cap Equity• Absolute Return
Website:	pcj.cclgroup.com

PCJ's investment philosophy is grounded in the belief that:

- Market inefficiencies provide opportunities to add value
- Earnings growth ultimately drives stock prices
- Catalysts for organic growth are best identified through independent fundamental research

The investment management process begins with an evaluation of global economic conditions, with the objective of determining which areas of the market are poised to deliver the strongest medium-term performance. Securities are then selected on the basis of relative value within each sector, with a focus on growth characteristics such as earnings momentum, return on equity (ROE) and earnings per share (EPS) revision.

DELIVERING QUALITY & VALUE CONSISTENTLY

For over 18 years Scheer, Rowlett & Associates Investment Management Ltd. has provided institutional investors with specialized Canadian equity investment management, adhering to a value-oriented style, along with exceptional client service.

Founded:	1990
Specialty:	Canadian Equity
Style:	Value
Approach:	Fundamental
Products & Services:	<ul style="list-style-type: none"> • Canadian Equity • Balanced
Website:	scheerrowlett.cclgroup.com

Scheer Rowlett believes that quality never goes out of style and that personal judgment matters. The team's philosophy is founded on the belief that inefficiencies in equity markets can be capitalized on over the mid to long term through patience and adherence to a value discipline.

Rather than trying to determine the next fad or time the markets, the team focuses on a company's earnings-ability, capital structure, management capability and competitive position in order to gain insights into the intrinsic value of the company.

The result is a portfolio of undervalued companies which is expected to outperform the broader market over a reasonable time period.



LOCAL EXPERTISE. INSTITUTIONAL ACUMEN.

Vergent Asset Management LLP is an active investor in frontier and new emerging markets. Vergent aims to deliver long-term capital appreciation by investing in concentrated portfolios of quality companies operating in economies that are expected to experience significant and sustainable growth in economic profits over time.

Founded:	2018
Specialty:	Frontier and New Emerging Markets
Style:	Growth-at-a-Reasonable-Price (GARP)
Approach:	Fundamental
Products & Services:	<ul style="list-style-type: none">• Frontier Market Equities• Middle East and North Africa (MENA)
Website:	vergent-am.cclgroup.com

With over 40 years of collective experience, the London-based team has a long track record of building frontier and regional equity portfolios for institutional investors. Portfolio companies are carefully selected based on rigorous fundamental research designed to identify inefficiencies and extract value in under-researched markets.

Using its strong network of business leaders, industry experts, research analysts, brokers, banks and regulators, Vergent collects information in markets characterized by informational scarcity and asymmetry. To further its competitive advantage, the team spends a significant amount of time conducting on-the-ground research in the markets in which it invests.

Vergent Asset Management LLP is authorized and regulated by the UK Financial Conduct Authority. FRN: 791909. Registered in England and Wales Number OC418829.

Whether you are looking for specific investment strategies, holistic portfolio solutions or our strategic advice services, we have the expertise to help you achieve your investment goals.

CONTACT OUR INSTITUTIONAL TEAM

Institutional sales representatives are located in Toronto, Vancouver, Montreal, Chicago and London. We would welcome the opportunity to speak with you about your investment needs.

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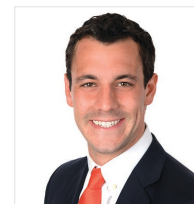
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Connor, Clark & Lunn Financial Group provides a broad range of traditional and alternative investment products and services to help create the conditions for success for individuals, advisors and institutional investors.



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