CONNOR, CLARK & LUNN PRIVATE CAPITAL LTD.

CREATING CONDITIONS FOR SUCCESS

A MULTI-BOUTIQUE BUSINESS MODEL THAT EMPHASIZES SPECIALIZED INVESTMENT AND SERVICE TEAMS

STRUCTURAL STATISTICS

What types of services and accounts do you offer?
CC&L Private Capital provides custom discretionary portfolio management through segregated accounts as well as pooled funds. We offer both taxable and registered accounts, including RSPs, RIFs, IPPs, RESPs and TFSAs. Our seasoned professionals are experienced in areas of tax, estate, and financial planning.

What is your firm's core philosophy?
We believe that well diversified portfolios provide the best opportunity for investors to achieve their objectives. As asset classes, investment styles and managers perform differently in response to market conditions, we include a variety of investment approaches in portfolios for our clients. Asset classes may include fixed income, domestic and international equities and alternatives (private equity, infrastructure, real estate, etc.). Investment styles may include value, core and growth, as well as fundamental and quantitative approaches.

What makes your firm unique?
Most private investment counseling firms employ a single style. We're different since we utilize multiple styles and investment managers to improve the return potential of our portfolios while mitigating risk.

As part of Connor, Clark & Lunn Financial Group, our multi-boutique organizational structure is another point of difference. The Financial Group is made up of several independent but affiliated investment teams, with each team focusing on what they do best. We believe the focus, expertise and entrepreneurial spirit embodied within our business model will ultimately mean better investment results for our clients.

Our institutional heritage means we operate with a degree of rigor and transparency that clients find comforting.

Describe your firm's history.
Connor, Clark & Lunn was established in 1982. Our private capital business began in 1997. Today we have over twenty professionals working from our offices in Vancouver, Calgary, Edmonton, Regina, Toronto, Ottawa and Montreal.

What are your assets under management?
CC&L Private Capital manages over $2 billion in assets as of June 30, 2010. We're part of the CC&L Financial Group, the second largest independently owned asset manager in Canada that collectively manages $35 billion in assets for institutional and individual investors.

What is your minimum to take on a new client?
We don't have a specific minimum asset size for new clients. However, most clients consider our services when they have $800,000 or more to invest.

How many client families do you have?
We currently serve approximately 1,500 families across the country. Our clients also include foundations, endowments, trusts, aboriginal communities, and not-for-profit organizations. In addition, we support roughly 150 financial advisors, helping them meet some of their clients' needs for more sophisticated investment solutions.

What professional designations do your professionals hold?
A large number have CFA designations, in addition to MBAs and some PHDs. We also have individuals with Certified Investment Manager (CIM) and Certified Financial Professional (CFP) designations.

What is the ownership structure of the firm?
CC&L Private Capital is a private company with an equity partnership structure. Investment counseling is all we do. This aligns the interests of our team with that of our clients, and enables us to attract and retain talented investment professionals.

What professional associations are your firm or its partners members of?
CFA Institute regional societies and the Investment Counsel Association of Canada (ICAC)

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WORDS OF ADVICE

Too often yesterday's hot manager gets hired with little understanding of how that manager will perform when market conditions change, which they inevitably will. For consistent results, the best approach is to select an investment counselor who can be flexible and offer a variety of strategies.

[L-R] Steve Satov, Darin Thompson, Tori Terentieva, Tim Griffin

Photo by David Wile

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