



PAVILION

# PAVILION AT-A-GLANCE

Our vision is to be a leading, global investment services firm offering advice and execution services to institutional and other investors.

## PAVILION FINANCIAL CORPORATION

### WHO WE ARE

- Diversified global investment services firm with client and business relationships in 50+ countries.
- Headquartered in Winnipeg, Canada, with approximately 300 employees and offices across Canada, U.S., U.K. and Singapore.
- Services and solutions backed by recognized, [award-winning](#), in-house research covering the global macro-economic environment, quantitative strategies and investment manager due diligence.
- Formed in 2006, with roots dating back to 1968.
- Employee-owned company.

### VALUES

**Pavilion's five core values steer our thinking, shape our decisions and challenge us every day to excel for the benefit of our clients:**

- EXCELLENCE
- TRUST
- RESPECT
- TEAMWORK
- ENGAGEMENT

### LEADERSHIP

**Pavilion's Executive Chairman, Martin Weinberg, was previously the founder and CEO of Assante Corporation, one of Canada's largest, non-bank-owned financial advisory organizations.**

**Leadership team of seasoned and experienced financial services executives.**

## BUSINESS OPERATIONS



**Pavilion Global Markets Ltd.** is a leading player in global capital markets, offering securities trading, global macro research and transition management services to institutional clients.



**Pavilion Advisory Group®** provides institutional clients with a full range of solutions spanning the investment process, from advice to implementation to oversight, all underpinned by research.



**Pavilion Alternatives Group®** provides investment consulting services across alternative asset classes including private equity, private credit, real assets and hedge funds.

### PAVILION GLOBAL MARKETS LTD

- 24-hour trading desk seeks to offer best price, best execution.
- Agency-only trading avoids the conflicts inherent in a traditional brokerage model that combines agency and proprietary trading.
- Trading volumes are approximately US\$67 billion (2016-2017 average).
- Ranked No. 7 among global brokers trading global equities for arrival price in an analysis based on rolling four-quarter data as of June 30, 2017 conducted by Elkins/McSherry ([2017](#)).
- Ranked in first place, globally, for Overall Satisfaction in Chief Investment Officer's [2017](#) transition management survey and ranked No. 1 for client satisfaction in the U.S. and Canada in Chief Investment Officer's [2016](#) transition management survey

### PAVILION ADVISORY GROUP®1

- Advises on approximately US\$610 billion of institutional clients assets (as of December 31, 2017).
- Our proprietary database, MGR-IQ™, houses proprietary quantitative and qualitative information on 1,000 managers and 6,000 investment strategies as of December 2017.
- First institutional investment consulting firm (Pavilion Advisory Group Inc.) to achieve the "[Peer Reviewed by HFMA](#)" designation<sup>2</sup>, following a review by the Healthcare Financial Management Association.
- [Greenwich Associates](#)<sup>3</sup> named Pavilion Advisory Group Inc. a 2017 Quality Leader<sup>SM</sup> among large U.S. investment consultants.

**Pavilion Investment House, a division of Pavilion Advisory Group Ltd.,** provides wealth management services to families, business owners and select individuals.

### PAVILION ALTERNATIVES GROUP®4

- Alternative Assets advisor with over \$105 billion under advisement<sup>5</sup> (as of September 30, 2017).
- Clients include large public pension funds, sovereign wealth funds, corporate plans and family offices.
- Network of relationships with managers across strategies and geographies to enhance access and market knowledge.
- Deep team with backgrounds in finance, accounting, auditing, valuation and transaction services.
- Focus on process and controls.

1 Pavilion Advisory Group is a registered trademark of Pavilion Financial Corporation used under licence by Pavilion Advisory Group Ltd. in Canada. and Pavilion Advisory Group Inc. in the United States. Pavilion Advisory Group Inc. is a U.S. based investment adviser. Pavilion Advisory Group Ltd. is a Canadian investment adviser and investment fund manager.  
2 HFMA's Peer Review process is designed to provide healthcare financial managers with an objective third party evaluation of products and services. Visit the HFMA website (<http://www.hfma.org/Content.aspx?id=44495>) to learn more about the methodology. The use of this designation is not representative of any client's experience with us and not indicative of future performance.  
3 The Greenwich Quality Leaders award is based on quality ratings provided by clients of investment consultants and asset managers. Visit the Greenwich Associates website (<https://www.greenwich.com/press-release/investment-consultants-help-institutional-investors-prep-portfolios-shift-market>) to read a copy of the full report and to learn more about methodology. The use of this award may not be representative of any one client's experience because the award reflects a sample of experiences of the firm's clients and is not indicative of future performance.  
4 Pavilion Alternatives Group is a registered trademark of Pavilion Financial Corporation, used under license by Pavilion Alternatives Group, LLC in the U.S., Pavilion Alternatives Group Limited in the UK, Pavilion Alternatives Group (Singapore) Pte Ltd., and Pavilion Advisory Group Ltd. in Canada.  
5 Includes alternative assets under advisement with Pavilion Advisory Group®, Private Markets assets under advisement are based on net asset value as of September 30, 2017.  
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