

# PARTNERS PROGRAM MANAGER PROFILE



CI GLOBAL ASSET MANAGEMENT

## PARTNERS MANDATES

CI Global Asset Management provides the following professional investment portfolio management services for the Raymond James Partners Program:

- U.S. Equity Income SMA
- North American Equity Income SMA
- North American Balanced Income SMA
- North American Balanced Growth SMA

## HISTORY

Sentry Investments was founded in 1997 by John F. Driscoll. On October 2, 2017, the acquisition of Sentry Investments by CI Financial was completed. At that time, Sentry announced portfolio sub-advisory appointments for a number of smaller mutual funds and private pools that allowed their investors to benefit from the well-developed capabilities of investment teams at CI Investments. Sentry's core funds, accounting for more than 80% of their assets under management, were not affected by these changes and continued to be managed by the Sentry investments team. These changes were effective on or about October 31, 2017.

On November 10, 2020, CI Investments Inc. announced that it was rebranding to CI Global Asset Management, which brings together CI Investments and the in-house boutiques, including Sentry Investment Management, under one unified investment team. CI Global Asset Management currently manages an AUM of \$75.59bn.

## PORTFOLIO MANAGERS

Strategy	Portfolio Managers
CI U.S. Equity Income SMA	Aubrey Hearn
CI North American Equity Income SMA	Aubrey Hearn Jack Hall Bryan Brown
CI North American Balanced Income SMA	Aubrey Hearn Jack Hall Bryan Brown
CI North American Balanced Growth SMA	Aubrey Hearn Jack Hall Bryan Brown

### **Aubrey Hearn, CFA**

#### ***Vice-President and Senior Portfolio Manager***

Aubrey joined CI Global Asset Management in 2005 and has more than 15 years of experience in the financial industry. Aubrey has a keen understanding of business dynamics, a dedication to internal research and a strong focus on investing in high-quality, dividend-paying companies. In 2015, he was named Investment Executive's Mutual Fund Manager of the Year, which recognizes exceptional and consistent fund outperformance over 10 years.

Aubrey graduated with an Honours Bachelor of Commerce degree from Memorial University. He also holds the Chartered Financial Analyst (CFA) designation.

**Jack Hall, CFA*****Portfolio Manager***

Jack joined CI Global Asset Management in 2012 and has more than 9 years of experience in the financial services industry. Jack is a member of the North American equity income team and he is the co-manager of CI U.S. Equity Income Fund, CI U.S. Equity & Income Fund, CI Canadian Small/Mid Cap Equity Income Fund, CI American Equity Fund and CI American Equity Corporate Class. He is also a manager on the Sentry portions of CI American Managers Corporate Class, and Select U.S. Equity Managed Corporate Class, and continues to be responsible for research and analysis of North American dividend- and income-paying equity securities.

Jack graduated with an Honours Bachelor of Business Administration from Wilfrid Laurier University. He holds the Chartered Financial Analyst (CFA) designation.

**Bryan Brown, CA, CFA*****Portfolio Manager***

Bryan joined CI Global Asset Management in 2013 and has more than 15 years of experience in the financial industry. Prior to joining CI, Bryan was an equity research analyst focused on the financial services sector at a global investment firm. He began his career as an auditor at one of the “Big Four” accounting firms, specializing in financial services. Bryan is a member of the User Advisory Council, which assists the Accounting Standards Board in developing high-quality accounting standards for use by all Canadian entities outside the public sector.

Bryan graduated with an Honours Bachelor of Business Administration degree from Wilfrid Laurier University. He also holds his Chartered Accountant and Chartered Financial Analyst (CFA) designations and has completed the Canadian Options Licensing Course, Futures Licensing Course and Derivative Fundamentals Course.

**INVESTMENT PHILOSOPHY & STYLE**

The team follows a true active management style with a focus on income, growth and capital preservation. They are index-agnostic with portfolios that differ significantly from the index. They focus on companies with the following characteristics:

- High return on capital and equity
- Low leverage
- Positive and rising cash flow
- Low earnings volatility
- Prudent capital allocation
- Management with strong operational experience
- Strong barriers to entry and sustainable competitive advantages