

We are designed to be the investment partner of choice for Ontario's public sector. We place our clients first and focus on generating value to sustain and preserve benefits for generations to come.



## IMCO AT-A-GLANCE

#### **DESIGNED TO DELIVER VALUE...**

Established in July 2016 and operational in July 2017
Specifically built to serve public-sector clients in Ontario
Independent, investment management organization,
operating at arm's length from government and members
Guided by a highly experienced, professional board of directors

#### **CLIENT CENTRIC...**

Tailored on-boarding process

Pro-active client engagement and service

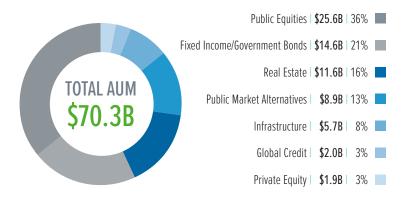
Best-in-class reporting on portfolio activity

#### PROFESSIONAL INVESTORS...

Full range of investment and advisory services offered Experience across major asset classes Professional in-house team managing and overseeing portfolio

#### **ASSETS UNDER MANAGEMENT (AUM)**

as of Dec. 31, 2019





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## WHO WE ARE

The Investment Management Corporation of Ontario (IMCO) is exclusively focused on providing comprehensive and value-added investment management and advisory solutions to public-sector clients in Ontario. We operate on a cost-recovery basis and manage more than \$60 billion of assets. We are an independent organization operating at arm's length from government, led by an experienced management team and guided by a highly experienced and professional board of directors. Our structure ensures that our investment decisions are based solely on meeting our clients' investment management and oversight needs.

IMCO was created with the goal of sustaining and preserving benefits, commitments and pensions for public institutions. Asset pooling reduces investment management costs and enables public-sector funds to access a broader range of investment strategies.

Since our launch in July 2017, we have continued our growth trajectory by adding experienced professionals and expanding our investment capabilities for the benefit of our clients.



## MEETING YOUR NEEDS

Our sole objective is to achieve enhanced outcomes and long-term results that will enable our clients to meet their financial obligations. We deliver on this goal by providing clients with a rich and unique value proposition built around three key pillars:

- Strategic portfolio construction advice
- Access to a global universe of distinct and compelling investment opportunities
- Best-in-class risk management

We are aligned closely with the goals of our broader public-sector clients and take great pride in helping them deliver on the financial commitments they make to Ontarians.

**Our vision** is to be the investment partner of choice for Ontario's public funds and rank among the world's leading public-sector asset managers.

**Our mission** is to provide our clients with best-in-class portfolio advice, investment opportunities and reporting.

**Our values** are core to how we serve our clients, and who we are as an organization.

#### INTEGRITY

we hold ourselves to the highest professional standards.

#### **PUBLIC PURPOSE**

we put our clients first and we are proud of our role in helping improve pension and benefit security for Ontarians.

#### RESPECT

we treat each other, our partners and our clients with utmost respect.

#### INNOVATION AND CONTINUOUS IMPROVEMENT

we strive to be better tomorrow than we are today and to innovate how we serve our clients.

#### **COLLABORATION**

we work as a unified team rallied around our primary objective of helping our clients deliver on the financial commitments they make to their members.



### HOW WE CREATE VALUE

Asset owners and investors today are grappling with a range of significant investment, governance and risk challenges, unfolding against a backdrop of limited budgets and resources and low rates of return.

Complex investment strategies have proliferated, in part driven by the desire to consider and invest in non-traditional assets. There is also a heightened demand for specialized investment capabilities, matched by elevated oversight and risk management expectations. The regulatory environment continues to become more complicated, and there is more emphasis on environmental. social and governance factors across the investing landscape.

#### IMCO IS IDEALLY POSITIONED TO HELP YOU NAVIGATE THIS PERIOD OF PROFOUND AND INCREASINGLY RAPID CHANGE.

Our service model is designed exclusively to help you deliver on your long-term financial goals by providing strategic advice and investment management oversight. By partnering with IMCO, you gain access to:

#### High-quality portfolio construction and advisory services

We take the time to fully understand your future obligations, risk appetite, key objectives and liquidity requirements. With that knowledge in hand, we apply our expertise to analyze and construct a total portfolio using a comprehensive suite of traditional and alternative investment solutions that are supported by market-leading tools and systems.

#### Sophisticated risk management systems

We aim to maintain direct line-of-sight on all aspects of investment risk - both quantitative and qualitative - at the total portfolio, asset class, mandate and individual investment level. A thorough awareness and understanding of key risks is also built into our culture and our investment approach alike.

#### A deep bench of specialist teams

Our growing team of global experts is focused on investment strategy, portfolio construction, risk management and operations, which frees up your time to focus on your business.

#### Leading investment opportunities in both private and public markets

As one of Canada's largest investment managers, our scale gives us access to significant opportunities around the world and enables us to execute transactions efficiently.

## THE IMCO DIFFERENCE

We put our clients at the centre of everything we do.

As the only investment management organization purpose-built to serve Ontario's public sector, we are closely aligned with your interests. We are focused on generating value and reducing cost and our structure ensures that our investment decisions are based solely on meeting your investment management and oversight needs.

Unlike traditional investment consultants who only provide advice and guidance on investment and asset mix matters, IMCO's clients have the ability to leverage our full range of asset classes and products. This includes differentiated strategies and investment solutions at a notably competitive fee.

#### **Cost efficiency**

Our clients reduce overall costs through economies of scale, lower administrative expenses and the netting of cash flows, which drives transactional efficiency.

#### **Effective governance**

Our independent and professional board of directors is composed of individuals with deep and extensive investment, oversight and risk management experience.

## Meaningful reporting and highly engaged client service

We equip you with the thought leadership, knowledge and transparency necessary to meet internal stakeholder needs as well as regulatory oversight requirements.

#### Operational excellence

We invest in the people and systems needed to structure portfolios, access investments, monitor risks and report on performance.

#### **Reduced complexity**

Our clients reduce or eliminate the administrative burden associated with managing assets by delegating day-to-day oversight to IMCO.











## WHAT WE OFFER

#### TOTAL PORTFOLIO MANAGEMENT

We take a Total Portfolio Management approach to our overall investment strategy. This approach is designed to ensure that planned risk exposures at the total portfolio level are maintained as individual investments enter, leave or change in value. This means the portfolio is flexible, adaptive and strongly positioned to take advantage of emerging opportunities to create value across a broad range of asset classes.

Total Portfolio Management encompasses total fund investment services, including rebalancing, active asset allocation, foreign exchange hedging and the management of total fund liquidity and leverage. We use these investment activities to ensure client portfolios stay closely aligned to the intended asset and risk profile selected by our client, regardless of market, asset or currency fluctuations.

#### **PUBLIC EQUITIES**

Our domestic and global public equities program seeks to generate capital appreciation and dividend income for client portfolios by investing in the securities of public companies, private placements and private investments in those companies, as well as a variety of derivatives and exchange traded funds. We provide both passive and active approaches, managers and instruments to our clients, enabling us to deliver fully customized solutions.

#### **FIXED INCOME**

We offer a range of **fixed income** investment options that deliver steady cash flow and enable our clients to achieve the rate and inflation sensitivity they seek. The products in this strategy include government bonds of all durations, as well as long-term inflation-linked government bonds and money market vehicles.

#### **PUBLIC MARKET ALTERNATIVES**

We use **public markets alternative** solutions to deliver investment returns that are not correlated to broad equity and bond markets, thus enhancing the risk and return characteristics of a client's total portfolio. We invest in managers that offer a long-term investment horizon, a clear fundamental or behavioural basis and a welldiversified set of strategies.

#### **REAL ESTATE**

Our real estate strategy similarly pursues long-term, inflationsensitive returns made up of stable and recurring cash flows, together with some capital appreciation over time. Our clients gain exposure to an actively managed, diversified portfolio of direct investments, co-investments and real estate funds that target revenue producing properties, land leases, real estate development projects and land held for future development.

#### **INFRASTRUCTURE**

**Infrastructure** is core to any private-markets investment program, as it can deliver long-term, inflation-linked total returns made up of a combination of stable income yield and some capital appreciation over time. From wireless towers and satellite systems, energy distribution systems and schools and hospitals to toll roads and airports, we target a range of geographically diversified and wellmanaged assets to drive returns.

#### **PRIVATE EQUITY**

Our **private equity** strategy aims to generate long-term capital appreciation and outperform public equities by investing in a portfolio of primarily private operating companies, either directly or indirectly. We look for companies where we see an opportunity to leverage strategic, operational and financial improvements to drive significant value and unlock the true potential of the business.

#### **GLOBAL CREDIT**

Our clients have access to a well-diversified global portfolio of credit investments such as corporate bonds and loans, real estate debt, infrastructure debt, off-balance sheet financing loans, sovereign and quasi-sovereign emerging markets debt, high-yield bonds and leveraged loans. This active strategy uses robust credit underwriting processes to ensure that the underlying credit risk is appropriately managed. We invest in a combination of segregated accounts, funds, co-investments and direct investments in both private and public securities, with an increasing emphasis on co-investments and direct investments, which help to decrease overall costs.

#### IMCO INVESTMENT STRATEGIES AT-A-GLANCE



#### **PUBLIC EQUITIES**

We emphasize high conviction mandates while deploying factor-based "smart beta" strategies to provide efficient access to key drivers of equity market returns.



#### **FIXED INCOME**

We design fixed income portfolios that are customized to meet the unique liability characteristics and ongoing cash flow needs of our clients.



## PUBLIC MARKET ALTERNATIVES

Our approach provides clients with investment returns that are uncorrelated to the broad equity and bond markets, creating a total portfolio with better risk-return characteristics



#### **REAL ESTATE**

Real estate assets, diversified by sector and geography, generate stable income and provide useful sensitivity to changes in inflation.

## WHAT WE BELIEVE

We make important investment decisions on behalf of our clients every day. Our **Investment Beliefs** anchor our approach to investing and directly align our actions with our corporate values.

# Asset allocation is among the most important determinants of investment returns and risk.

We believe that by providing best-in-class asset allocation advice and a diverse range of investment products, we can enable our clients to achieve sustained, long-term results that exceed their required rate of return.

#### Understanding and managing risk is at the core of investing.

We believe that the ultimate risk for our clients is their inability to meet their promised financial obligations. True diversification and capital preservation are key to mitigating this risk. Mature and well-established risk management systems and practices improve the investment decision-making around these factors. As a result, a robust risk framework and strong client engagement guide our investment activities.

#### Costs matter.

We believe that results must be evaluated on a risk-adjusted return, after all costs, basis. While passive investing typically leads to lower costs for our clients, we believe that active investing can create the potential for higher net returns. We therefore always evaluate whether active versus passive, internal versus external, or public versus private approaches are appropriate. We weigh several factors including costs, potential to achieve outperformance, and benefits in terms of risk oversight.



#### **INFRASTRUCTURE**

Investing directly, and indirectly through funds, offers good potential for long-term capital appreciation. We also deliver opportunistic exposure to additional value add investments including greenfield projects.



#### PRIVATE EQUITY

partners who have operational capability and investment expertise in specific niche segments.



#### **GLOBAL CREDIT**

We offer access to a globally diversified portfolio of public and private credit assets across the risk spectrum.

#### **TOTAL PORTFOLIO**

We use a cost-efficient and flexible approach to enhance investment returns and manage risk at the total fund level. This is realized by implementing active asset allocation decisions and by managing both the desired long-term strategic and short-term dynamic FX exposures.

#### Good governance improves investment performance.

We believe that our strategic and operational independence allows us to make strong investment decisions in the absolute best interests of our clients and their long-term goals. We believe that strong internal governance, combined with robust compliance and reporting, improves investment performance.

# Incorporating environmental, social and governance (ESG) factors in the investment process helps to better manage risk and contributes to long-term performance.

We believe ESG factors must be considered across all asset classes. We support initiatives that seek improved corporate disclosure, which in turn empower long-term investors to evaluate risk and return more effectively.

#### We are prudent investors.

We believe that sustained material investment outperformance is difficult to achieve, and that overconfidence can lead to imprudent investment decisions. Therefore, we are fostering a culture that focuses on delivering value over the long-term and that is distinguished by prudence, humility and — most importantly — a deep appreciation and understanding of the goals of our clients.

#### Our people drive our success.

We believe that attracting, developing and retaining worldclass talent is critical to being competitive in a global investing landscape. We believe that people who are engaged and passionate continuously seek ways to put our clients first, improve our business and adapt to change. Our culture, and how we measure the performance of our employees is aligned with our clients' investment objectives and risk appetite.



## MANAGING RISK

One of our core investment beliefs is that the ultimate risk for our clients is their inability to meet their promised financial obligations. As a result, we recognize the need for superior capabilities in the governance, identification, assessment, prioritization, management, reporting and monitoring of risk in the investment portfolios of our clients.

We seek to optimize risk-adjusted returns, prevent concentrations of risk that exceed pre-established risk limits and deliver quality and meaningful risk analysis and discussions to inform decision-making and ensure compliance with client mandates.

We assess investment risk from several perspectives, including funded status, liquidity risk, concentration risk and stress scenario risk.

### INVESTMENT RISK EXPERTISE

IMCO's investment risk management group has two distinct roles: one is to support the investment team by providing an independent risk review of each asset class and monitor compliance, and the other is to provide investment risk research.

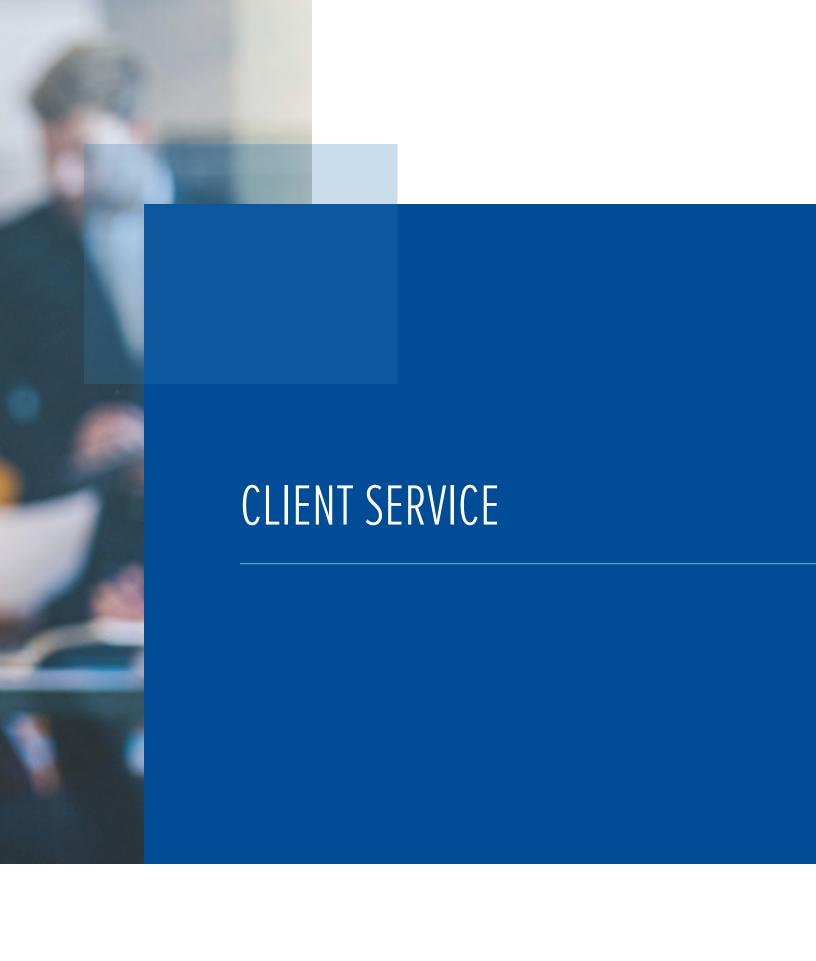
Our asset class risk support team is responsible for supporting investment team decision-making through independent risk review. This team identifies, assesses and measures risks (such as idiosyncratic risk, market risk, credit risk, liquidity risk, concentration risk) in every asset class. It also focuses on risk-adjusted performance monitoring and reporting, liquidity impacts and mandate/trade compliance relevant to the asset class, and scenario and stress testing. The team independently reviews deal decisions and due diligence, provides independent insight on portfolio and concentration impacts, and independently reviews new strategies, products and markets.

Meanwhile, our **investment risk research team** conducts research and offers thought leadership to colleagues in areas including:

- Robust risk methods, systems, data and quality;
- Portfolio risk measurement methodology, including scenarios under normal and stressed conditions (stress testing);
- Policies, frameworks, governing principles and procedures in areas such as benchmarks, riskadjusted performance, investment risk monitoring and measurement, investment risk attribution and risk budgeting;
- Unbiased portfolio construction risk support and model validation; and
- Client reporting on investment risks.

This team has also adopted several common risk applications to identify, measure and monitor client portfolio risks and enable standard client reporting.





Our public-sector clients and their needs are at the centre of everything we do. We are focused on enabling them to meet their financial obligations and commitments to stakeholders and beneficiaries.

Every aspect of how we operate — from our custom-tailored onboarding and portfolio construction processes, to our full suite of investment strategies, products and services, to best-in-class reporting and ondemand client service engagement — reflects this commitment.



## **JOINING IMCO**

Ensuring that your portfolio is efficiently and effectively transitioned to our asset management platform is a priority for us. Part of that includes taking the necessary time to get to know you and your key stakeholders, understand your needs and objectives and also to

#### IMCO'S PLAN FOR CLIENT TRANSITION

#### **PRE-DISCOVERY PORTFOLIO ASSESSMENT CLIENT SERVICE DESIGN** Preliminary introductions Review current investment Develop specific onboarding and discussions strategy and structure and transition plans, inclusive of timelines Support due diligence efforts and requirements Ensure a thorough understanding of governance requirements and Develop notional portfolio service needs and preliminary mapping to IMCO strategies



#### **CLIENT ONBOARDING**

Execute contracts and complete onboarding checklist

Pool assets and execute transition

Assume asset management responsibilities

Assume investment, risk and operational oversight responsibilities

Transition assets to model portfolio based on preliminary mapping

#### **PORTFOLIO CONSTRUCTION**

Conduct asset mix study, assess results and approve new strategic asset allocation

Construct target portfolio based on the new asset allocation (finalize mapping to IMCO strategies)

Transition plan to new asset mix and execute

#### **ONGOING SUPPORT**

Embed into IMCO's ongoing Client Portfolio Management Service and Advisory Model

Deliver and discuss performance reporting and forward-looking portfolio positions and market perspectives

Attend committee meetings





# CLIENT-CENTRIC APPROACH TO PORTFOLIO CONSTRUCTION

At IMCO, we take a client-centric view on portfolio construction, built exclusively around your unique set of needs and requirements. This means we collaborate with your team, your board, actuaries and external advisers, and work diligently to understand the characteristics of your commitments, liabilities and/or financial objectives. We work closely with you to define investment objectives and to advise on a strategic asset allocation that optimizes expected returns, consistent with your risk appetite. This work is supported by dedicated portfolio construction and strategic investment research teams. We consider both asset classes and risk factors to construct durable portfolios that can adapt to potential long-term trends and market fluctuations.

#### **OUR PROCESS**

#### PHASE 1

#### PLANNING AND FORECASTING

As part of the client onboarding process, we work to establish your investment objective and risk tolerance and to forecast long-term expected returns and risk. These inputs are incorporated in asset liability studies in Phase 2.

#### PHASE 2

#### **ASSET ALLOCATION**

Diving deep into your risk/return profile is our next phase. We work to construct a strategic asset mix based on long-term risk and expected return models. We assess the sensitivity of the resulting portfolio to different long-term assumptions, market shocks and stress tests. We also develop alternative views of long-term capital market returns and risk to assess the robustness of the base case assumptions. In this way, we can analyze alternative asset mixes and design stress tests to evaluate specific downside risk scenarios, such as higher inflation or short-term negative investment performance.

#### PHASE 3

#### TRANSITIONING ASSET MIX TO IMCO MODEL

The final stage of the portfolio construction process involves translating your desired asset mix to IMCO strategies that are available and accessible to clients of all sizes. Given the expected long-term return of each investment strategy, we guide the transition of your original portfolio to an enhanced strategic asset mix. In doing so, the allocation to IMCO strategies remains consistent with your long-term investment objective and risk tolerance.



# OUR FOCUS ON EFFECTIVE COST MANAGEMENT

We serve our clients on a cost-recovery basis and are focused on prudently managing our investment and operating costs. We strive to provide our clients with access to a sophisticated investment platform at a lower cost than they would have to incur to develop, or directly access, similar capabilities themselves.

Scale is a key driver of our ability to manage all costs. Our size means we can enter into strategic partnerships, co-invest and access investments directly in a manner that would be difficult for smaller funds to access. As a result, we can reduce overall costs associated with alternative investments for our clients. In public markets, we use low-cost strategies where it makes sense and higher conviction strategies where our research indicates the potential for strong performance. Our size also enables us to negotiate fees with external equity partners for the benefit of our clients.

We distribute costs to clients based on their allocation to the various IMCO strategies on a pro-rata basis.

# COMPREHENSIVE REPORTING

We understand that our clients face a heightened demand for transparency and accountability. Similarly, they demand the same of their investment management partners. As a result, we work to ensure that you receive complete, accurate and timely information on portfolio holdings and performance. We deliver regular updates that include interpretations of client-specific performance as well as economic and investment strategy research used for portfolio construction purposes and individual strategies.

Our reporting suite includes timely market and economic updates, monthly/quarterly performance reviews, summaries of portfolio positioning and our forward-looking views and communications regarding any significant changes at IMCO.

## MEET YOUR CLIENT SERVICES TEAM



**Chief Client Officer** 





SOFIA ASSAF, CFA, FRM Vice President, Head of Client Service

Sofia is responsible for maintaining strong relationships with our clients and her team is the face of IMCO, hosting regular and ongoing interactions. Prior to joining IMCO, she was Director, Client Consulting at Mercer. Sofia holds a Bachelor of Commerce

degree in Finance and Investment from the University of Toronto and is a Chartered Financial Analyst, and also holds a Financial Risk Manager (FRM) designation.



Vice President, Portfolio Construction

Hrvoje leads portfolio construction at IMCO. Most recently, Hrvoje was a partner at Mercer, where he developed and delivered portfolio construction advice for the firm's largest clients within the consulting and OCIO businesses. He led various aspects of investment advisory services, including strategic asset allocation, asset-liability modelling, investment strategy and policy formulation, performance monitoring and evaluation. Hrvoje holds a Bachelor's in Mathematics from the University of Waterloo. He is a fellow of the Society of Actuaries, a fellow of the Canadian Institute of Actuaries and a CFA charterholder.



**SUSAN SHIM** 

Director, Client Services and Onboarding

Susan plays a key role in maintaining and strengthening long-term partnerships with our clients while helping foster our client service culture. She spent the last 12 years at BlackRock, where she played a leadership role in the institutional client services group. Susan holds a Bachelor of Business Administration from the Schulich School of Business at York University.







We incorporate ESG factors across all asset classes, which helps manage risk and improve long-term performance.

At IMCO, embracing ESG factors helps us align more tightly with the values of our clients, enables us to contribute to the communities in which we live and work and holds us accountable for the impact of our investments. Today's investors, employees and customers alike demand nothing less.

All of this requires active engagement. We believe that being an engaged investor reduces investment risk and leads to higher returns over time. With that in mind, we make a point of discussing ESG with corporate boards and management teams. We also work closely with other institutional investors to amplify our impact. That includes advocating for improved corporate disclosures to ensure full transparency and fulsome annual and quarterly reports to shareholders.

### **BEST PRACTICES**

We are a proud signatory to the UN Principles for Responsible Investments. We also take part in discussions, both domestically and internationally, about standards and best practices when it comes to investing responsibly.

IMCO is also a member of the Canadian Coalition for Good Governance, a group of leading pension funds and asset managers that promote good corporate governance in Canadian public companies. The organization provides guidance on how directors should oversee their companies' handling of environmental and social issues.



### **OUR ACTIVITIES**







#### **GENDER DIVERSITY:**

We are members of the 30% Club, which campaigns to achieve better gender balance at the board and senior management levels of Canadian corporations. We've signed a joint investor statement that calls for 30% representation of women on the boards and executive management teams of S&P/TSX composite index companies by 2022. As signatories to the Investor Statement, we've pledged to engage with companies on corporate governance issues.

#### **PROXY VOTING:**

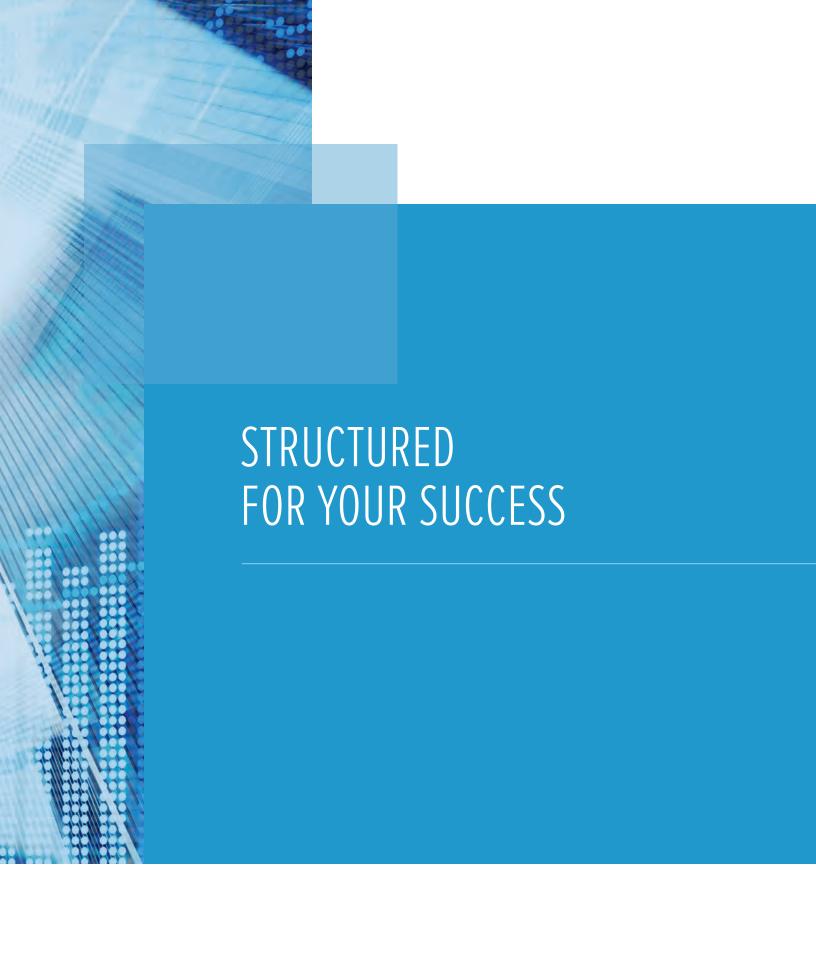
At IMCO, we exercise our right to vote in publicly traded companies around the world on behalf of our clients. Proxy voting increases our influence with the companies we invest in, and also allows us to encourage corporate practices that will enhance longterm shareholder value - and that includes embracing and adopting ESG initiatives. Our proxy voting approach is based on the ISS Sustainability Proxy Voting Guidelines. The ISS guidelines promote sustainable business practices, including stewardship of the environment, fair labour practices, non-discrimination and the protection of human rights.

#### **ENVIRONMENTAL SUSTAINABILITY:**

Our real estate partner, Cadillac Fairview, is an industry leader in its commitment to environmental sustainability. IMCO holds a nonmanaging interest in the Toronto-Dominion Centre in downtown Toronto, where all six towers are certified to Leadership in Energy and Environmental Design (LEED) Platinum certification. We are currently working with Cadillac Fairview to build a new 32-storey office tower to LEED platinum specifications in downtown Toronto.

We also joined more than 300 leading investors around the world in signing a letter to G7 leaders, reiterating our full support for the Paris Agreement on climate change.







Sound governance is critical to how we invest, manage risk and maintain confidence among our clients and other key stakeholders. Our belief is that strong internal governance, combined with robust compliance and reporting processes, improves investment performance and enables us to better serve our clients. Our strategic and operational independence allows us to focus solely on meeting our clients' investment needs.





## **EXECUTIVE TEAM**

The executive team is composed of skilled senior managers with global experience who are singularly focused on meeting the long-term financial objectives of our clients.

#### **ORGANIZATIONAL STRUCTURE**



BERT CLARK
President & CEO



MICHAEL F. CAMPBELL

Chief Client Officer

& interim Chief

Risk Officer



Chief Human Resources Officer



General Counsel & Corporate Secretary



KATHY JENKINS Chief Financial Officer



TONY ALGAR
Chief Operating
Officer



JEAN MICHEL
Chief Investment
Officer

## **BOARD OF DIRECTORS**

The board is composed of at least seven and not more than 11 members with expertise in investment management, risk management, finance, corporate governance, accounting, law or other relevant professional areas. No IMCO officer or employee sits on the board of directors.

The board performs its oversight duties through strategic committee structures including Audit, Compensation & Human Resources and Governance Committees.



**GEOFFREY BELSHER** 



**ROBERT BERTRAM** 



BRIAN GIBSON Chair



RAJ KOTHARI FCPA, FCA, MBA



COLLEEN McMORROW FCPA, FCA



**JACQUELINE MOSS** 



VINCENZA SERA ICD.D



**ERIC TRIPP** 



ERIC M. WETLAUFER ICD.D

#### LET'S CONTINUE THE CONVERSATION

To discuss how IMCO can help your organization deliver on its long-term financial goals, please contact clientservices@imcoinvest.com

#### **INVESTMENT MANAGEMENT CORPORATION OF ONTARIO**

200 King Street West, Suite 2300 Toronto, Ontario M5H 3T4 Phone: 416-408-4626 | Toll Free: 844-383-4626 | www.imcoinvest.com



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