

Waratah Capital Advisors Ltd.

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02:00 PM ET

This is Conference # 9196618

Operator Good afternoon, ladies and gentlemen, and welcome to the Annual Waratah Client conference call. Please note if you have any questions or issues during the call, please press star zero and an operator will come back on the line to assist you. I would now like to turn the meeting over to Mr. Blair Levinsky. Please go ahead.

Blair Levinsky Good afternoon, everybody, and thank you for joining us today. Before I get into a review of the two thousand eighteen Waratah Strategy's returns, I'm just going to provide a brief update on the firm.

So Waratah is now managing approximately one point four billion of assets for high net worth individuals and institutional investors from Canada and abroad. Approximately forty percent of our total assets are managed on behalf of institutional investors with the balance being individuals. We have thirty-four professionals all working out of our Toronto office and we have one team member, a battery material specialist, working out of a New York office.

As previously announced, we welcome Jeannine LiChong and Adrian Wong to the Waratah team in two thousand eighteen. And they have successfully taken over management of the Waratah Income Fund and contributed meaningfully to the overall investment team. And I welcome Jeannine to her first annual client conference call. She'll be addressing the Waratah Income Fund strategy later on in the call.

As of November eighteen, we officially launched our global ESG long-short fund, otherwise known as alternative ESG. This strategy specifically embraces environmental, social, and governance factors in the analysis of individual securities, as well as at the portfolio level.

With this strategy, we're getting ahead of a coming trend where ESG factors are emphasized in the analysis of companies in order to identify new and compelling investment opportunities, what we call ESG alpha, as well as to use ESG factors to identify potential risk. For example, the cost of environmental regulatory compliance and regulatory changes.

In addition to being early to this area, especially by using a long-short approach, we have also innovated the category by establishing our own proprietary ESG evaluation methodology for companies. The ESG initiative at Waratah is being headed by Johann Olav Koss, specifically on ESG evaluation, and Jason Landau as the lead portfolio manager for the strategy.

Building on this theme, we also launched our first private equity strategy in two thousand eighteen with the Royalty Corp., which is a thematic investment focused squarely on the coming once-in-a hundred-year change event, the electrification of transportation, more on that later.

So, what is coming in two thousand nineteen. Well, we're launching a client portal as part of a website refresh, which will also include a new group being for the Waratah Strategies, which will unveil today under the market-neutral, long-bias, and specialty strategies headings.

To continue reading please [contact us](#). We look forward to sharing our client materials with you.