

## **Item 1: Introduction**

Fiera Capital, Inc. is registered with the Securities and Exchange Commission (“SEC”) as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing in general.

## **Item 2: Relationships and Services**

### **What investment services and advice can you provide me?**

We offer investment advisory services to retail investors, including advisory services for individuals, family foundations and trusts. Our strategies address a variety of investor needs across a broad spectrum of asset classes offered through different investment vehicles, including separately managed accounts, mutual funds, private funds and wrap fee programs. Third parties who are unaffiliated with us, such as investment advisers and wrap fee sponsors, also retain us to manage client accounts, either as a sub-adviser or as a manager participating in a wrap fee program.

**Monitoring:** As part of our standard services, we regularly monitor client investments to determine which strategies best serve individual needs. We will meet with you to discuss your investment goals and risk profile and design a strategy to achieve such goals. Our portfolio managers are responsible for the management and regular review of the accounts they supervise.

**Investment Authority:** Clients predominantly grant discretionary authority to us. Discretionary authority means we have your authorization to buy and sell investments on your behalf without asking you first. You can provide us with discretionary authority and specify investment guidelines or limitations in our investment advisory agreement. We do not typically offer non-discretionary arrangements to our clients.

**Limited Investment Offering:** We do not limit our investment advice to a particular type of security. We provide advice with respect to fixed income, equities, cash equivalents, Exchange Traded Funds (“ETFs”), mutual funds and private funds.

**Account Minimums:** Our minimum account size starts at \$100,000 but may be higher depending on the strategy. We always reserve the right to waive or reduce any minimum.

**Additional information** about Fiera Capital, Inc. services is available on Part 2 of our Form ADV, which is available at <https://adviserinfo.sec.gov/firm/summary/113638>.

**Conversation Starters.** Ask your financial professional—

- **Given my financial situation, should I choose an investment advisory service? Why or why not?**
- **How will you choose investments to recommend to me?**
- **What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?**

## **Item 3: Fees, Costs, Conflicts, and Standard of Conduct**

### **A. What fees will I pay?**

We charge you a management fee that is based on a percentage of your total portfolio’s market value at specified points in time. Fees are negotiable and typically range between 0.15% and 1% of assets annually depending on your strategy and account size but may be higher for private funds. We always reserve the right to waive or reduce any fee. Fees are generally charged monthly or quarterly in advance or in arrears based on the strategy. In certain instances, the fees will be directly debited from your custodial account. We also act as a manager in certain wrap fee programs that charge a single, all-inclusive fee based on the value of your assets. This fee includes management, trade execution, custody, performance monitoring, and reporting. You typically pay the wrap fee directly to the wrap fee sponsor unless we have a dual contract arrangement with you in which case you pay us separately from the fees you pay to the sponsor. In general, clients who hire our services on a dual contract basis will also pay management fees directly to the third-party to whom the client is also contracted, whether in a wrap fee program or a sub-advisory arrangement. We may offer clients as well as advisers an asset-based fee schedule whereby the schedule of fees may decrease as assets we manage grow. However, the more assets you have in your advisory account, including cash, the more overall fees you will pay us. Additional information about our fees is included in Item 5 of Part 2 of our Form ADV, available at <https://adviserinfo.sec.gov/firm/summary/113638>.

In addition to the fees described above, you may be charged fees payable to other third parties such as transaction fees and brokerage commissions when we buy or sell investments. You may also pay fees to the broker-dealer or bank that maintains each account (called “custody” fees). We do not receive any portion of these fees or costs except in the form of “soft dollars” used to pay for research or other benefits. Also, our firm often selects and purchases investments with their own management, transaction, and administrative fees and expenses, such as mutual funds and ETFs. Those fees and expenses are indirectly borne by clients who invest in those vehicles. If we select those investments for your portfolio, you will incur such costs.

**You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.**

**Conversation Starter.** Ask your financial professional—

- **Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?**

**B. What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

*When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide to you. Here are some examples to help you understand what this means:*

- We may recommend the allocation of client assets to affiliated funds and to strategies managed by our firm. Investing client assets in affiliated funds and strategies may create a conflict of interest. Further, certain affiliated funds we recommend to our clients are fund of funds which also invest, to a limited extent, in affiliated funds. Although we believe that such investments provide benefits, it is possible that unaffiliated funds and strategies may also be appropriate. When client assets are allocated to affiliated funds, you only pay the fees charged by such funds and no separate fee for the allocation services.
- Some broker-dealers that we trade with allocate a portion of the commissions that our clients pay in order to pay for research or other benefits used by us. These “soft dollar” arrangements help our firm make investment decisions, but they can have the effect of increasing your transaction costs. Our firm reviews these arrangements regularly with your interests in mind.
- We have many clients which means that our financial professionals may have a conflict in allocating investments to different clients. To address this conflict, we have procedures to monitor client portfolios and ensure the fair allocation of opportunities. For more information on our allocation processes, see our Form ADV Item 12, Sections 7 and 8, which is available at <https://adviserinfo.sec.gov/firm/summary/113638>.

**Conversation Starter.** Ask your financial professional—

- **How might your conflicts of interest affect me, and how will you address them?**

**Additional information** about conflicts of interest between our firm and our clients is available on Part 2 of our Form ADV, specifically Item 4, Section 7, which is available at <https://adviserinfo.sec.gov/firm/summary/113638>.

**How do your financial professionals make money?**

Our financial professionals receive a salary and a discretionary bonus. Compensation is set with the intention of attracting and retaining highly qualified professionals. Compensation is based on a variety of factors, including the number, value and complexity of accounts and client satisfaction and retention. Some of our financial professionals who are broker-dealer registered representatives receive product sales commissions in addition to their salary and bonus.

**Item 4: Disciplinary History**

**Do you or your financial professionals have legal or disciplinary history? Yes  No**

Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Conversation Starter.** Ask your financial professional—

- **As a financial professional, do you have any disciplinary history? For what type of conduct?**

**Item 5: Additional Information**

**Additional information about our services** can be found at <https://adviserinfo.sec.gov/firm/summary/113638>. If you have any questions about the contents of this relationship summary or would like to request a copy or receive up-to-date information about us, please contact Colleen Nichols at 212-300-1600 or [CMNichols@fieracapital.com](mailto:CMNichols@fieracapital.com).

**Conversation Starter.** Ask your financial professional—

**Who is my primary contact person? Is he or she a representative of an investment-adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?**

# FIERA CAPITAL INC.

## Part 2A of Form ADV Firm Brochure

375 Park Avenue, 8th Floor  
New York, NY 10152  
<https://us.fieracapital.com/>

**March 25, 2020**

**This brochure provides information about the qualifications and business practices of Fiera Capital Inc. If you have any questions about the contents of this brochure, please contact us at (212) 300-1600. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission (the “SEC”) or by any state securities authority. Registration with the SEC should not be assumed to imply a certain level of skill or training.**

**Additional information about Fiera Capital Inc. is also available on the SEC’s website at: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## Item 2: Material Changes

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Fiera Capital Inc. (“Fiera Capital” or the “Firm”) last filed its Form ADV Part 2A (“Brochure”) on March 23, 2019 as part the Annual Amendment. Since the Firm’s last filing, there have been the following material changes:

- **Fiera Capital U.S. Equity Long-Term Quality Fund:** Item 4 and Item 8 have been updated to reflect that on September 30, 2019, the Firm added the Fiera Capital U.S. Equity Long-Term Quality Fund to the Fiera Capital Series Trust.
- **Addition of Industry Affiliations:** Item 10 has been updated to report a new material industry affiliation with Fiera Real Estate, UK Division (“Fiera Real Estate”). Fiera Real Estate is a related person through common ownership by Fiera Capital Corporation, the Firm’s parent company.
- **Asset Allocation Services:** Item 4 has been updated to add a description of the asset allocation services offered by Fiera Capital, including when Fiera Capital recommends the allocation of Client assets to Fiera Capital managed products and strategies.

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## Item 4: Advisory Business

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Fiera Capital is registered as an investment adviser with the SEC with its principal place of business located in New York, NY. Fiera Capital is organized under the laws of Delaware.

### 1. History and Ownership

Fiera Capital was founded in 1972, then operating under the name Wilkinson O’Grady & Co., Inc. (“Wilkinson O’Grady”), and was acquired in 2013 by Fiera Capital Corporation (“FCC”), a publicly traded company listed on the Toronto Stock Exchange under the symbol FSZ. Fiera Capital is the U.S. division of FCC, and is comprised of multiple investment teams brought together through the following series of acquisitions and combinations:

- On November 9, 2015, Fiera Capital assumed all of the investment advisory business of Samson Capital Advisors LLC, an independent fixed income investment management boutique founded in 2004.
- On June 1, 2016, Fiera Capital assumed all of the investment advisory business of Apex Capital Management, Inc., an employee-owned boutique growth equity manager founded in 1987.
- On September 1, 2016, Fiera Capital acquired certain assets of Larch Lane Advisors LLC, a hedge fund-of-funds, hedge fund seeding, and liquid alternatives manager founded in 1999.
- On December 1, 2017, Fiera Capital became the sub-adviser to the City National Rochdale Emerging Markets Fund (the “CNR EM Fund”) and acquired Fiera Capital (Asia) Limited, an entity employing certain employees who provide research and investment analysis to the CNR EM Fund. On June 4, 2018, the CNR EM Fund was reorganized onto the Fiera Capital Series Trust as the Fiera Capital Emerging Markets Fund, at which time Fiera Capital became the adviser of the Fiera Capital Emerging Markets Fund.
- On December 1, 2018, the Firm transferred the investment operations of the Equity-Thematic Team and all the associated client accounts to its wholly-owned subsidiary, Wilkinson Global Asset Management LLC (“WGAM”), an SEC-registered investment adviser. The portfolio management team, consisting of former Wilkinson O’Grady managers and the service teams responsible for managing the transferred accounts, joined WGAM and are responsible for managing WGAM’s day-to-day operations, with oversight by a board of directors which includes individuals appointed by the Firm.

Fiera Capital is indirectly wholly owned by FCC.

### 2. Advisory Services

Fiera Capital provides investment management services to separately managed accounts for predominantly U.S. high net worth individuals, including affluent families and their foundations, and institutional clients, including pension plans, profit sharing plans and other charitable organizations (collectively, “Clients”) on a discretionary and non-discretionary basis. The Firm also provides investment advisory services to certain comingled investment vehicles offering interests on a private placement basis (each, a “Private Fund” and collectively, the “Private Funds”). In addition, Fiera Capital serves as an adviser or sub-adviser to certain investment companies registered under the 1940 Act (each a “Registered Fund” and collectively, the “Registered Funds”), including each Registered Fund organized under the Fiera Capital Series Trust (“Fiera Series Trust”) (the Registered Funds together with the Private Funds are referred to collectively as the “Funds”). The Fiera Series Trust is a statutory trust that offers shares in certain Registered Funds (each, a “Fiera Series Registered Fund” and collectively, the “Fiera Series Registered Funds”). The Fiera Series Registered Funds include the Fiera Capital Global Equity Fund, the Fiera Capital Emerging Markets Fund, the Fiera Capital International Equity Fund, the Fiera Capital Small/Mid-Cap Growth Fund, the Fiera Capital Equity Allocation Fund and the Fiera Capital U.S. Equity Long-Term Quality Fund. Fiera Capital serves as the adviser to each Fiera Series Registered Fund. In addition to the Fiera Series Registered Funds, the Firm serves as adviser to the Fiera Capital Diversified Alternatives Fund, which is organized under a different

trust. Investors in the Private Funds include wealthy individuals, families, trusts, endowments, foundations, corporations, public funds and Taft-Hartley plans or other investors. Investors in the Funds are not considered Clients of Fiera Capital as they cannot direct the investment strategy or impose investment restrictions. For a list of the Firm's Registered Funds and Private Funds, please refer to Sections 5.G.(3) and 7.B.(1) and 7.B.(2) of Schedule D of the Form ADV Part 1A, respectively.

### **3. Investment Strategies**

Fiera Capital's strategies are designed to address a variety of investor needs across a broad spectrum of asset classes and styles. The Firm currently specializes in investment strategies that are grouped as Equity, Equity-Growth, Equity-Emerging Markets, Equity-ETF and Mutual Funds, Fixed Income, and Non-Traditional investment strategies. This grouping is used throughout this Brochure. The Firm's investment strategies are available in different forms and vehicles, including separately managed accounts, Registered Funds, and Private Funds that are only available to investors who meet certain legal criteria. More details about each of the Firm's investment strategies is provided below and in Item 8 of this Brochure which details the risks associated with the Firm's strategies and Funds.

#### **Equity Strategies**

The Equity investment strategies (the "Equity Strategies") consist of the International Equity, U.S. Equity and Global Equity strategies, which are offered as separately managed accounts, Private Funds, as well as the Fiera Capital Global Equity Fund, the Fiera Capital U.S. Equity Long-Term Quality Fund and the Fiera Capital International Equity Fund, each a Fiera Series Registered Fund. The day-to-day management of the Equity Strategies is handled by the Global Equity Investment Management Team which operates under a participating affiliate arrangement between the Firm and FCC pursuant to SEC guidance. This arrangement is described in more detail in Item 10 of this Brochure.

#### **Equity-Growth Strategies**

The Equity-Growth investment strategies (the "Equity-Growth Strategies") consist of the All Cap Growth, Large Cap Growth, Mid Cap Growth, Small-Mid Cap Growth, Small Cap Growth, International ADR, International Ordinary and Quality Dividend Growth strategies, which are offered as separately managed accounts and under Wrap Programs (as defined below), as well as the Fiera Capital Small/Mid-Cap Growth Fund, a Fiera Series Registered Fund. The day-to-day management is handled by the Equity-Growth investment management team.

#### **Equity-Emerging Markets Strategies**

The Equity-Emerging Markets investment strategy (the "Equity-Emerging Markets Strategy") consists of the Emerging Markets Select strategy. The Emerging Markets Select strategy is offered as the Fiera Capital Emerging Markets Fund, a Fiera Series Registered Fund and as a UCITs fund that is sub-advised by the Firm. It is also offered in separately managed accounts. The day-to-day management is handled by the members of the Emerging Markets portfolio management team.

#### **Equity-ETF and Mutual Fund Strategies**

The Equity ETF and Mutual Fund strategy consists of the Fiera Capital Equity Allocation Fund, a Fiera Series Registered Fund, and the Equity Index strategy. The day-to-day management of this strategy is handled by the Fiera Capital Equity Allocation Fund's portfolio management team and the Fixed Income investment management team, respectively.

#### **Fixed Income Strategies**

The Fixed Income investment strategies (the "Fixed Income Strategies") consist of the ESG in Fixed Income, Tax Efficient Fixed Income, Taxable Fixed Income, Tax Efficient Inflation Protection, and the Investment Company strategies. The day-to-day management is handled by the Fixed Income investment management team.

## **Non-Traditional Strategies**

The Non-Traditional investment strategies include the Alternatives Strategies, Liquid Alternatives Strategy and Private Lending strategy. The Alternatives Strategies consist of Fund of Hedge Fund and Hedge Fund Seeding Portfolios (the “Alternatives Strategies”). The Liquid Alternatives Strategy consists of the Fiera Capital Diversified Alternatives Fund (the “Diversified Alternatives Fund”), a Registered Fund. The day-to-day management of the Alternatives Strategies and the Liquid Alternatives Strategy is managed by the Firm and sub-advised by Larch Lane Partners, LLC, an independent SEC-registered adviser which specializes in alternatives strategies. The Private Lending strategy consists of funds of credit funds, the day-to-day management of which is handled by the Private Debt team. In the Private Lending strategy, Fiera Capital allocates Client assets to third party funds as well as Fiera Capital affiliated funds.

### **4. Customized Services**

Investment services may be tailored for each Client’s specific needs and objectives, including restrictions on investing in certain securities or types of securities. Fiera Capital has established procedures and controls to monitor compliance with each Client’s specific investment guidelines.

Where the Firm is the investment adviser to a pooled investment vehicle, whether a Registered Fund or Private Fund, the investment objectives, guidelines and any investment restrictions generally are not tailored to the needs of individual investors in those vehicles, but rather are described in the prospectus or other relevant offering document for the vehicle. As mentioned above, investors in the Funds are not considered Clients of Fiera as they cannot direct the investment strategy or impose investment restrictions. The Private Funds however, from time to time, may enter into agreements (“Side Letters”) with one or more of their investors whereby in consideration for agreeing to invest certain amounts in a Private Fund and/or other consideration deemed sufficiently material, such investors may be granted favorable rights not afforded other investors in such Private Fund, such as rights to receive reduced rates of performance fees/allocations and/or management fees or such other rights as may be negotiated between the Private Fund, Fiera Capital and such investors. Such agreements may be entered into without the consent of other investors in the Private Fund. Additionally, except as may be required by “most-favored-nations” clauses, such agreements usually need not be disclosed to other investors in such Private Fund.

### **5. Wrap Fee Programs**

The Firm acts as a portfolio manager for or otherwise participates in certain wrap programs (each a “Wrap Program” and collectively, the “Wrap Programs”). The Equity-Growth Strategies and certain Equity Strategies are available under Wrap Programs. The entity that sponsors, organizes or administers each such Wrap Program (“Program Sponsor”) generally executes Client portfolio transactions on behalf of the Firm without a commission and provides custodial services for the Client’s assets. Normally, the Firm must execute transactions of Wrap Program Clients with the Program Sponsor and, as such, may not be able to ensure best execution. The Program Sponsor typically assists the Wrap Program Client in defining the Client’s investment objectives based on information provided by the Client, aids in the selection of one or more investment managers to manage the Client’s account, and periodically contacts the Client to ascertain whether there have been any changes in the Client’s financial circumstances or objectives that warrant a change in the management of the Client’s assets.

Wrap Program Clients pay a single, all-inclusive (or “wrap”) fee charged by the Program Sponsor based on the value of the Client’s account assets for asset management, trade execution, custody, performance monitoring and reporting through the Program Sponsor. The wrap fee typically includes the advisory fees charged by the Firm and other participating managers in the Wrap Program. In turn, the Program Sponsor pays the Firm a fee based on the assets of Clients invested in the applicable strategy in the Wrap Program. Please also see Item 5 (Fees and Compensation) and Item 12 (Brokerage Practices) of this Brochure for more information on the differences between Wrap Programs and other types of Client accounts.



## **6. Investment Model Delivery**

The Firm also delivers non-discretionary models to Program Sponsors (“Model Delivery Program Sponsors”). In these programs, the Firm furnishes recommendations to Model Delivery Program Sponsors through the provision of model investment portfolios for various investment strategies. The Model Delivery Program Sponsors utilize the model portfolios provided by the Firm, as well as any corresponding updates to the model portfolios, to manage Wrap accounts enrolled in the Program Sponsor’s platforms. Typically, Model Delivery Program Sponsors retain investment discretion over the Wrap accounts enrolled in an investment strategy that is offered on a Model Delivery platform and the Firm is responsible solely for providing its model portfolios to the Model Delivery Sponsors or their designees.

In addition to the delivery of model portfolios to Model Delivery Program Sponsors, the Firm also delivers model portfolios or makes investment recommendations to a number of other Clients or Funds that retain full discretion over their account. The Client assets advised by Fiera Capital for model portfolios are referred to as “Assets under Advisement” or “AUA.”

## **7. Asset Allocation Services**

The Firm’s Direct Client Investments Team works with Clients and their advisors to construct and manage customized portfolios for various investment goals and strategies. In these portfolios, Fiera Capital typically recommends the allocation of Client assets to strategies as well as registered or privately-offered investment vehicles managed by the Firm or its affiliates (“Affiliated Funds”), with other assets allocated to third party investment vehicles (“Unaffiliated Funds” and together with Affiliated Funds, “Underlying Funds”). When assets are allocated to strategies managed by the Firm and to Affiliated Funds, the client is only charged with the fees applicable to such products and strategies allocated to, and not charged fees related to the management of their portfolios by the Direct Client Investments Team. The fees applicable to such products and strategies may be higher than the fees charged for the management of portfolios.

## **8. Clients Assets**

As of December 31, 2019, Fiera Capital managed approximately \$24,273,847,567 on a discretionary basis and \$20,217,889 on a non-discretionary basis. As of December 31, 2019, Fiera Capital had approximately \$3,583,646,739 in Assets under Advisement in addition to its assets under management.

## Item 5: Fees and Compensation

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The compensation the Firm receives varies depending on multiple factors, including the investment strategy and whether the services relate to a separately managed account, Private Fund or Registered Fund. A basic fee schedule for each of the investment strategies is provided below. Please refer to Item 8 and Section 5.G.(3) of Schedule D of the Form ADV Part 1A for a list of the Registered Funds to which the Firm acts as an adviser or sub-adviser, Section 7.B.(1) of Schedule D of the Form ADV Part 1A for the Private Funds managed by the Firm, and Section 7.B.(2) of Schedule D of the Form ADV Part 1A for the Private Funds sub-advised by the Firm. The Firm may negotiate the fees charged for separately managed accounts and Private Funds.

### 1. Compensation

#### Separately Managed Accounts

The Firm receives a management fee for the services it provides to separately managed accounts. The management fee is generally based upon a percentage of the total portfolio market value of an account at specified points in time. The Firm will either deduct the fees from Client accounts or invoice the Client, depending on the strategy and the terms of each Client's agreement. The billing frequency is set forth in each Client's agreement with the Firm, but fees are generally charged on a monthly or quarterly basis. Fees for the Fixed Income Strategies are generally billed in advance, while fees for the Equity Strategies are generally billed in arrears. Fees for the Equity-Growth Strategies may be billed in advance or in arrears. If an advisory relationship begins after the first day of a billing period or terminates before the last day of a billing period, fees are prorated accordingly. If a Client has paid fees in advance, the Client will receive a refund of any pre-paid fees attributable to any period after the advisory relationship has terminated. Billing terms are generally negotiable on a Client-by-Client basis.

- **Equity Strategies.** For the Equity Strategies, the management fees range from 0.20% to 0.85% and vary depending on the strategy and account size. Fees for Assets Under Advisement range from 0.20% to 0.35% per annum depending on the account size.
- **Equity-Growth Strategies.** For the Equity-Growth Strategies, the management fees range from 0.40% to 1.00% per annum and vary depending on the strategy and account size.
- **Fixed Income Strategies.** For the Fixed Income Strategies, the management fees range from 0.15% to 0.65% and vary depending on the strategy and account size. With respect to the Investment Companies Strategy, due to the possibility that target returns could be achieved over shorter time periods, the full annual fee will be charged in the event that a Client liquidates an account invested in this strategy within one year of inception. In such cases, the annual fee will be determined based on the cumulative total return net of fees. If the cumulative return net of fees exceeds 3%, a full annual fee of 0.60% per annum will be charged. If the return net of fees is 3% or less, a full annual fee of 0.35% will be charged.

With respect to the Fixed Income Strategies, the Firm has entered into sub-advisory investment management agreements with various unaffiliated broker-dealers and investment advisers. Under such agreements, certain strategies will be available to Clients of the broker-dealers through the broker-dealers' separately managed account platform. The fees for each platform program may vary and are typically billed on a quarterly basis. The fee rates are based on assets under management and typically range from 0.25% to 0.35% per annum. Minimum account sizes for the programs vary. The Firm reserves the right to waive account minimums at its discretion.

#### Private Funds

The Firm receives a management fee for the services it provides to the Private Funds. The management fee is generally based on a percentage of the net asset value of an investor's capital in the Private Fund, payable on a monthly or quarterly basis, depending on the Private Fund. The management fees the Firm receives range from 0.20% to 1.90% per annum, depending on the Private Fund and account size. All terms and

conditions, including fee arrangements and any minimum investment amounts, are subject to modification at the sole discretion of the Firm. Fees, withdrawal charges, and other material terms regarding an investment in a Private Fund are set forth in each Private Fund's offering documents. Investors and prospective investors in the Private Funds should carefully review such documents.

The Firm occasionally enters into side letter arrangements with certain investors in the Private Funds, in which it grants such investors preferential terms, such as reduced management fees and/or certain other favorable terms.

With respect to the Fund of Hedge Funds, Fund of Credit Funds and Hedge Fund Seeding strategies, the Firm offers investment strategies through a fund of hedge funds and a fund of credit funds structure, meaning the Firm invests the assets of its Private Funds in third-party hedge funds and third-party and affiliated credit funds. The Firm offers these strategies as comingled Private Funds and customized single-investor Private Funds. The Firm receives management fees for the services it provides to the Private Funds under these strategies, ranging from 0.20% to 1.90% per annum, depending on the Private Fund, as well as other factors including the investment amount, liquidity, and use of placement agents or distributors. These fees are in addition to the fees and expenses of the underlying hedge funds and credit funds.

With respect to the Hedge Fund Seeding Private Funds, certain of the Firm's affiliated entities that serve as general partners of these Private Funds receive performance-based compensation of 15% per annum. The performance-based compensation is deducted automatically from the accounts of investors in those Private Funds at the end of the Private Fund's respective fiscal year, subject to a minimum quarterly management fee as described in each Private Fund's offering document.

### **Registered Funds**

The Firm receives a management fee for the services it provides to each Registered Fund. The management fee is typically accrued daily and paid monthly or quarterly, based on an annual percentage of the Registered Fund's average daily net assets or, in some cases, the net assets as of the end of the previous month or the average annual net assets of the Registered Fund. The management fees applicable to each Registered Fund, as well as information concerning any additional fees or expense limitation agreements, are set forth in each Registered Fund's prospectus and statement of additional information. Investors and prospective investors should carefully review such documents.

### **Wrap Fee Programs**

Fiera Capital offers investment management services to individuals and institutions through Wrap Programs. In a Wrap Program, Clients pay a single, all-inclusive (or "wrap") fee charged by the Program Sponsor based on the value of the Client's account assets for asset management, trade execution, custody, performance monitoring and reporting through the Program Sponsor. The wrap fee typically includes the advisory fees charged by the Firm and other participating managers through the Wrap Program. In turn, the Program Sponsor pays the Firm a fee based on the assets of Clients invested in the applicable strategy in the Wrap Program. A Client's portfolio transactions are generally executed without a separate commission charge in a Wrap Program. In some cases, Wrap Program Clients enter into arrangements with the Program Sponsor pursuant to which they enter into separate investment management agreements directly with Fiera Capital. These are known as "dual contract arrangements." In evaluating a Wrap Fee Program, a Client should also consider that, depending upon the level of the wrap fee charged by the broker-dealer, the amount of portfolio activity in the Client's account, and other factors, the wrap fee may or may not exceed the aggregate cost of such services if they were to be provided separately.

## **2. Other Fees and Expenses**

### **Separately Managed Accounts**

Clients participating in separately managed account programs may be charged various fees payable to other parties in addition to the advisory fees charged by the Firm. The total fees paid by Clients are affected by the types of assets held in their portfolios and the location where those assets are custodied. Client portfolios are custodied at banks or at brokerage firms where the Client may incur fees related to the services they receive

from such banks or brokerage firms. Clients bear trading costs and custodial fees. The Firm itself does not charge expenses other than the advisory fee.

For the Fixed Income Strategy, Clients choosing to custody their assets at certain brokerage firms, such as Schwab, Fidelity and Pershing, may experience a trade away fee when the Firm executes trades with a third-party brokerage firm. This fee is charged by the custodian and may cause such Clients to experience a higher execution price than Clients holding assets at alternate brokerage firms.

Client portfolios are sometimes invested in money market funds, mutual funds or Exchange Trades Funds (“ETFs”) where these funds (and ultimately the Client) pay a management fee and incur other fees. All fees paid to the Firm for investment advisory services are separate and distinct from the fees and expenses charged by money market funds, mutual funds and/or ETFs to their shareholders. In most cases, cash balances are part of the total assets on which the Firm charges an investment management fee. The fund fees will generally include a management fee, other fund expenses and a possible distribution fee. Please refer to each fund prospectus for more details on all applicable fees and expenses. Clients should review both the fees charged by the funds and the Firm’s fees to fully understand the total amount of fees to be paid by the Client and to evaluate the advisory services being provided.

### **Private Funds**

With respect to Private Funds, investors in the Private Funds will bear a pro rata share of any expenses charged to the Private Funds. These expenses may include legal and audit fees, custodial fees, and other administrative expenses. In addition, the Firm or the Private Fund may also receive a withdrawal charge based on the amount of an investor’s withdrawal and the timing of such withdrawal. Depending upon such factors, a portion of such withdrawal charges may be considered additional compensation to the Firm. Fees, expenses, withdrawal charges, and other material terms regarding an investment in a Private Fund are set forth in the offering document for each Private Fund.

In addition to the above, the Private Fund (and ultimately investors in the Private Fund) may either directly or indirectly through allocations by the Firm or its affiliates, bear the following expenses:

- To the extent a Private Fund invests in Underlying Funds, the Private Fund’s pro rata share of the expenses of the portfolio funds, such as custodial fees and brokerage commissions;
- To the extent a Private Fund invests in Underlying Funds, any fees charged by the Underlying Funds in which a Private Fund invests, which typically consist of a fixed management fee based on net assets (generally 1.0% to 3.0% on an annual basis) and a performance compensation based upon a percentage of any profits of an Underlying Fund (generally 20% to 30%). Each portfolio manager of an underlying fund or its affiliates will receive any performance-based compensation to which it is entitled irrespective of the performance of portfolio managers of other underlying funds generally. Thus, a portfolio manager with positive performance may receive directly or indirectly compensation from a Private Fund, and thus indirectly from investors in the Private Fund, even if the Private Fund’s overall returns are negative;
- All costs and expenses associated with the offering of interests and expenses relating to capital raising activities of the Private Fund, as well as expenses associated with the operation of the Private Fund, including costs relating to communications with investors and other routine operational costs, such as legal, accounting, bookkeeping, auditing, consulting and other professional expenses, custodial, administration and tax preparation expenses, insurance costs, and expenses relating to meetings and conferences;
- All transaction costs and investment-related expenses incurred in connection with investment and trading activities (these include, for instance, brokerage commissions, ticket charges, expenses related to clearing, and settlement charges, custodial fees, interest expenses, financing charges, initial and variation margin, broken deal expenses and other transactional charges, fees or costs, consulting, advisory, investment banking, valuation and any other professional fees or compensation relating to particular investments or contemplated investments, appraisal fees and expenses, investment-related travel and lodging expenses, and research-related expenses, including news and quotation equipment

and services, market data services, fees to third-party providers of research, portfolio risk management services (including the costs of risk management software or database packages), market information systems and/or computer software and information expenses);

- The fees, expenses and costs associated with the formation of the Private Fund and the formation and operation of any investment vehicles formed by the general partner or managing member of the Private Fund to facilitate investments (including any master fund), and fees and expenses borne directly by any such vehicle, as well as expenses relating to the maintenance of registered offices, blue sky and corporate filing fees and expenses, and corporate licensing expenses;
- Any expenses (including any bonding expenses) arising from the Private Fund holding plan assets under ERISA and/or the Internal Revenue Code;
- Printing and mailing costs, fees of pricing services, valuation firms and financial modeling services; expenses relating to activist campaigns, such as proxy contests, solicitations and tender offers; legal and regulatory expenses (including those incurred in connection with Private Fund operations, holdings, investments and investment activities (e.g., filings with the SEC, including Form PF) and those incurred with respect to litigation and threatened litigation, if any, and expenses pertaining to legal inquiries, including regulatory “sweeps”); and
- Extraordinary expenses (e.g., litigation costs and indemnification obligations), if any. Each investor will bear any taxes (including withholding taxes) and other expenses that are attributable to such investor, as reasonably determined by the Firm. The general partner or managing member of the Private Fund will have the power to withdraw a portion of an investor’s interests and use the proceeds to satisfy any tax obligation that is attributable to such investor.

The above examples of expenses related to Private Funds are not exhaustive and should not be taken to be inclusive of all costs, fees, and expenses associated with the Private Funds. For more details on the fees and expenses for each Private Fund, please refer to the respective Private Fund’s offering documents.

### **Registered Funds**

The Firm’s management fees are not inclusive of all the fees that a Registered Fund (and indirectly, its investors) will pay. The Registered Funds pay fees and expenses to third parties which include operational expenses, distribution fees, organizational and offering expenses, tax preparation fees, custodial fees, transfer agency fees, legal fees, printing fees, CCO fees, insurance fees, registration fees, audit fees and director fees. Investors in a Registered Fund bear the pro rata share of such additional fees and expenses for the time period they invest in the Fund up to the total expense cap, if applicable, which is detailed in each Fund’s expense limitation agreement. The management fees that the Firm receives from its Registered Fund Clients range from 0.55% - 1.75% depending on the particular Registered Fund. The Firm also collects shareholder servicing fees of which a large portion of the amount collected is paid to third party shareholder servicers. The above listed fees and expenses are not exhaustive. For details on fees and expenses charged to each Registered Fund, investors should review the Funds’ prospectus and statement of additional information carefully.

### **3. Referral Fees**

As disclosed in Item 14, certain employees are compensated for Client referrals. Specifically, such employees may receive a portion of the assets raised or a portion of the management fees generated in the management of separately managed accounts or Private Funds, as applicable, for which the employees are responsible for helping the Firm to obtain. In addition, the Firm compensates unaffiliated third parties for referring advisory Clients. Such referral fees generally consist of a percentage of the management fees earned by the Firm for the management of assets that such third parties are responsible for helping the Firm to obtain. Please refer to Item 14 for more information.

#### **4. Client Investments in Underlying Funds**

Client portfolios are sometimes invested in Underlying Funds, some of which are Affiliated Funds. All fees and expenses paid to the Firm for investment advisory services are separate and distinct from the fees and expenses charged by the Underlying Funds to their investors.

To the extent that a Client's separately managed account portfolio invests in an Affiliated Fund, such Client will not be charged by the Firm a separate management fee for the portion of the account invested in an Affiliated Fund but will be responsible for any other fees and expenses associated with such Affiliated Fund.

With respect to a Private Fund Client's investment in an Affiliated Fund, the Private Fund's investors will bear the costs associated with fees and expenses of the relevant Private Fund, as well as the pro rata portion of the fees and expenses of the underlying Affiliated Fund which may be reduced. With respect to Affiliated Funds, one or more affiliates of the Firm will receive a portion of such fees and expenses, which may include incentive or performance fees.

The Firm also manages a Registered Fund that invests in exchange traded funds and other registered funds, including a Registered Fund which is an Affiliated Fund. In this instance, the advisory fee charged on the allocable amount of the investment by the investing Registered Fund is significantly reduced whereas the fees of the Affiliated Registered Fund it invests in are charged in full.

The Underlying Fund's prospectus or confidential offering memorandum includes more information about fees and expenses. The Firm may provide such documents to its Asset Allocation Services Clients and to those Clients that invest in Affiliated Funds through one or more access platforms that the Firm or its affiliates have established. Such Clients should review both the fees charged by the Underlying Funds and the Firm's fees to fully understand the total amount of fees to be paid by the Client and to evaluate the advisory services being provided.

See also Item 6 and Item 10, below.

#### **5. Expense Allocation**

The Firm does not charge or allocate any expenses deemed to be the Firm's own expenses (e.g., overhead expenses) to its Clients in separately managed accounts and Private Funds or Registered Funds. Certain expenses that are identified in each Private Fund's offering documents and Registered Fund's prospectus are incurred directly by such Funds. Such expenses are either paid directly by such Funds or paid by the Firm on behalf of the Funds and are reimbursed to the Firm. In certain situations, Private Funds and Registered Funds share expenses paid by the Firm on their behalf and the Firm allocates such costs in a reasonable and fair manner; however, expense allocation decisions can involve potential conflicts of interest (e.g., conflicts relating to different expense arrangements with certain Funds).

The manner in which Fund expenses are allocated will vary depending on the Fund. Investors should refer to the offering document or prospectus for each Fund for detailed information on the Fund's expenses and expense allocation. In addition, in certain cases, the Firm may bear the allocable share, or a portion thereof, of expenses for particular Funds and not for others, as agreed with such Funds or as determined in its sole discretion, which will lead to a lower expense ratio for certain Funds.

If expenses are incurred jointly by a Private Fund and other investment funds or accounts managed by the Firm, the Firm will generally allocate such expenses in proportion to the size of each entity's or account's participation in the investment to which the expense relates or in such other manner as the Firm considers fair and reasonable.

#### **Payments to Sub-advisers**

When Private Funds or Registered Funds are sub-advised by other advisers, the Firm compensates such sub-advisers out of the fees it receives from the relevant Fund.

## **6. Termination of the Advisory Relationship**

The advisory agreement for separately managed accounts may generally be cancelled at any time, by either party, for any reason, upon receipt of written notice (the length of which, as well as other terms, may vary depending on the Client's investment management agreement with the Firm). If the accounts are opened or terminated at any time other than the beginning or end of a full billing cycle, respectively, the applicable fees shall be prorated based on a portion of such billing cycle during which the services were provided to the accounts. Upon termination of any account, any earned, but unbilled fees will be due and calculated on the basis of the number of days that have elapsed between the last billing cycle date and the termination date. Any fees that have been paid, but not earned, will be returned, calculated on the same basis as above.

Withdrawals and redemptions by investors in a Private Fund are governed by the terms of each Private Fund's offering documents.

## Item 6: Performance Based Fees & Side-by-Side Management

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The Firm does not charge any performance-based fees; however, as noted in Item 5, some of the Firm's affiliated entities that serve as general partners of the Private Funds that focus on hedge fund seeding receive performance-based compensation. With respect to certain of these Private Funds, the Firm or an affiliate entity also acts as investment manager. This means that the Firm is managing both Private Funds that are charged a performance-based fee in addition to a management fee and Private Funds that are charged solely a management fee subject to a minimum fee. Such an arrangement could be deemed to create conflicts of interest because it could incentivize the Firm to favor Private Funds paying performance-based fees over those that do not, for example with respect to matters such as the allocation of investment opportunities and investor capital. However, the Firm does not believe that such conflicts of interest exist in this case due to the differing investment focus and Underlying Fund investments and fund structure of its Private Funds focused on hedge fund seeding (the Firm's "Seed Funds") from that of its other Private Funds that either pursue unrelated strategies such as fixed income investments or derivatives, or invest in underlying funds ("Fund of Funds") of a different nature. The key differences between the Firm's Seed Funds and the Firm's other Private Fund of Funds are as follows:

- The Seed Funds are focused on a specific narrow strategy and type of Underlying Fund investments as discussed in more detail in Item 8 – investing specifically in start-up hedge funds, emerging hedge funds and hedge funds in need of new or stable capital – whereas the Firm's other Private Funds of Funds are more diversified and include allocations of capital to both established and emerging hedge fund or credit fund managers and are thus generally investing in an entirely different pool of managers with generally no overlap in investment;
- The Seed Funds raise capital for a limited period of time in the form of investor capital commitments as of a hard-closing date and do not take in or redeem investors on a rolling basis (as is the case in the Firm's other Private Funds of Funds); and
- The Seed Funds generally lockup investor capital for several years, which is not the case in the Firm's other Private Funds of Funds.



## Item 7: Types of Clients

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The Firm provides advisory services to the following types of Clients:

- Individuals other than high net worth individuals
- High net worth individuals (including their related trusts and other related entities), which comprise the vast majority of individuals invested in the Firm's separately managed accounts
- Investment Companies
- Pooled investment vehicles (e.g., hedge funds)
- Pension and profit-sharing plans (other than plan participants)
- Charitable organizations
- Corporations or other businesses
- State or municipal government entities
- Wrap Program participants

The Firm generally requires a minimum account size to open a separately managed account. The minimum account size ranges from \$100,000 to \$50,000,000 depending on the strategy. In all cases, the Firm reserves the right to waive or reduce any minimum investment requirements. All terms and conditions, including conditions for managing accounts, are subject to modification based on the sole discretion of the Firm.

The Firm's Private Funds have a minimum investment amount and investor suitability criteria which are set forth in their respective offering documents. The Firm reserves the right to waive or reduce the established investment minimum for investors in the Private Funds. Current and prospective investors should refer to each respective Private Fund's offering documents for a full explanation of the terms and conditions for partner/shareholder eligibility and suitability.

The Firm's Registered Funds have different minimum investment amounts, which are specified in each relevant prospectus. The minimum amount is typically around \$1,000,000 for the institutional class and there are no minimum restrictions for the investor class.

# Item 8: Methods of Analysis, Strategies and Risk of Loss

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## **1. Equity Investment Strategies**

For the Equity Strategies, the Firm takes a long-term investment approach, emphasizing high quality, and consistency of performance. Using a research-focused fundamental bottom up approach, the Firm seeks to identify and invest in companies with a sustainable competitive advantage, growth potential, and attractive valuations. The investment objective is to seek growth at a reasonable price by investing in a long-only portfolio of equities.

### **Investment Strategies**

The Equities Strategies consist of the following strategies:

- International Equity
- Global Equity
- U.S. Equity
- Fiera Capital Global Equity Fund
- Fiera Capital International Equity Fund
- Fiera Capital U.S. Equity Long-Term Quality Fund

The Equity Strategies are offered as separately managed accounts, Private Funds, Registered Funds and under Wrap Programs. As part of the Firm's investment process, the Firm employs a proprietary model that ranks potential companies within their respective sectors and against the broad universe, in terms of quality, growth, and valuation. In doing so, the strategy focuses on these factors, as well as aiming for return on invested capital, return on equity, margins, sales per share growth, and price-to-earnings ratio. As part of the investment process, the Firm practices one or more methods of analysis, including fundamental and quantitative analysis. With a goal of fostering an environment where new idea generation can flourish, the Firm relies on a number of other sources, including investment research trips and meetings, industry research and trade publications, and proactive targeted dialogue with competitors, suppliers, and clients of existing portfolio holdings.

### **Investment Risks**

There is a high degree of risk associated with investments in the Equity Strategies. As with all investments, there is a risk of loss of all or a portion of the investment. Identifying attractive investment opportunities is difficult and involves a significant degree of uncertainty. Past performance is not indicative of future results. Performance can be harmed by a number of different risks, including, but not limited to:

- The investment strategy may present certain risks depending on the method of analysis that is used. Fundamental analysis does not attempt to anticipate market movement. This presents a potential risk, as the price of a security can move up or down along with the overall market, regardless of the economic and financial factors considered in evaluating the stock. When using quantitative analysis, there is a risk that models used may be based on assumptions that may prove to be incorrect.
- The success of investment activities may be affected by general economic and market conditions, such as interest rates, availability of credit, inflation rates, economic uncertainty, and changes in laws. These factors may affect the level and volatility of securities prices and the liquidity of the investments. Unexpected volatility or illiquidity could impair profitability or result in losses.

- The Equity Strategies may engage in trading on exchanges in non-U.S. jurisdictions. Trading on such exchanges is not regulated by any United States governmental agency and may involve certain risks not applicable to trading on United States exchanges. Moreover, trading on foreign exchanges involves the additional risks of expropriation, burdensome or confiscatory taxation, moratoriums and investment controls, or political or diplomatic events that might adversely affect trading activities. The risks of investing in non-U.S. financial instruments may also include reduced and less reliable information about issuers and markets, less stringent accounting standards, illiquidity of securities and markets and higher brokerage commissions and custody fees. Foreign trading is also subject to the risk of changes in the exchange rate between U.S. dollars and the currencies in which financial instruments traded on such exchanges are settled.
- To the extent that foreign exchanges allow margin trading, some foreign exchanges require such margin to be converted to the “home currency” of such foreign exchange or position. Additionally, some brokerage firms have imposed this requirement for all foreign markets traded, whether or not it is required by a particular exchange. Whenever margin is held in a foreign currency, the investment is exposed to potential gains or losses if exchange rates fluctuate.

### **Registered Fund Investment Risks**

The Equities Strategies include the Fiera Capital Global Equity Fund and the Fiera Capital International Equity Fund, each a Registered Fund. Before investing in the Fiera Capital Global Equity Fund or Fiera Capital International Equity Fund, an investor should carefully consider his or her own investment goals, the amount of time the investor is willing to leave his or her money invested, and the amount of risk the investor is willing to take. In addition to the possibility that the respective Registered Fund will not achieve its investment goals, the investor could lose all or a portion of the investor’s investment over long or even short periods of time.

The principal risks of investing in the Fiera Capital Global Equity Fund are:

- Active Management Risk
- Convertible Securities Risk
- Depositary Receipts Risk
- Derivatives- Forward Contracts Risk.
- Focused Portfolio Risk
- Foreign Securities Risk
- Geographic Focus Risk
- Issuer Risk
- Liquidity Risk
- Market Risk
- Non-Diversified Fund Risk
- Preferred Stock Risk
- Sector Risk
- Small- and Mid-Cap Company Securities Risk

Prior to investing, all investors should review the Fiera Capital Global Equity Fund’s prospectus for a complete discussion of the risks of investing in this Registered Fund.

The principal risks of investing in the Fiera Capital International Equity Fund are:

- Active Management Risk
- Convertible Securities Risk
- Depositary Receipts Risk
- Derivatives- Forward Contracts Risk
- Emerging Market Securities Risk
- Focused Portfolio Risk
- Foreign Securities Risk

- Geographic Focus Risk
- Investments in Other Investment Companies Risk
- Issuer Risk
- Liquidity Risk
- Market Risk
- Non-Diversified Fund Risk
- Preferred Stock Risk
- Sector Risk
- Small- and Mid-Cap Company Securities Risk

Prior to investing, all investors should review the Fiera Capital International Equity Fund's prospectus for a complete discussion of the risks of investing in this Registered Fund.

The principal risks of investing in the Fiera Capital U.S. Equity Long-Term Quality Fund are:

- Convertible Securities Risk
- Depositary Receipts Risk
- Issuer Risk
- Market Risk
- Non-Diversified Fund Risk
- Preferred Stock Risk
- Sector Risk

*Prior to investing, all investors should review the Fiera Capital U.S. Equity Long-Term Quality Fund's prospectus for a complete discussion of the risks of investing in this Registered Fund.*

## **2. Equity-Growth Investment Strategies**

The Equity-Growth Strategies invest in companies with stable growth and emerging growth characteristics that are within industries and sectors poised to benefit from global secular growth trends. The strategy is predicated upon the identification of long-term secular growth trends the Firm believes will provide for sustainable growth and powerful investment opportunities. Utilizing professional databases and the Firm's own proprietary tools, the Firm seeks to identify growth and emerging growth equities best positioned to add value in these growth areas. Securities poised to take advantage of these longer-term trends are positioned for inclusion in the portfolio and the Firm then utilizes applied forward looking economic indicators to adjust the security holdings, industries and sectors relative to the macro-economic outlook.

### **Investment Strategies**

The Equity-Growth Strategies consist of the following strategies:

- All Cap Growth
- Large Cap Growth
- Mid Cap Growth
- Small-Mid Cap Growth
- Small Cap Growth
- International ADR
- International Ordinary
- Quality Dividend Growth
- Fiera Capital Small/Mid-Cap Growth Fund

Equity-Growth strategies are offered as Registered Funds, separately managed accounts and Wrap Programs. Accounts are designed to be managed based upon the needs of the Client and consistent with the Client's investment objectives. As part of the Firm's investment process for the Equity-Growth Strategies, the Firm practices one or more methods of analysis in formulating investment advice and/or managing Client assets,

including fundamental, quantitative, qualitative, technical, and cyclical analysis. The Firm also relies on several main sources of information, including financial publications, corporate rating services, annual reports, prospectuses, filings with the SEC, company press releases and research reports from many major investment houses and regional brokerage firms.

### **Investment Risks**

As with all investments, there is a risk of loss of all or a portion of the Client's assets in the Equity-Growth Strategies. Past performance is not an indication of future results. Performance could be hurt by a number of different risks including but not limited to:

- The Firm's securities analysis methods rely on the assumption that the companies whose securities the Firm purchases and sells, the rating agencies that review these securities, and other publicly-available sources of information about these securities, are providing accurate and unbiased data. While the Firm is alert to indications that data may be incorrect, there is always a risk that the analysis may be compromised by inaccurate or misleading information.
- The Firm's investment strategy presents certain risks, which may vary depending on the method(s) of analysis used. Fundamental analysis does not attempt to anticipate market movements. This presents a potential risk, as the price of a security can move up or down along with the overall market regardless of the economic and financial factors considered in evaluating the stock. Technical analysis does not consider the underlying financial condition of a company. This presents a risk in that a poorly-managed or financially unsound company may underperform regardless of market movement. When using quantitative analysis, there is a risk that the models used may be based on assumptions that may prove to be incorrect. Qualitative analysis evaluates non-quantifiable factors, which presents a risk that subjective judgment may prove to be incorrect.
- A long-term purchase strategy may cause the Firm to be unable to take advantage of short-term gains. Moreover, if predictions are incorrect, a security may decline sharply in value before the Firm makes the decision to sell.
- At the Client's request, the Firm may employ margin transactions, short sales, covered and uncovered security and index options transactions. These transactions are deemed riskier in managing the portfolio. Unless specifically requested by a Client, the Firm rarely participates in initial public offerings ("IPOs"). Any requested IPO activity is the responsibility of the Client and not the Firm.

### **Registered Fund Investment Risks**

Before investing in the Fiera Capital Small/Mid-Cap Growth Fund, an investor should carefully consider his or her own investment goals, the amount of time the investor is willing to leave his or her money invested, and the amount of risk the investor is willing to take. In addition to the possibility the respective Registered Fund will not achieve its investment goals, the investor could lose all or a portion of the investor's investment over long or even short periods of time.

The principal risks of investing in the Fiera Capital Small/Mid-Cap Growth Fund include:

- Stock Market Risk
- Small and Mid-Cap Company Risk
- Foreign Investment Risk
- ETF Risk
- Growth Investing Risk
- Investment Style and Management Risk
- Sector Risk

*Each of the above risks are explained in more detail in the prospectus for each respective Registered Fund. Prior to investing in any Registered Fund, investors should review the Registered Fund's prospectus for a complete discussion of the risks of investing in the Registered Fund.*

### **3. Equity – Emerging Markets Investment Strategy**

#### **Investment Strategies**

For the Equity-Emerging Markets Strategy, the Firm provides investment advisory services as the adviser to the Fiera Capital Emerging Markets Fund. The Fiera Capital Emerging Markets Fund seeks to provide long-term capital appreciation. Under normal market conditions, this Registered Fund intends to invest in the equity securities of companies that are operating principally in emerging market countries. The Emerging Markets Select strategy is also offered in separately managed accounts and as well as a UCITs fund that is sub-advised by the Firm.

#### **Registered Fund Investment Risks**

As with any mutual fund, there are risks to investing. The Registered Fund, or the Firm, as the adviser, cannot guarantee that the Registered Fund will meet its investment goal. The Registered Fund will expose investors to risks that could cause them to lose money, including a loss of all their principal.

The principal risks of investing in the Fiera Capital Emerging Markets Fund are:

- Defensive Investments
- Emerging Markets Securities
- Foreign Currency
- Foreign Securities
- Investing in China
- Investing in India
- Investing through Stock Connect
- Investment Style
- Investment through a Mauritius Subsidiary
- Liquidity
- Management
- Market Risk
- Market Risk of Equity Securities
- Non-Diversification
- Participatory Notes
- Redemptions
- Sector Exposure
- Small-and-Medium-Capitalization (Mid-Cap) Companies
- Underlying Funds

*Each of these risks is explained in more detail in the prospectus for this Registered Fund. Prior to investing in any Registered Fund, investors should review the Registered Fund's prospectus for a complete discussion of the risks of investing in the Registered Fund.*

#### **UCITs Investment Risks**

As with any UCITs, there are risks to investing. The UCITs, or the Firm, as the sub-adviser, cannot guarantee that the UCITs will meet its investment goal. The UCITs will expose investors to risks that could cause them to lose money, including a loss of all their principal.

The principal risks of investing in Emerging Markets UCITs are:

- Emerging Markets Securities
- Political and/or Regulatory Risks
- Accounting Standards Risk
- Portfolio Management Risk
- Foreign Currency
- Share Currency Designation Risk

- Derivatives and Techniques and Instruments Risks
- Exposure Risk
- Risks Associated with Securities Financing Transactions
- Investment Manager Risk
- Registration Risk
- Cross-Liability for other Funds
- Performance Fee Risk
- Low Exercise Price Warrants and Low Strike Price Options
- Depository Receipts
- Custodial and Depository Risk
- Settlement and Clearing Risk
- Default Risk
- Investment and Repatriation Restrictions
- Possible Business Failures
- Credit and Counterparty Risk
- Corruption and Organized Crime Risk
- Taxation Risk

Each of these risks is explained in more detail in the prospectus supplement for this Fund. Prior to investing, investors should review the prospectus for a complete discussion of the risks of investing in the UCITs.

#### **4. Equity - ETFs and Mutual Funds Strategy**

##### **Investment Strategies**

The Firm's ETFs and Mutual Funds Strategy is offered by the Fiera Capital Equity Allocation Fund, a Registered Fund, which invests at least 80% of its net assets in ETFs and affiliated and unaffiliated mutual funds that invest primarily in equity securities. The majority of the portfolio is constructed using longer term strategic asset allocation with low turnover.

##### **Registered Fund Investment Risks**

As with any mutual fund, there are risks to investing. The Registered Fund, or the Firm, as the adviser, cannot guarantee that the Registered Fund will meet its investment goal. The Registered Fund will expose investors to risks that could cause them to lose money, including a loss of all their principal.

The principal risks of investing in the Fiera Capital Equity Allocation Fund are:

- Allocation Risks
- Convertible Securities Risk
- Depository Receipts Risk
- Emerging Market Securities Risk
- ETF Risk
- Foreign Currency Risk
- Foreign Securities Risk
- Fund-of-Funds Risk
- Issuer Risk
- Liquidity Risk
- Market Risk
- Preferred Stock Risk
- Sector Risk
- Small-and-Mid-Cap Company Securities Risk

*Each of these risks is explained in more detail in the prospectus for this Registered Fund. Prior to investing in any Registered Fund, investors should review the Registered Fund's prospectus for a complete discussion of the risks of investing in the Registered Fund.*

## **5. Fixed Income Investment Strategies**

The Firm's Fixed Income Strategies focus on tax efficiency, real wealth preservation, and the development of non-correlated strategies built on its domestic and multicurrency expertise. Fixed Income Strategies are offered in separately managed accounts and Private Funds.

### **Investment Strategies**

The following highlight the focus of the Firm's Fixed Income Strategies:

Tax Efficient Fixed Income:

- Preservation of Capital
- After-Tax Total Return Oriented
- Active Management Approach
- Strategies: Liquidity, Enhanced Liquidity, Deployment Capital Short Term, Short Intermediate, Core Intermediate, Core, Core Plus, Core Plus Enhanced, Infrastructure Debt, Impact, ESG

Taxable Fixed Income:

- Preservation of Capital
- Total Return Oriented
- Active Management Approach
- Strategies: Liquidity, Enhanced Liquidity, Short Term, Short Intermediate, Core Intermediate, Core, Deployment Capital

Tax Efficient Inflation Protection Strategy:

- Tax Efficiency
- Inflation Protection
- Liquidity
- High Quality
- Achieve Real Return Objectives
- This strategy requires the establishment of International Swap Dealers Association (ISDA) agreements with counterparties, which requires a high minimum investment.

Investment Company Strategies:

- Attractive After-Tax Yield
- Focus on Securities-Level Credit Research, Risk Management, Liquidity and Sophisticated Execution

Because the Firm utilizes an active management approach for the Fixed Income Strategies that emphasizes after-tax total returns, a wide variety of U.S. fixed income market sectors are considered on an after-tax basis. For example, portfolios of Clients in a higher Federal income tax bracket may be primarily invested in various municipal bonds. Portfolios of Clients in a lower Federal income tax bracket or who are subject to the Alternative Minimum Tax may be invested in non-municipal sectors such as treasuries, agencies, mortgage-backed securities and investment grade corporate bonds. The Firm monitors and evaluates after-tax spread relationships to determine the relative value of the various fixed income alternatives.

Other security analysis methods used by the Firm include credit analysis and after-tax relative value analysis. Other sources of information used by the Firm include financial information services and municipal bond indentures and filings.



## **Investment Risks**

Key investment strategy risks with regard to the Firm's Fixed Income Strategies investment philosophy as outlined above include, but are not limited to:

- Fluctuating Inflation Levels
- Interest Rate Risk and Municipal Sector Risk
- Inflation and Municipal Market Liquidity Characteristics
- Counterparty Risk

## **6. Non-Traditional Investment Strategies**

### **Investment Strategies**

#### ***Fund of Hedge Funds and Hedge Fund Seeding Strategy***

The Fund of Hedge Funds and Hedge Fund Seeding Strategies are managed by the Firm which uses sub-advisers as discussed in Item 4. The Firm and the sub-adviser's investment approach represents a combination of professional judgment and analytical rigor. The investment approach involves (1) formulating strategy allocation targets based on a range of qualitative and quantitative factors; (2) determining the investment appeal of each hedge fund; (3) preparing a set of pro forma hedge fund allocations reflecting strategy and fund attractiveness, availability, and applicability to the investor portfolio; and (4) understanding the limitations of the statistical tools and, therefore, anchoring these tools with appropriate assumptions.

The Firm's construction process begins by setting investment objectives, including return, risk, time frame, liquidity, and any unique investor-driven considerations. The Firm and the sub-adviser then utilizes a combination of bottom-up and top-down approaches. The Firm and the sub-adviser draw upon its historic experience to begin the portfolio construction process, utilizing a mix of qualitative information on strategies as well as quantitative modeling of past results. The qualitative evaluation process is combined with fundamental and quantitative assessments of hedge fund strategies and markets. This includes the analysis of capital flows into and out of hedge fund strategies, as well as other supply and demand factors such as new securities issuance and market implied volatilities.

The Firm and the sub-adviser employ a dynamic top-down approach to strategy allocation, which is guided by a belief in *mean reversion* (i.e., when a strategy has produced above average returns for a significant period of time, the Firm and sub-adviser generally expect that strategy to perform below its historical average for a subsequent period of time). This phenomenon results from investors "chasing" past returns. If a strategy performs well, capital tends to rush in, making it more difficult to achieve solid future returns, as inefficiencies are eliminated by the increased competition in that strategy.

The vast majority of the investment process time is spent on bottom-up research, meeting with managers and conducting due diligence.

Risk management influences strategy allocation, fund selection, and portfolio construction, and is an inherent part of the Firm's culture. The Firm and the sub-adviser employ a fundamental and quantitative approach to determining fund weightings and risk exposures within the portfolio.

Portfolio diversification by Underlying Fund and strategy is also important. The Firm and the sub-adviser tend to overweight strategies that it expects to outperform over 1-2-year cycles, with the expectation that some strategies will serve as important diversifiers to limit risk. Ideally, this will create returns with low volatility and low correlation to traditional investments.

The Firm and the sub-adviser include Underlying Funds in a portfolio based upon a combination of their merits as well as how their return stream is expected to correlate with the other Underlying Funds in the portfolio. Each Underlying Fund is assigned an expected weight in the portfolio, based on both quantitative and qualitative factors. These weights are reviewed at least semi-annually. Typically, rebalancing will occur when an actual position size strays from these weights.

## ***Underlying Fund Investment Programs and Strategies***

By investing the assets of the Firm's Private Funds in Underlying Funds, the Firm indirectly engages in a wide variety of investment programs and strategies. These programs and strategies vary among Underlying Funds. Among the Underlying Funds, investment programs may include investments in a wide range of securities of both U.S. and non-U.S. issuers, including common stocks, bonds and other fixed-income securities, and strategies such as emerging markets, event-driven, distressed debt, short-selling and leverage.

### **Investment Risks**

Investing in securities involves risk of loss, including total loss of principal that the Firm's Private Funds, and the investors in those Private Funds, should be prepared to bear. The following sets forth the various potential risk factors with respect to both the Firm's Private Funds' fund of hedge funds strategies and the Underlying Funds in which the Private Fund may invest:

- *General.* All of the Private Funds' assets are invested in Unaffiliated Funds. The success of each Private Fund depends upon the Firm's ability to allocate fund assets and the ability of the portfolio managers of Underlying Funds to develop and implement successful investment strategies.
- *Use of Multiple Managers is No Assurance of Success.* No assurance is given that the Underlying Funds' collective performance will result in profitable returns for a Private Fund as a whole under all or any conditions. The possibility exists that good performance achieved by one or more portfolio managers of Underlying Funds may be neutralized by poor performance experienced by other portfolio managers of Underlying Funds.
- *Dependence on the Investment Manager.* The success of any collective investment fund is largely dependent upon the investment manager, in the Firm's case including the Firm as the investment manager of its Private Funds and the managers of the Underlying Funds. There is no guarantee that an investment manager or the individuals employed by the investment manager will remain willing or able to provide advice to the fund or that trading on this advice by the investment manager will be profitable in the future. The performance of an investment manager depends upon certain key personnel. If any of those personnel becomes incapacitated, the performance of the fund may be adversely affected.
- *Dependence on Underlying Funds; Trading Strategies may not be Successful.* Although the Firm carefully screens and establishes guidelines for the Underlying Fund investments, it does not have control over the investment decisions of the portfolio managers of the Underlying Funds and cannot guarantee that the Firm's guidelines will be followed at all times.

There can be no assurance that the trading strategies employed by an Underlying Fund will be successful. For example, the proprietary models used by an Underlying Fund may not function as anticipated. While each portfolio manager who will direct the investment activities of an Underlying Fund is expected to have a performance record or reputation reflecting his or her prior experience in using the strategies that will be applied to trading for the Underlying Fund, which will be examined by the Firm, this prior performance cannot be used to predict future performance.

- *Offsetting Investments.* Underlying Funds may, at times, hold economically offsetting positions. To the extent that the Underlying Funds do, in fact, hold offsetting positions, a Private Fund, considered as a whole, may not achieve any gain or loss despite incurring expenses.
- *Concentration of Investments.* An investment in a Private Fund does not constitute a diversified investment program. Although the Firm will allocate each Private Fund's assets to multiple Underlying Funds, there can be no assurance that reasonable diversification will be achieved or that selected portfolio managers of Underlying Funds will not take substantial positions in the same security at the same time. If that happens, it may result in more rapid changes in the performance of a Private Fund's portfolio than would be the case with greater diversification, with the result that a loss in any position could have a material adverse impact on a Private Fund's capital.

- *Lack of Operating History and Operations Experience.* An Underlying Fund may, in certain instances (particularly with respect to the Firm’s Seed Funds), be an entity that lacks any prior operating history of its own, or that has a limited operating history, for the Firm to evaluate prior to making an investment.
- *Valuation Estimates, Illiquid Investments.* Each Private Fund relies primarily on information provided by portfolio managers of Underlying Funds in valuing its investments. There is a risk that inaccurate valuations provided by portfolio managers of Underlying Funds could adversely affect the value of a Private Fund’s interests. Underlying Funds may invest in financial instruments for which no liquid market exists. The market prices, if any, for financial instruments may be volatile and an Underlying Fund may not be able to sell the financial instruments when it desires to do so or to realize what it perceives to be their fair value in the event of a sale. A portfolio manager of an Underlying Fund may separately account for illiquid investments held by its fund in “side pockets,” and the illiquid investments may be valued by the portfolio manager at cost, the lower of cost or market, or any other valuation method employed by the portfolio manager until the Underlying Fund is able to dispose of the illiquid investments. Generally, a Private Fund will not be able to withdraw its interest in side pockets or special investment accounts until they are disposed of by the portfolio manager of the Underlying Fund. The market prices, if any, of illiquid investments tend to be more volatile, and it may be impossible for an Underlying Fund to sell those investments when desired or to realize what it perceives to be their fair value in the event of a sale.

In addition, a Private Fund’s interests in unregistered Underlying Funds themselves are generally illiquid and subject to substantial restrictions on transfer based on negotiated lock-up periods. A Private Fund may liquidate an interest and withdraw from an unregistered Underlying Fund pursuant to limited withdrawal rights. Accordingly, the Private Fund may not be able to withdraw its investment in an Underlying Fund promptly after it has decided to do so, which may result in a loss to the Private Fund and adversely affect the Private Fund’s investment return. Losses may be exacerbated by significant market events or circumstances, generally outside of the Firm’s control and of the control of the portfolio managers, prior to withdrawal by the Private Fund of its investment in an Underlying Fund. Additionally, the Underlying Funds may reserve the right to reduce (“gate”) or suspend withdrawals and to satisfy withdrawals by making distributions in-kind, under certain circumstances.

- *Risk Management Strategy and Restrictions.* Prior to investing a Private Fund’s assets in any Underlying Fund, the Firm may evaluate the risk associated with the Underlying Fund by examining some or all of the following factors: the portfolio manager’s perspective on risk tolerances, the volatility of the portfolio manager’s strategy and the portfolio manager’s monitoring system. The Firm will seek to negotiate, on behalf of its Private Funds, contractual risk parameters that, if violated, may result in the withdrawal of the Private Fund’s investment in the Underlying Fund. Additionally, the Firm generally seeks to negotiate with portfolio managers of Underlying Funds for daily access to security-level transparency and generally monitors its Underlying Funds on a daily basis to the extent practicable.
- *Breach of Agreements by an Underlying Fund.* A Private Fund (in particular, the Firm’s Seed Funds) may enter into contractual relationships with Underlying Funds and their respective portfolio managers. If an Underlying Fund or its portfolio manager breaches the terms of an agreement with a Private Fund or otherwise refuses to perform, the Private Fund could be materially harmed. In addition, if a breach occurs, the Private Fund may seek damages from the breach or otherwise seek a judicial resolution against a breaching Underlying Fund. The time and expense devoted to resolving a dispute could materially adversely affect the Private Fund.
- *Possible Effect of Substantial Withdrawals.* Withdrawals from capital accounts of an Underlying Fund could require the Underlying Fund to liquidate its positions more rapidly than otherwise desirable which could adversely affect the value of the Underlying Fund’s assets. Illiquidity in certain financial instruments could make it difficult for an Underlying Fund to liquidate positions on favorable terms, which could result in losses or a decrease in the net asset value of the Underlying

Fund, as well as the Private Fund's investment in the Underlying Fund (including any special economic interests). The lock-up period applicable to the Firm's Seed Funds' Underlying Fund investments may be longer than the lock-up period applicable to other investors in that Underlying Fund. Accordingly, during such a lock-up period, even if there are substantial withdrawals by other investors in an Underlying Fund, the Firm's seed fund may be restricted from withdrawing its investment.

- *Certain Risks Associated with the Firm's Private Funds' Underlying Portfolio Funds.* By investing assets of the Firm's Private Funds in Underlying Funds, the Firm engages in a wide variety of investment programs and strategies through those Underlying Funds, each of which may entail their own unique and various risks. The various potential risk factors of the investment programs and strategies of the Firm's Underlying Funds are described in detail in the respective offering documents for each Private Fund.

*Prior to investing in a Private Fund, all eligible investors should review carefully the Fund's confidential offering memorandum for a discussion of, among other important matters, the risks of investing in the Fund and certain conflicts of interest.*

### **Registered Funds Investment Risks—Liquid Alternatives**

As described in Item 4, the Liquid Alternatives Strategy is pursued by the Diversified Alternatives Fund, a Registered Fund which is managed by the Firm and sub-advised by Larch Lane Partners, an independent SEC registered adviser.

In pursuing the Fund's investment objective, the Firm employs a "multi-manager" approach, whereby it selects sub-advisers (the "Sub-Advisers") to manage portions of the Fund's assets pursuant to various alternative investment strategies. Fund assets not allocated to Sub-Advisers are managed directly by the Firm pursuant to alternative investment strategies, including through investments in unregistered (i.e., hedge) funds. When allocating assets among strategies and Sub-Advisers, the Firm generally uses a proprietary "risk budgeting" process that assigns a risk allocation to each strategy and Sub-Adviser based on, among other things, the volatilities and price relationships of each strategy's or Sub-Adviser's holdings relative to other strategies or Sub-Advisers. The Firm may reallocate Fund assets when a strategy's or Sub-Adviser's risk allocation varies from its target.

As with all mutual funds, there is no guarantee that the Fund will achieve its investment objective. An investor could lose all or a portion of the investor's investment money in the Diversified Alternatives Fund over long or even short periods of time. The principal risks of investing in the Diversified Alternatives Fund are

- Allocation Risk
- Commodity-Linked Derivatives Risk
- Common stock Risk
- Credit Risk
- Currency Risk
- Derivatives Risk
- Fixed Income Market Risks
- Foreign and Emerging Market Securities Risk
- Leverage Risk
- Multi-manager Risk
- Portfolio Turnover Risk
- Short Sales risk
- Tax Risk

The principal risk factors affecting shareholders' investments are set forth in detail in the Fiera Capital Diversified Alternatives Fund Prospectus.

## 7. Private Lending

### Investment Strategies

The Firm advises Private Funds that are engaged in this strategy. The Private Funds are funds of private credit funds that make direct investments in Underlying Funds formed in U.S. and non-U.S. jurisdictions managed by investment managers operating across the globe, including Affiliated Funds. The investments include, but are not limited to, pooled funds (either open-end or closed-end), special purpose vehicles, limited partnerships and investment trusts. The Private Funds may also have indirect exposure to Underlying Funds (and/or their investments) through the use of special purpose vehicles, alternative investment vehicles, co-investment vehicles and derivative instruments, as well as indirect exposure to loans and other investment opportunities through co-investment vehicles or similar structures whereby the Private Fund would be, directly or indirectly, an investor (individually or as part of a group) in one or more such investments. The Firm also sub-advises a Private Fund of credit funds managed by FCC and offered exclusively to foreign investors. As the sub-advisor of that Private Fund, the Firm makes recommendations for investing in a number of Underlying Funds (including Affiliated Funds) formed in the U.S. that pursue a loan origination, lending and/or credit-oriented investment strategy and is also responsible for the on-going monitoring of such investments.

### Investment Risks

- *Underlying Fund Risks.* The investment risks related to investments in Underlying Funds are similar to the risks described above under the Firm's Funds of Hedge Funds Strategy regarding Underlying Funds.
- *Private Lending Risks.* With respect to risks related to private lending specifically, the investment risks include but are not limited to, the risk that the Firm may recommend investments in Underlying Funds which hold loans whose market value may be volatile, and generally would fluctuate due to a variety of factors that are inherently difficult to predict, including, among other things, the financial condition of the obligors on, or issuers of, the loans, general economic conditions, the condition of certain financial markets, domestic and international economic or political events, developments or trends in any particular industry, prevailing credit spreads and changes in prevailing interest rates. Such investments may be illiquid and have no, or only a limited, trading market. Further, the return of principal of such loans will depend in large part on the creditworthiness and financial strength of the issuers of such loans. If there is a default by a borrower under any of the loans, although an Underlying Fund may have contractual remedies, however, exercising such contractual rights may involve delays or costs and any available collateral may prove to be unsaleable or saleable only at a loss. Furthermore, a default by the borrower may result in an Underlying Fund being unable to liquidate such loans in a timely manner. Debt instruments may also be detrimentally affected to the extent that there is insufficient collateral; they may also be supported, in whole or in part, by personal guarantees made by the borrower or a relative, or guarantees made by a corporation or other entity affiliated with the borrower. The amount realizable with respect to a debt instrument may be detrimentally affected if a guarantor fails to meet its obligations under the guarantee.

*Prior to investing in a Private Fund, all eligible investors should review carefully the Fund's confidential offering memorandum for a discussion of the risks of investing in the Fund and certain conflicts of interest.*

## 8. Risks Applicable to Asset Allocation Services

Fiera Capital works with the Client to develop an investment program which reflects, among other things, the Client's investment objectives, liquidity requirements and risk tolerances. Fiera Capital presents potential investment opportunities to the clients in actively managed fixed income and equity strategies as well as in mutual funds, ETFs and alternative investments including private funds. Investment performance will depend largely on the Firm's decisions recommendations as to strategic asset allocation and tactical adjustments made to the asset allocation. At times, the Firm's judgments as to the asset classes in which Clients should invest may prove to be wrong, as some asset classes may perform worse than others. As with all such investments, asset allocation is subject to market risk, will fluctuate and may lose value. Asset allocation does not guarantee a profit or protect against loss. All investment analysis requires subjective assessments

and decision-making by experienced investment professionals, however, there is always the risk of an error in judgment. The Firm's investment analysis methods rely on the assumption that Fiera Capital is provided accurate and unbiased data. While the Firm is alert to indications that data may be incorrect, there is always the risk that the Firm's analysis may be compromised by inaccurate or misleading information.

It is uncertain as to when profits, if any, will be realized. Losses on unsuccessful investments may be realized before gains are realized on successful investments. Clients may not get a return of capital or realize any gains on their investments. If they do, those returns, or gains may not occur for a substantial period of time after investing with the Firm. Fiera Capital may utilize a range of different investment strategies depending upon the investment objectives of each Client. The associated risks will vary depending upon which investment products and strategies are employed.

## **9. Risks Applicable to All Strategies**

### **Technology and Cybersecurity Risks**

Investment advisers, including Fiera Capital, must rely in part on digital and network technologies to conduct their businesses and to maintain substantial computerized data relating to client account activities. These technologies include those owned or managed by the Firm as well as those owned or managed by others, such as custodians, financial intermediaries, the administrator transfer agents, and other parties to which we or they outsource the provision of services or business operations.

Like all businesses that use computerized data, Fiera Capital and its affiliates and the systems used might in some circumstances be subject to a variety of possible cybersecurity incidents or similar events that could potentially result in the inadvertent disclosure of confidential computerized data or client data to unintended parties, or the intentional misappropriation or destruction of data by malicious hackers mounting an attack on computer systems. Fiera Capital and its affiliates maintain certain technical and physical safeguards intended to protect the confidentiality of internal data and take other reasonable precautions to limit the potential for cybersecurity incidents, and to protect data from inadvertent disclosure or wrongful misappropriation or destruction.

Nevertheless, despite reasonable precautions, cybersecurity incidents could occur, and might in some circumstances result in unauthorized access to sensitive information about Fiera Capital or its clients. In addition, such incidents might cause damage to client accounts, data, and systems or affect client services.

Furthermore, these systems may fail to operate properly or become disabled as a result of events or circumstances beyond the Firm's control. Technology failures, whether deliberate or not, including those arising from use of third-party service providers or client usage of systems to access accounts, could have a material adverse effect on the business or clients and could result in, among other things, financial loss, reputational damage, regulatory penalties or the inability to transact business.

### **Catastrophe Risks**

Clients will be subject to the risk of loss arising from exposure that it may incur due to the occurrence of various events, including hurricanes, earthquakes, and other natural disasters, terrorism and other catastrophic events such as a pandemic. These catastrophic risks of loss can be substantial and could have a material adverse impact on global, national and local economies, which in turn could negatively impact Fiera Capital's business and Clients' portfolios including investments made by Fiera Capital. The impact of a catastrophic event is difficult to predict, which presents material uncertainty and risk with respect to the Firm's performance.

### **Material Non-Public Information Risks**

Fiera Capital could receive material, non-public information ("MNPI") with respect to a particular issuer (which could be a Client of the Firm) and, as a result, be unable to execute transactions in securities of that issuer for Clients. This information can be received voluntarily or involuntarily and under varying

circumstances, including upon execution of a non-disclosure agreement or from an affiliate. Fiera Capital has developed various policies and procedures to monitor these risks.

**Client Investments in Affiliated Funds**

Please see Item 10, “Client Investments in Affiliated Funds,” below.

## Item 9: Disciplinary Information

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The Firm and its employees have not been involved in any legal or disciplinary events in the past 10 years that would be material to a Client's evaluation of the Firm or its personnel.



# Item 10: Other Financial Industry Activities and Affiliations

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## **1. Broker-Dealer Registration Status**

Fiera Capital is not a registered broker-dealer; however, certain employees are registered with the Financial Industry Regulatory Authority (“FINRA”) as representatives of Foreside Fund Services, LLC, a registered broker-dealer, if necessary or appropriate to perform their responsibilities.

## **2. Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor Registration Status**

Fiera Capital is registered with the U.S. Commodity Futures Trading Commission as a “commodity pool operator” since June 24, 2015. Fiera Capital is also a member of the National Futures Association (“NFA”) and has been registered as an approved swaps firm with the NFA since June 25, 2015. In addition, certain management persons are registered with the NFA as “associated persons” and “swaps associated persons” of Fiera Capital, if necessary or appropriate to perform their responsibilities.

## **3. Related Persons**

The Firm has certain relationships or arrangements with related persons that are material to its advisory business or its Clients. A description of these relationships is provided in more detail below. The Firm has adopted policies and procedures reasonably designed to appropriately prevent, limit, or mitigate conflicts of interest that may arise between the Firm and its affiliates. These policies and procedures include allocation of investment opportunities. Please refer to Item 11 for more information on conflicts of interest and corresponding controls designed to prevent, limit or mitigate such conflicts.

### **Broker-Dealers**

Bel Air Securities LLC (“Bel Air Securities”) is a U.S. based, SEC-registered broker dealer. Bel Air Securities is a related person of the Firm through common ownership by Fiera US Holdings Inc., an entity wholly owned by FCC. The Firm’s relationship with Bel Air Securities does not create a material conflict of interest as the Firm and its Clients or Funds do not utilize any services offered by Bel Air Securities.

### **Investment Companies or Other Pooled Investment Vehicles**

The Firm is the investment adviser or sub-adviser for various Funds, including Funds organized under the laws of other countries and jurisdictions. This includes the Fiera Series Registered Funds, organized under the Fiera Series Trust as well as all the other Registered Funds listed in Item 4 and Item 8. For a list of Private Funds, please refer to Sections 7.B.(1) and 7.B (2) of Schedule D in Form ADV Part 1A.

The Fiera Series Trust is a related person of the Firm through common control. Further, one of the Firm’s management persons is a Trustee of the Fiera Series Trust and certain others are officers of the Fiera Series Trust. The Firm is an adviser to each Fiera Series Registered Fund. The Firm’s relationship with the Fiera Series Trust could create a conflict of interest because the Firm also manages other investment vehicles and accounts which may invest in the same securities as the Fiera Series Registered Funds (“Related Accounts”). As a result, Related Accounts may compete with the Fiera Series Registered Funds for appropriate investment opportunities. As a general matter, the Firm will consider participation by each Fiera Series Registered Fund in all appropriate investment opportunities that are under consideration by the Firm for the Related Accounts. The Firm will evaluate for the Fiera Series Registered Funds and the Related Accounts a variety of factors that may be relevant in determining whether a particular investment opportunity or strategy is appropriate and feasible for the Fiera Series Registered Fund or the Related Accounts at a particular time. Because these considerations may differ for each Fiera Series Registered Fund and the Related Accounts in the context of any particular investment opportunity and at any particular time, the investment activities and future investment performance of each Fiera Series Registered Fund and each of the Related Accounts will differ. The Firm will, however, attempt to allocate these investment opportunities in a fair and equitable manner over time. In doing so, the Firm will consider applicable laws and regulations, particularly those impacting registered investment companies, like each Fiera Series Registered Fund, and its affiliates,

including the Related Accounts. Other present and future activities of the Firm, the Firm's portfolio managers, the Fiera Series Trust's administrator and/or their affiliates may give rise to additional conflicts of interest. In the event that a conflict of interest arises, the Firm will attempt to resolve such conflicts in a fair and equitable manner. For additional information, please refer to the prospectus for each Fiera Series Registered Fund.

### **Other Investment Advisers**

Fiera Capital Corporation ("FCC") is an investment management firm located in Canada and is a publicly traded company listed on the Toronto Stock Exchange under the symbol FSZ. FCC is a related person of the Firm through indirect ownership. The Firm is wholly owned by Fiera US Holding Inc., a U.S. holding company, which in turn is wholly owned by FCC. In connection with providing services to U.S. Clients, the Firm will use the resources of FCC acting in its capacity as the Firm's "participating affiliate," as that term is used in relief granted by the staff of the SEC. These resources will specifically include, without limitation, the use of certain investment personnel. All such personnel of FCC will be treated as persons "associated with" the Firm (as that term is defined by the Investment Advisers Act of 1940, as amended (the "Advisers Act")) in connection with the provision of any investment advisory services provided by such team members to U.S. Clients. FCC does not provide investment advisory services, or offer investment funds, in the United States or to U.S. persons.

Wilkinson Global Asset Management LLC ("WGAM") is an independent U.S. based, SEC-registered investment adviser. WGAM is a related person through direct ownership by the Firm. WGAM is wholly-owned by the Firm and the management of its day-to-day operations is overseen by a board of directors, which includes individuals appointed by the Firm. The WGAM portfolio management team consists of the Firm's former Equity-Thematic Team comprised of former Wilkinson O'Grady managers. The accounts managed by the former Equity-Thematic Team were transferred to WGAM, where they continue to be managed by members of the Firm's former Equity-Thematic Team.

Bel Air Investment Advisors LLC ("Bel Air Advisors") is a U.S. based, SEC-registered investment adviser. Bel Air Advisors is a related person of the Firm through common ownership by Fiera US Holding Inc. Bel Air Advisors allocates client assets to investment vehicles managed by the Firm or FCC ("Designated Affiliated Funds"). Therefore, Clients invested in Designated Affiliated Funds will pay Bel Air Advisors an advisory fee, in certain circumstances, in addition to any fees and expenses associated with the Designated Affiliated Funds. The fees generated from the Clients' investment in these Designated Affiliated Funds will benefit an affiliated company of Bel Air Advisors, i.e. the Firm or FCC which, in turn, pays a portion of the revenues generated to Bel Air Advisors. Currently, the Designated Affiliated Funds include funds managed by the Firm such as the Fiera Capital Global Equity Fund ("Fiera Global") and the Fiera Capital Equity Allocation Fund.

Bel Air Advisors expects that the Firm will pay Bel Air Advisors 0.15% of any fees the Firm receives that are attributable to a Bel Air Advisors client or employee investment in Fiera Global. With respect to any Bel Air Advisors client invested in Fiera Global, and whether or not Bel Air Advisors actually receives any such payment from the Firm, Bel Air Advisors will reduce the advisory fee payable by such client for outside managers by 0.15% for this investment. With respect to the Fiera Capital Allocation Fund, Bel Air Advisors' Chief Investment Strategist is affiliated with the Firm. In his role with the Firm, he serves as a co-portfolio manager of Fiera Capital Equity Allocation Fund. In recognition of the resources made available by Bel Air Advisors to the Firm, the Firm has agreed to pay Bel Air Advisors a fee based on the amount of assets invested in Fiera Capital Equity Allocation Fund. Bel Air Advisors does not charge its clients an advisory fee for their investments in Fiera Capital Equity Allocation Fund. The amount of fees FCC and/or the Firm pays in respect of Designated Affiliated Funds is subject to change at the agreement of FCC, the Firm and Bel Air Advisors. Bel Air Advisors policies and procedures are designed to result in effecting transactions for clients in a manner that is consistent with its fiduciary duty to its clients and in accordance with applicable laws. In addition, Bel Air Advisors receives a model portfolio for a U.S. equity strategy from the Global Equity Investment Management Team, a portfolio management team at FCC. The members of this portfolio management team at FCC are treated as persons associated with the Firm under the "participating affiliate arrangement" described above.

Fiera Comox Partners, Inc. (“Fiera Comox”) is an investment adviser located in Canada. Fiera Comox is a related person through common ownership by FCC. Fiera Comox is a joint venture between FCC and Comox Equity Partners, Inc. Fiera Comox offers to U.S. investors who would like to invest in agriculture or private equity through open-end funds, closed-end funds and separately managed accounts. The Firm assists Fiera Comox in offering its products in the United States. The Firm has also formed the Fiera Capital Agriculture Fund which is open to US investors and has invested substantially all its assets in one of the Comox open-end Funds. In addition, one of the Firm’s portfolio managers is a director of Fiera Comox. The Firm does not pursue investment strategies similar to those pursued by Fiera Comox.

Fiera Infrastructure Inc. (“Fiera Infrastructure”) is an investment manager with headquarters in Canada. Fiera Infrastructure is a related person through common ownership by FCC. Fiera Infrastructure is a joint venture between FCC and Aquila Management Holdco Inc. Fiera Infrastructure manages an infrastructure fund that is offered to U.S. investors. The Firm assists Fiera Infrastructure in offering its products in the United States. The Firm may form an access fund in order to facilitate investment in the Infrastructure Fund. The Firm does not pursue investment strategies similar to those pursued by Fiera Infrastructure.

Clearwater Capital Partners, L.P. (“Clearwater”) is an exempt reporting investment adviser with its principal office and place of business in the Cayman Islands. Clearwater is a related person through common ownership by FCC. The Firm assists Clearwater in offering its products in the United States. Additionally, Clearwater advises a private fund formed to receive investments from a Fiera Capital fund of credit funds, the Global Diversified Lending Fund, LP. While this may create the appearance of a potential conflict of interest, the Firm monitors the investment in a variety of ways, including the completion of extensive due diligence similar to investments in other unrelated funds. The Firm does not pursue investment strategies similar to those pursued by Clearwater.

Fiera Capital (UK) Limited (“Fiera UK”) (previously known as Charlemagne Capital (UK) Limited) is an SEC-registered investment adviser located in the United Kingdom. Fiera UK is a related person through common ownership by FCC. FCC acquired Fiera UK in December 2016. Fiera UK is the share distributor of certain pooled investment vehicles, which may be offered to U.S. investors, and the Firm assists Fiera UK in this regard in the United States. In addition, one of the Firm’s supervised persons is a director of Fiera UK. The Firm does not pursue investment strategies similar to those pursued by Fiera UK.

Fiera Capital (IOM) Limited (“Fiera IOM”) (previously known as Charlemagne Capital (IOM) Limited) is an SEC-registered investment adviser located in the Isle of Man, British Isles. Fiera IOM is a related person through common ownership by FCC. FCC acquired Fiera IOM in December 2016. Fiera IOM is the investment manager of certain pooled investment vehicles, which are offered to U.S. investors, and the Firm assists Fiera IOM’s sister company, Fiera UK, in this regard in the United States. Fiera IOM serves as the adviser to the Firm’s UCITs fund which invests in Emerging Markets and is sub-advised by the Firm. The UCITs Fund pursues the same strategy as the Fiera Capital Emerging Markets Fund, a Fiera Series Registered Fund. In addition, one of the Firm’s supervised persons is a director of Fiera IOM. The Firm does not pursue investment strategies similar to those pursued by Fiera IOM.

Emet Capital GP I, LLC (“Emet Capital”) is an exempt reporting adviser located in the United States. Emet Capital is a related person through a joint venture, originally entered into between Samson Capital Advisers LLC and Emet Capital GP, LLC. Emet Capital provides investment advisory services to the Emet Municipal Real Estate Strategy Fund LP (the “Emet Fund”). The Firm acts as a sub-adviser to the Emet Fund pursuant to a sub-advisory agreement between the Firm and Emet Capital GP, LLC, pursuant to which the Firm provides certain sub-advisory services to the Emet Fund’s management company, Emet Capital Management I, LLC. The Firm does not pursue investment strategies similar to those pursued by Emet Capital.

PineBridge/Fiera Select Plus Management Co. LLC (“Select Plus Management”) is an investment adviser registered with the SEC as a Relying Adviser of Pinebridge Investments LLC (“Pinebridge”), an SEC-registered adviser located in the United States. Select Plus Management is a related person through control by the Firm. The Firm is a non-managing member of Select Plus Management. Pinebridge is the managing member of Select Plus Management. Select Plus Management provides investment advisory services to Select Plus Onshore Fund, L.P. (“Select Plus Fund”). The Firm is a sub-adviser to Select Plus Fund pursuant to a sub-advisory agreement between the Firm and Select Plus Management, pursuant to which the Firm

provides certain sub-advisory and back-office services to Select Plus Management. The Firm does not pursue investment strategies similar to those pursued by Select Plus Management.

Fiera Real Estate, UK Division (“Fiera Real Estate”) (previously known as Palmer Capital Inc.) is located in London, England. Fiera Real Estate is a related person through common ownership by FCC. FCC acquired 80% of Fiera Real Estate in 2019. Fiera Real Estate is the investment manager of certain closed-ended and open-ended pooled investment vehicles as well as separately managed accounts. Currently, Fiera Real Estate’s closed-ended fund is offered to U.S. investors and the Firm assists in this regard in the United States. In addition, one of the Firm’s portfolio managers is a director of Fiera Real Estate. The Firm does not pursue investment strategies similar to those pursued by Fiera Real Estate.

### **Client Investments in Affiliated Funds**

As mentioned above, for Asset Allocation Services Clients, Fiera Capital typically recommends the allocation of each such Client’s assets to Affiliated Funds and to investment strategies managed by the Firm as well as Unaffiliated Funds. In addition, the Firm’s Private Lending strategy contemplates investments in Affiliated Funds in addition to investments in Unaffiliated Funds.

Investing Client assets in Affiliated Funds may create a potential conflict of interest for the Firm because for a variety of reasons, as discussed below, the Firm may be incentivized to allocate capital to, consummate, increase or maintain investments in Affiliated Funds instead of an Unaffiliated Fund. Although the Firm believes that such investments provide benefits to the strategy (e.g., greater information transparency and customized portfolio design), such investments may not reflect third-party arm’s length negotiation and terms, and it is possible that Unaffiliated Underlying Funds may also be appropriate investments for the strategy.

The Firm and/or its affiliates generally receive compensation in connection with the management of Affiliated Funds, including incentive or performance fees. Private Funds that invest in Affiliated Funds pay advisory and other fees and expenses to the Firm that are not reduced by the fees or expenses in whole or in part by the fees and expenses paid by the Affiliated Funds to the Firm or its affiliates. In other words, there will be additional layers of fees imposed on these investments. Because the Firm and its affiliates will on an overall basis receive higher fees, compensation and other benefits if the assets of such Private Funds are allocated to Affiliated Funds rather than to Unaffiliated Funds, the Firm has an incentive to invest Private Fund assets in Affiliated Funds.

In addition, the Firm will have an interest in investing Client assets in Affiliated Funds that impose higher fees than those imposed by other Affiliated Funds or that provide other financial, business or strategic benefits to the Firm or its affiliates. Differences in the amount or type of compensation paid to the Firm, its affiliates or their personnel by or in connection with Affiliated Funds creates a financial incentive on the part of the Firm and its affiliates to select certain Affiliated Funds over other Affiliated Funds. Similarly, the Firm will be disincentivized to remove, reduce, reallocate or otherwise modify a Client’s investment in an Affiliated Fund at all or at a particular point in time.

### **Significant Private Fund Investors**

To the extent that that a Private Fund investor that is affiliated with the Firm and/or its affiliates represents a significant proportion of the Private Fund’s capital, applicable laws may restrict or prevent the Private Fund, the Firm and/or its manager or general partner from taking certain actions that they could otherwise take.

### **Management of Multiple Client Accounts**

Investors should be aware that potential and actual conflicts of interest may occur between clients, on the one hand, and Fiera Capital and its affiliates, on the other. Clients should evaluate certain potential conflicts of interest carefully before engaging Fiera Capital’s services.

Fiera Capital may give advice or take action with respect to the investments of one or more of its clients that may not be given or taken with respect to other clients with similar investment programs, objectives, and strategies. Accordingly, clients with similar strategies may not hold the same securities or instruments or achieve the same performance. Fiera Capital also advises clients with differing objectives or strategies.

These activities may adversely affect the prices and availability of securities or instruments held by or potentially considered for one or more clients. Such advice, recommendations, and dealings may result in adverse consequences to a client's investment portfolio.

The conflicting interests of individual clients may relate to or arise from, among other things, the nature of investments, the acquisition of investments and the timing of the disposition of investments. As a consequence, conflicts of interest may arise in connection with decisions made by Fiera Capital, including with respect to investments that may be more beneficial for one client than for another client, especially with respect to clients' individual tax situations. By engaging Fiera Capital, each client will be deemed to have acknowledged the existence of such actual and potential conflicts of interest.

Fiera Capital provides investment advisory services to a number of clients. Certain clients have investment programs that are similar to or overlap and may, therefore, participate with each other in investments. It is the policy of Fiera Capital to allocate investment opportunities for clients fairly and equitably, to the extent possible, over a period of time. Fiera Capital, however, will have no obligation to purchase, sell or exchange any security or financial instrument for a client which Fiera Capital may purchase, sell or exchange for another client if Fiera Capital believes in good faith at the time the investment decision is made that such transaction or investment would be unsuitable, impractical or undesirable for a particular client.

With respect to the Private Lending Strategy, Certain portfolio managers of the Firm also serve as portfolio managers for advisory affiliates of the Firm. In addition, as mentioned above, a portfolio manager of the Firm also serves as a director of Fiera Comox and Fiera Real Estate. The Firm believes that serving in such dual capacities can benefit clients through increased transparency and access to information. However, service in dual capacities can create various conflicts of interest, which the Firm seeks to mitigate. Further, conflicts of interest also could arise in allocating the time, services or functions of the Firm's personnel, and the Firm's ability to access other professionals and resources within the Firm or its affiliates could be limited. The Firm seeks to address these conflicts as required by applicable law.

### **Other Matters**

From time to time, the Firm, its affiliates, their personnel and Affiliated Funds may enter new lines of business, modify or further develop existing lines of business for itself and for Clients, enter into various investment or business opportunities, or make other changes. The foregoing and other present and future activities of the foregoing may give rise to actual or potential conflicts of interest. Conflicts of interest could change or become more acute, and it is difficult to predict or foresee the potential conflicts that may arise as the business of the foregoing parties changes and evolves. That said, the Firm endeavors to resolve conflicts in a fair and equitable manner.

# Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

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## **1. Code of Ethics/Personal Trading**

The Firm has adopted a Code of Conduct and Ethics (the “Code”) containing policies and procedures which address actual and potential conflicts of interests. The Code governs personal trading by its principals, employees and related accounts (“Employees”) in accordance with Rule 17j-1 of the 1940 Act and Rule 204A-1 of the Advisers Act. The Firm’s Code is predicated on the fact that the Firm is a fiduciary to its Clients and Funds. Employees are prohibited from benefiting personally at the expense of a Client or Fund. Under the Code, Employees are subject to provisions requiring, among other things, pre-approval for most types of personal security transactions; prohibitions regarding certain types of transactions, including a restricted list; initial and annual securities holdings reports; quarterly transaction reports for many types of transactions; and a black-out period with respect to transactions in securities that Funds and Client accounts are actively trading or that are being considered for Funds and Client accounts, with certain de minimis exceptions permitted. Consistent with the terms of the Code, Employees may obtain more favorable pricing for their personal transactions due to price fluctuations in specific securities as well as due to overall market volatility. The Firm may from time to time adopt additional or change policies or procedures or otherwise take action to address particular situations. In general, Employees may purchase or sell for personal or related accounts the same or similar securities that are purchased or sold for its advisory Clients and the Funds. Employees are subject to certain penalties for personal trading violations, including potential voiding or reversal of a trade or limiting an employee’s trading for some time.

The Firm’s Code of Ethics is available upon request by contacting the Compliance Department at (212) 300-1600.

Certain Employees have accounts that are managed by the Firm. These accounts are managed in the same manner as any other Client and the employee signs an investment management agreement. These accounts are invested in the same strategies as other Clients and may buy and sell the same securities as those Clients. Other members of the Firm typically serve as the portfolio managers for these accounts and typically will have full investment discretion over the account. In some instances, these accounts involve seed strategies whereby a portfolio manager manages their own portfolio at the developmental stages of a new potential strategy. Under the Firm’s Code of Ethics, these accounts are required to be disclosed and the employee signs an investment management agreement with the Firm.

## **2. Interest/Participation in Client Transactions**

Certain Employees of the Firm are also indirect or direct owners of entities which serve as the managing member or general partner of a Private Fund managed by the Firm. The Firm’s advisory Clients may be solicited to invest in a Private Fund or a Registered Fund if such Clients satisfy the investor suitability requirements. The Firm may recommend securities to Clients in which the Firm has an interest, specifically the Firm may recommend purchases of interests in the Private Funds in which Employees also hold interests.

Certain of the Firm’s employees have invested a portion of their liquid net worth in certain of the Firm’s Private Funds. These investments are made under the same liquidity terms as other investors, but with a discounted fee. These investments create a conflict of interest for the Firm because they can incentivize the Firm to allocate more favorable investment opportunities to these Private Funds. The Firm addresses this conflict through its Code of Ethics policy discussed above, which prohibits its Employees from engaging in account favoritism as it is a violation of their fiduciary duty, as well as through the Firm’s trading practices and allocation of investment opportunities policies and procedures.

In addition, Employees may purchase shares in a Registered Fund, which may also be recommended to the Firm’s Clients.

### **3. Safeguarding MNPI**

The Firm has adopted policies and procedures relating to MNPI including an *Insider Trading Policy*. The policies require employees to report the receipt of actual or potential MNPI to the Compliance Department. Additionally, the Firm adopted *Information Barriers Policies and Procedures* are designed to prevent the communication of MNPI across the various portfolio management groups. This policy places restrictions in situations where any employee of the Firm engages in communications with investment banks or brokers about potential, non-public secondary offerings of securities. The Firm will deploy certain restrictions to prevent the disclosure of MNPI relating to a non-public secondary offering and to restrict trading in the subject issuer by the Firm and its employees. The Firm also maintains a restricted list of issuers where trading in the securities of that issuer is prohibited due to the receipt of MNPI. Additionally, the Firm maintains *Expert Networks Policies and Procedures* to prevent disclosure while using industry experts for research as well as *Meetings and Calls with Issuers Policies and Procedures* to prevent disclosure when communicating with public company insiders.

## Item 12: Brokerage Practices

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The Firm receives discretionary (or non-discretionary) investment authority from its Clients at the outset of an advisory relationship and investors upon subscription into the Funds. Depending on the terms of the applicable investment advisory agreements for Clients or offering documents for the Funds, the Firm's authority may include the ability to select brokers-dealers through which to execute transactions on behalf of its Clients, and to negotiate the commission rates, if any, at which transactions are effected.

### **1. Factors Considered in Selecting or Recommending Brokers**

The Firm selects brokers for the execution of transactions for Client accounts in accordance with its best execution policies and procedures. In making decisions about best execution, the Firm considers a number of factors. When placing trades for accounts in which the Firm has the discretion to choose the broker to be used and the commission to be paid, the Firm does not have the obligation to seek the lowest available commission cost and may consider any or all of the following as appropriate to the circumstances of the specific trade:

- Liquidity and availability of the security
- Market impact of a trade
- Size of the order
- Reputation and perceived financial stability of the broker
- Value of any research provided including general research as well as transaction specific research
- Availability of alternative electronic crossing networks
- Total cost of the execution
- Competitiveness of commission rates and spreads
- Broker's ability to execute block trades and odd lots
- Accuracy of recommendations on particular securities
- Broker's overall responsiveness
- Broker's commitment of capital
- Broker's ability to execute large or difficult trades for the Firm's Clients
- Broker's ability to handle electronic trade entry and reporting links with the adviser
- The traders experience with a particular broker, including the frequency of trading errors
- The broker-dealers back-office capability to efficiently handle trading activity especially in volatile or high-volume markets
- How prior execution compares relative to other brokers in the marketplace
- Nature of difficulty of the trade

In selecting brokers, the Firm generally seeks the best and most efficient execution, on an overall or transaction basis. Given the brokerage services that brokers generally offer, the Firm may be deemed to be paying for other services provided by a broker which are included in the commission rate, such as related brokerage services including order routing, clearing, custodial and settlement services. The ongoing monitoring of brokers is the responsibility of the Best Execution Committee. The Best Execution Committee typically meets no less frequently than quarterly to evaluate the services provided by broker-dealers, the quality of research provided and review the execution practices being utilized at the Firm.

With respect to the Fixed Income Strategies, fixed income trades are executed at a net price and therefore, the broker's standardized commission rates are not the basis for the selection of broker for fixed income securities. The Firm also participates in certain managed account programs with respect to the Fixed Income Strategy whereby the Firm acts as a discretionary sub-advisor for advisory clients of unaffiliated brokers. Under the terms of these programs the Firm may not utilize the broker for executions for such clients. Additional information about these programs is available via the sponsoring broker, or the Firm.

With respect to the Fund of Hedge Funds and Hedge Fund Seeding Strategies, the Firm does not select or recommend brokers, nor does it execute transactions for the Private Funds through brokers. The underlying portfolio managers in the Private Funds, however, do select and execute transactions through brokers. In



selecting or recommending broker-dealers for their transactions, the Private Funds' underlying portfolio managers may consider such factors as price, the ability of the brokers, banks, and dealers to effect transactions, their facilities, reliability, and financial responsibility, and any products or services provided, or expenses paid, by brokers, banks, and dealers. The Private Funds do not require underlying portfolio managers to solicit competitive bids or obligate them to seek the lowest available commission cost.

## **2. Brokerage Commissions in Wrap Fee Programs**

There are typically no commission charges for wrap fee Clients. The Firm will therefore execute the great majority of trades with the wrap fee sponsor/custodian and will only look to trade away from the custodian sponsor in certain situations in which the overall quality of execution (including price) is demonstrably in the best interests of the wrap fee Clients. When trading away from the Program Sponsor, additional commissions are charged, which may be borne by the Client account.

Certain Clients give the Firm the discretion to select the broker-dealer on a trade-by-trade basis but request that the Firm direct brokerage to certain broker-dealers subject to best execution. While the Firm will make a good-faith effort to meet these requests, the trader is required to only trade with such broker-dealers when consistent with best execution; as a result, the requested brokerage targets may be missed.

Wrap Program trading is typically affected through trading systems maintained by the Program Sponsor. Our ability to trade in these instances will be dependent on such systems and it is possible, though not common, that the Firm may be delayed in its ability to trade on behalf of Clients in the particular program.

## **3. Broker Compensation for Registered Funds**

No series of any Registered Fund managed by the Firm may compensate a broker for any promotion or sale of shares issued by the relevant trust by directing to the broker or dealer a Fund's portfolio securities transactions or any remuneration, including but not limited to any commission, mark-up, mark-down, or other fee (or portion thereof) received or to be received from a Fund's portfolio transactions effected through any other broker (including a government securities broker) or dealer (including a municipal securities dealer or a government securities dealer). Please refer to the prospectus for each Registered Fund for more information on brokerage practices.

Traders responsible for selecting brokers to effect transactions in a Registered Fund's portfolio securities are prohibited from taking into account brokers' promotional or sales efforts and must adhere to the Firm's best execution guidelines policies and procedures when executing trades on behalf of the Registered Fund(s).

## **4. Research and Other Soft Dollar Benefits**

Consistent with its policy of obtaining best execution for its Clients when selecting counterparties, the Firm may receive research products or services that fall within the "safe harbor" established by Section 28(e) of the Securities and Exchange Act of 1934 (the "Exchange Act") ("Soft Dollar Benefits"). These services are designed to augment the Firm's own internal research and investment strategy capabilities. This may be done without prior agreement or understanding by the Client (and at the Firm's discretion).

The Soft Dollar Benefits can include, but are not limited to, the provision of publications and white papers, written, oral or electronic research reports from various sources regarding particular companies, industries or general economic conditions, and economic surveys and analyses or other services which aid the Firm in fulfilling its investment process. Soft Dollar Benefits furnished or paid for by a broker and through whom the Firm effects transactions may be used by the Firm in servicing all of the Firm's accounts and not the accounts which paid commissions to the broker providing the Soft Dollar Benefits. Commissions paid to a broker providing Soft Dollar Benefits will likely be higher than those charged by brokers not providing such services. The Firm will effect transactions through brokers providing Soft Dollar Benefits only if the commissions charged by such broker are reasonable in relation to the value of the Soft Dollar Benefits provided.

In addition to the research services or products received by the Firm from brokers or counterparties, the Firm may receive other proprietary research from a broker, such as opportunities to attend conferences sponsored

by such broker, and assistance with coordinating meetings with the management of issuers. To the best of the Firm's knowledge, these services are generally made available to all institutional investors doing business with such broker. The Firm believes that such research or services are made available to the Firm on an unsolicited basis and without regard to the rates of commissions charged or paid by the Firm or the volume of business the Firm directs to such broker.

Research services obtained through the use of soft dollars may be provided by brokers to whom brokerage is directed or by third-parties which are compensated by the brokers. The Firm does not attempt to put a specific dollar value on the services rendered or to allocate the relative costs or benefits of those services among Clients, believing that the research it receives will help it fulfill its overall duty to Clients. The Firm may not use each particular research service, however, to service each Client. As a result, a Client may pay brokerage commissions that are used, in part, to purchase research services that are not used to benefit that specific Client. Broker-dealers the Firm selects may be paid commissions for effecting transactions for its Clients that exceed the amounts other broker-dealers would have charged for effecting these transactions if the Firm determines in good faith that such amounts are reasonable in relation to the value of the brokerage and/or research services provided by those broker-dealers, viewed either in terms of a particular transaction or its overall duty to its ('brokerage') discretionary Client accounts.

Certain items obtainable with soft dollars may not be used exclusively for either execution or research services. The cost of such "mixed-use" products or services will be fairly allocated and the Firm makes a good faith effort to determine the percentage of such products or services which may be considered as investment research. The portions of the costs attributable to non-research usage of such products or services are paid by our firm.

When the Firm uses Client brokerage commissions to obtain research or brokerage services, it receives a benefit to the extent that the Firm does not have to produce such products internally or compensate third-parties with its own money for the delivery of such services. Therefore, such use of Client brokerage commissions could result in a conflict of interest, because it could be inferred that the Firm has an incentive to direct Client brokerage to those brokers who provide research and services the Firm can utilize, even if these brokers do not offer the best price or commission rates for its Clients. However, because the Firm executes transactions on a best execution basis, the Firm believes the potential conflict is mitigated.

With respect to Fund of Hedge Funds and Fixed Income strategies, the Firm does not have any soft dollar arrangements and trades are not directed in exchange for research, sale of Registered Fund shares, or any other services. Although the Firm may receive unsolicited research from brokers it uses, it does not direct trades in exchange for research products or research services related to either strategy. In the event either strategy begins to engage in the usage of soft dollars, the strategy will follow the same policy and procedures as outlined for the Equity strategies above.

### **Use of Soft Dollar Aggregator**

The Firm obtains a portion of its Soft Dollar Benefits through Client Commission Arrangements ("CCAs"). The Firm has entered into CCAs with key brokers. To manage these CCAs, the Firm currently maintains a centralized account with a third-party commission aggregator, Westminster Research Associates, LLC ("Westminster"). Through Westminster, soft dollar credits generated by trading with the Firm's executing broker-dealers are credited to a pooled account administered by Westminster. These pooled credits are then used to purchase third party research at the Firm's direction. Under this arrangement, the executing brokers and the third-party research providers are paid with a portion of the Client commission.

### **Soft Dollar Committee**

Soft dollar credits are assets of the Firm's Clients that must be treated with appropriate care. The Firm has a Soft Dollar Committee, which, together with the Firm's compliance team, monitors the Firm's compliance with Section 28(e) of the Exchange Act and with its disclosures to Clients on an ongoing basis.

The Soft Dollar Committee will periodically review the Firm's soft dollar credit and debit balances. In those instances where large credit balances accumulate, the Soft Dollar Committee will evaluate whether Clients are paying unnecessarily high commissions or take other actions to avoid the perception that accounts are

purposely being traded excessively in order to produce soft dollar credits. Where large deficits occur, the Soft Dollar Committee will evaluate whether soft dollar spending should be reduced. The Soft Dollar Committee will make determinations as to whether the amounts allocated to soft dollars are appropriate. A review of these allocations will be performed in conjunction with a review of the forecasted budget of soft dollars which is performed on a quarterly basis.

In an effort to determine whether soft dollars are used for legitimate investment research or brokerage services, the Firm's compliance team and the Soft Dollar Committee review the quality of products and services provided.

## **5. Brokerage for Client Referrals**

The Firm also may utilize brokers who have referred Clients or investors to a Private Fund, for which such brokers are compensated. Such referrals represent a conflict of interest between receiving best execution and the Firm's interest in receiving future referrals. A Client who is referred to the Firm by a particular broker may instruct the Firm to use that broker or a different broker to effect transactions for the Client's account. Commission rates charged by brokers that refer Clients to the Firm or by brokers that Clients direct that the Firm use may be higher or lower than the commission rates charged by other brokers that the Firm uses.

## **6. Directed Brokerage**

Generally, the Firm permits Clients to direct the Firm to execute transactions through a specified broker. Where a Client directs the use of a particular broker, the Firm will have no responsibility for negotiating commission rates for the Client's account. As a result, it is possible that the Firm may be unable to achieve the most favorable execution of such Client's transactions, and the Client's account may be disadvantaged as a result of a less favorable execution price and/or higher commissions. In addition, less favorable execution prices and/or higher commissions could result from the Client account's inability to participate in aggregate orders or other reasons.

## **7. Order Aggregation**

The Firm may from time to time aggregate orders for the purchase or sale of identical securities on behalf of its Clients and Funds; however, each portfolio manager is individually afforded significant discretion to determine the timing, extent, and nature of investment decisions on behalf of Clients that are assigned to the portfolio manager. Portfolio management personnel may not conduct transactions on behalf of all Clients in which they are responsible for at the same time, to the same degree, or in the same manner regardless of whether any or all Clients have similar account sizes, diversification requirements, investment objectives, risk tolerance, cash availability, and tax preferences. However, over time all Client accounts are managed in a manner to provide comparable results relevant to factors including, but not limited to, the Client's account size, diversification requirements, investment objectives, risk tolerance, cash availability and tax preferences. The manner in which the Firm allocates trades may vary by strategy as set forth in more detail below.

### **Equity and Equity-Growth Strategies**

With respect to the Equity Strategies, the Firm allocates trades to its Clients generally on a pro rata basis consistent with Clients' investment suitability (the "Pro Rata Rule"). This process applies as well to orders placed in a fashion generally known as "block orders" (that is, when the order for one Client is entered concurrently with orders of other Clients) or as well to "bunch orders" (that is, where the order is for a basket of securities for one or more Client's accounts) and as well in the event of a partial fill. The Firm will block trades where possible and when advantageous to Clients. This blocking of trades permits the trading of aggregate blocks of securities composed of assets from multiple Client accounts, so long as transaction costs are shared equally and on a pro-rated basis between all accounts included in any such block. Block trading may allow the Firm to execute equity trades in a timelier, more equitable manner, at an average share price. The Firm does not include orders for its own account and/or its employees' account. The Pro Rata Rule is also encouraged when allocating initial public offerings and private placements, as well as for partially filled orders. Under certain circumstances Pro Rata allocation may not be the most fair and reasonable method of

allocation, for example when portfolios have similar objectives and constraints but with important differences in terms of industry focus, market capitalization restraints, specific geographic focus, risk profile, cash flow situations. However, no Client's portfolio will be systematically favored through trade allocation at the expense of another. This standard applies equally to all accounts, regardless of the fee calculation process. Fiera Capital also focuses on allocating fills at the same average price for all Clients taking part in a trade. However, Fiera Capital cannot guarantee allocation at the average where differences are not material. The same principle applies to commissions paid by Clients. It is the firm's position that these differences will even out over time.

Transaction costs have an impact on overall investment performance. In allocating trades, portfolio managers must use their judgment to balance on the one hand the need to minimize transaction costs and on the other, the desire to ensure fair allocation. Portfolio managers will focus on achieving this balance in a consistent manner.

With respect to the Equity Growth Strategies, the Firm will typically aggregate trades among Clients whose accounts can be traded at a given broker, and generally will rotate or vary the order of brokers through which it places trades for Clients on any particular day. The Firm's trading policy and procedures are as follows:

1. Transactions for any Client account may not be aggregated for execution if the practice is prohibited by or inconsistent with the Client's advisory agreement with the Firm or our Firm's order allocation policy.
2. The trading desk in concert with the portfolio manager must determine that the purchase or sale of the particular security involved is appropriate for the Client and consistent with the Client's investment objectives and with any investment guidelines or restrictions applicable to the Client's account.
3. The portfolio manager must reasonably believe that the order aggregation will benefit and will enable the Firm to seek best execution for each Client participating in the aggregated order. This requires a good faith judgment at the time the order is placed for the execution. It does not mean that the determination made in advance of the transaction must always prove to have been correct in the light of a "20-20 hindsight" perspective.
4. Prior to entry of an aggregated order, an order ticket must be completed which identifies each Client account participating in the order and the proposed allocation of the order, upon completion, to those Clients. If the order cannot be executed in full at the same price or time, the securities actually purchased or sold by the close of each business day must be allocated pro rata among the participating Client accounts in accordance with the initial order ticket or other written statement of allocation. However, adjustments to this pro rata allocation may be made to participating Client accounts in accordance with the initial order ticket or other written statement of allocation. Furthermore, adjustments to this *pro rata* allocation may be made to avoid having odd amounts of shares held in any Client account, or to avoid excessive ticket charges in smaller accounts. De minimis deviations from the pre-allocation are permitted in the interest of placing round lots in Client accounts. De minimis positions are allocated randomly by using the random selection capabilities available in the Order Management System.
5. Generally, each Client that participates in the aggregated order must do so at the average price for all separate transactions made to fill the order and must share in the commissions on a *pro rata* basis in proportion to the Client's participation. High net worth/retail Clients in an aggregate batch will typically receive the same average execution price but may not receive a pro rata allocation of transaction costs due to differing commission rates and minimum transaction charges applied by the custodian. Under the Client's agreement with the custodian/broker, transaction costs may be based on the number of shares traded for each Client.
6. Portfolio managers monitor the manner in which order aggregations and allocations affect the accounts they manage. Each day, portfolio managers approve all of the trading activity in clients' accounts. If a portfolio manager believes that an order was aggregated or allocated improperly, they discuss the matter with the relevant trader and, if necessary, include the Head of Trading in the

review. If the portfolio manager, trader and Head of Trading cannot agree on an appropriate course of action then the portfolio manager should include a member of the Legal or Compliance Teams in the discussion.

7. The Client account records separately reflect, for each account in which the aggregated transaction occurred, the securities which are held by, and bought and sold for, that account.
8. Funds and securities for aggregated orders are clearly identified on the Firm's records and to the broker-dealers or other intermediaries handling the transactions, by the appropriate account numbers for each participating Client.
9. No Client or account will be favored over another. To ensure fair allocation of opportunities, the Firm mandates the use of a trade rotation for specific business lines (such as for small and SMID account trades). In those instances, the Firm's Traders utilize a randomizer built within the Order Management System to set the order in which institutional and wrap accounts trade and model delivery clients are notified of trade recommendations. The Traders must place orders in accordance with the randomizer's output. The random number generator process also applies to trades within the universe of institutional and wrap accounts and notifications within the universe of Model Delivery Program Sponsor clients. As described above in Item 10, Bel Air receives a model portfolio for a U.S. equity strategy from the Global Equity Investment Management Team, a portfolio management team at FCC. A trade rotation process has been established between Fiera Capital, FCC and Bel Air Advisors when there is a change to the model that is designed to be fair over time for all accounts involved.

### **Fixed Income Strategies**

With respect to each investment opportunity presented, the portfolio management team and traders shall decide whether it is in the interests of best execution to aggregate or bunch the orders of multiple accounts (including those of the Firm and Employees), and which and how many accounts shall participate in each transaction. Traders have the discretion to buy and sell securities in the market place based on the general parameters set forth by the Portfolio Management team. If investments on behalf of multiple Clients are made, the amount sought for each Client is determined by the portfolio management team prior to entry of the order for the security expected, taking into consideration the following factors, among others:

1. Investment objectives and requirements.
2. Risk-management requirements.
3. Adherence to any limits as defined in the Client's investment guidelines.
4. Amount of the assets in each Client's account.
5. Capital availability in each Client account for trades of the type under consideration.
6. Liquidity/availability of securities (typically there is sufficient liquidity and depth in the market).

It is expected that most orders for multiple accounts will be aggregated and participants in the transaction will receive an average price. Transaction costs are charged on an account-by-account basis.

Pro-rata allocations are not practical in debt securities. When a partial fill is received, priority is given to accounts that are furthest away from their intended strategy targets. Examples of specific strategy targets include, but are not limited to, target duration, curve positioning, ratings structure and issuer exposure.

Because fixed income trading occurs in the over the counter market, the ability to buy and sell fixed income instruments is predicated on inventory and price discovery. As such, trading is a dynamic process and Portfolio Managers may amend orders throughout the day from the original pre-allocation. This may occur as a determination has been made that an allocation would result in a violation of any account's investment objectives or guidelines. Trades may also be reallocated to an account whose more limited investment objectives restrict its potential universe of available securities if other accounts could, consistent with their more general and broad investment objectives and guidelines, obtain substantially the same investment result by participating in other available investment opportunities. Trades may be reallocated in other circumstances with approval from the Portfolio Manager and executing Trader.

As the Portfolio Management team may, from time to time, invest in securities of limited availability, where an investment opportunity presents itself that appears to be both advantageous and limited in availability, the opportunity should be made available to all accounts for which the opportunity would represent a legitimate investment decision. Where a security is deemed to be of limited availability, the appropriateness of securities with similar characteristics such as credit quality, rating and maturity shall be deemed equivalent, and thus interchangeable for purposes of client investment decisions.

# Item 13: Review of Accounts

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## **1. Frequency and Nature of the Review of Accounts**

Designated personnel of Fiera Capital review Clients' investment positions to ensure investments comply with the investment guidelines requirements and the Firm's trade allocation policies. The Firm conducts reviews of accounts on a periodic basis. Reviews are performed based on the processes specific to the applicable investment strategy and account type and, as such, the frequency and nature of the reviews vary based on the investment strategy and type of account.

The Firm's portfolio managers are generally responsible for the daily management and review of the Client accounts under their supervision. Accounts are reviewed in the context of each Client's stated investment objectives and guidelines. A variety of reports are available that may include portfolio transactions, account performance, income, realized and unrealized capital gains and losses, and pre-tax and after-tax performance. According to their needs, Clients may receive statements monthly, quarterly or daily, through online access or hard copy. Monthly and quarterly statements are produced following reconciliation with the custodian records. Clients may also be sent regular written reports including credit commentaries, market commentaries, and a quarterly client letter.

The Private Funds and Registered Funds are also subject to review by independent public accountants, which results in annual audited financial statements being produced and available for each such Client. For additional information related to the types and frequency of reports provided to investors of the Private and Registered Funds, please refer to the relevant offering documents, as applicable.

## **2. Factors Triggering Other-than-Periodic Review of Accounts**

In addition to periodic reviews, Fiera Capital may review Client accounts as it deems appropriate or as otherwise required. Additional, other-than-periodic reviews may be triggered by a number of factors, including Client requests, compliance monitoring, or material changes in variables such as a Client's individual circumstances or market, political, or economic environment.

## **3. Contact the Firm for Strategy-Specific Review Features**

Due to the variances in review features across investment strategies and account types, the information provided in this Item 13 does not include all of the specific review features associated with each investment strategy or type of account. Clients are encouraged to contact the Firm with any questions regarding the Firm's review process applicable to a particular strategy or investment product.

## Item 14: Client Referrals and Other Compensation

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Certain Employees are compensated for Client referrals. Specifically, such Employees may receive a portion of the assets raised or a portion of the management fees generated in the management of separate accounts and investments in pooled investment vehicles which the employees are responsible for helping the Firm to obtain.

The Firm compensates unaffiliated third parties for referring advisory Clients. Such referral fees generally consist of a percentage of the management fees earned by the Firm for the management of assets that such third parties are responsible for helping the firm to obtain. The referral fees represent no additional expense to such Clients. The Firm will seek to conform to Rule 206(4)-3 under the Investment Advisers Act of 1940 in all instances.

Investors in the Registered Funds are subject to a 12b-1 fee on certain share classes which is used to compensate brokers or other intermediaries for the distribution/servicing of shares of such Funds. Any payments made in connection with distribution of shares of the Registered Funds shall be done in accordance with the Registered Funds' 12b-1 plan.



## Item 15: Custody

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All Clients' accounts are held in custody by unaffiliated broker-dealers or banks, but the Firm can access certain of its Client funds through its ability to debit advisory fees. For this reason, the Firm is considered to have custody of Client assets. Account custodians send statements directly to the account owners on at least a quarterly basis. Clients should carefully review these statements and should compare these statements to any account information provided by the Firm.

In connection with managing Client assets that are maintained with third party custodians, Fiera has developed policies and procedures to assist it in confirming whether the Firm may have "inadvertent" custody under such custodial arrangements.

All Private Fund assets are held in custody by unaffiliated broker-dealers or banks; however, the Firm has access to Private Fund accounts since it serves as the general partner or managing member of the Private Funds. Investors will not receive statements from the custodian. Instead the Private Funds are subject to an annual audit and the audited financial statements are distributed to each investor. The audited financial statements will be prepared in accordance with GAAP and distributed within 120 days of each Private Fund's fiscal year-end and within 180 days of the fiscal year-end of each Private Fund which is a fund of hedge funds.

## Item 16: Investment Discretion

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As described in Item 4 of this Brochure, Fiera Capital provides both discretionary and non-discretionary investment management services. The manner in which the Firm accepts discretionary authority varies depending on the account type.

### **1. Separately Managed Accounts**

For separately managed accounts, Clients generally grant the Firm discretionary authority pursuant to an investment management agreement executed at the outset of the relationship. Under the agreement, unless instructed otherwise, the Client authorizes the Firm to direct the investment and reinvestment of assets in the Client's account on the Client's behalf and at the Client's risk. The Firm's discretionary authority is subject to any investment guidelines provided by the Client and may be limited by the terms of its written agreement with the Client. The Firm also manages a limited number of non-discretionary accounts pursuant to which the Firm recommends certain trades to the Client and executes such trades if the Client agrees with the recommendation. The Firm typically allocates the majority of client assets to Fiera Capital managed products and strategies. When assets are allocated to such Fiera Capital managed products and strategies, the client is only charged with the fees applicable to such products and strategies allocated to, and not charged fees related to the management of their portfolios by the Direct Client Investments Team. The fees applicable to such products and strategies may be higher than the fees charged related to the management of portfolios.

### **2. Private Funds**

For the Private Funds, the General Partner or Managing Member of each Private Fund delegates its discretionary investment authority and responsibility to the Firm pursuant to an investment management agreement between the General Partner or Managing Member and the Firm. The extent of the Firm's discretionary authority is set forth in the applicable offering documents. The subscription agreements and organizational documents entered into by investors of Private Funds give the Firm complete discretionary authority to manage the assets invested by such investors in the Private Funds and the Firm's discretionary authority may only be limited by the terms contained in such documents. Investors in Private Funds cannot impose any investment restrictions and are not considered Clients of the Firm.

### **3. Registered Funds**

For the Registered Funds that the Firm manages or sub-advises, the extent of the Firm's discretionary authority is set forth in each Registered Fund's prospectus or other organization documents. The investment advisory or sub-advisory agreement entered into by the Firm and the Registered Fund give the Firm discretionary authority to manage the assets invested in the Registered Fund and the Firm's discretionary authority may be limited by the terms contained in such agreement. The Firm's discretionary authority is also limited by certain federal securities laws and tax laws that require diversification of investments and impose other limitations.

### **4. Wrap Programs**

Participants in a Wrap Program generally enter into an agreement with the Program Sponsor at the outset of the relationship, which outlines the services to be provided under the Wrap Program and generally grants the Program Sponsor discretionary authority to engage a third-party investment adviser (such as the Firm) to provide investment advisory services for the participant's account(s) under the Wrap Program. With respect to the Firm's provision of services under the Wrap Program, the Program Sponsor generally enters into a separate master agreement with the Firm, under which the Firm agrees to provide investment management services to certain participants in the Wrap Program. The Program Sponsor usually grants the Firm discretionary authority under this master agreement, subject to any limitations or guidelines set forth in the agreement. Depending on the Wrap Program, the participant in the Wrap Program may also enter into an agreement directly with the Firm with respect to the services provided by the Firm under the Wrap Program or, in some cases, a tri-party agreement between the Wrap Program participant, the Program Sponsor, and the Firm.

## **5. Model Delivery Program Sponsors**

The Firm also furnishes non-discretionary models and recommendations to Model Delivery Program Sponsors through the provision of model investment portfolios for various investment strategies offered by the Firm. Please refer to Item 4 for more information on Wrap Programs and Model Delivery Program Sponsors. The Model Delivery Program Sponsors or other investment advisers appointed by them in turn utilize the model portfolios provided by the Firm, as well any corresponding updates to the model portfolios, to manage Wrap Programs enrolled in the Sponsor's platforms. Typically, Model Delivery Sponsors retain investment discretion over the Wrap Programs enrolled in an investment strategy that is offered on a Model Delivery platform and the Firm is responsible solely for providing its model portfolios to the Model Delivery Sponsors or their designees; however, in certain instances, contractual delegations could technically deem investment discretion to be shared between the Firm and the Sponsor. Please refer to Item 4 for more information on Model Delivery Sponsors and Wrap accounts.

In addition to the delivery of model portfolios to Model Delivery Sponsors that operate Wrap Programs, the Firm also delivers model portfolios to a number of other Clients that retain full discretion over their account.

## Item 17: Voting Client Securities

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The Firm has or will accept authority to vote Client securities and, in connection with this authority, has adopted Proxy Voting Policies and Procedures designed to ensure that it votes proxies or takes action in the best interest of its Clients and that it provides Clients with information about how their proxies are voted. A description of the Firm's Proxy Voting Policies and Procedures is provided below.

Clients may obtain information about how their securities were voted by contacting the Firm assigned to their account. Clients may also request a copy of the Firm's Proxy Voting Policies and Procedures by contacting the Firm by telephone at (212) 300-1600.

### **1. Proxy Voting Policies and Procedures**

The Firm votes or acts in a manner that it believes is most likely to enhance the economic value of the underlying securities held in Client accounts. With respect to any Registered Fund, the Firm applies these Policies and Procedures only to the extent it is required to exercise proxy voting authority (and authority for class actions) for the Registered Fund pursuant to the Registered Fund Agreement and only to the extent these Policy and Procedures are consistent with the Firm's obligations under the Registered Fund Agreement.

Proxies are assets of the Firm's Clients that must be voted with diligence, care and loyalty. The Firm will vote each proxy in accordance with its fiduciary duty to its Clients. However, the Firm will document and abide by any specific proxy voting instructions conveyed by a Client with respect to that Client's securities.

#### **General Procedures**

In light of the Firm's fiduciary duty to its Clients, and given the complexity of the issues that may be raised in connection with proxy votes, the Firm has retained Institutional Shareholder Services Inc. ("ISS") to assist with proxy voting. ISS is an independent adviser that specializes in providing a variety of fiduciary-level proxy-related services to institutional investment managers including vote execution and recordkeeping.

#### **Voting Guidelines**

Absent specific Client instructions, proxies will be voted according to the Firm's and/or ISS's guidelines. Investment professionals responsible for determining the Firm's vote may deviate from these recommendations in which case they must provide a written explanation for the deviation as well as a representation that the investment professional and the Firm are not conflicted in making the voting decision. The written decision will be documented and stored on ISS's voting platform, ProxyExchange. A designee of the Chief Investment Officer's office, as well as a member of Compliance, will review all overrides for any conflicts of interests and explanations provided for the deviation.

#### **Restricted Voting Procedures**

At times, the Firm will not be allowed to vote proxies on behalf of Clients when those Clients have adopted a securities lending program. The Firm recognizes that Clients who have adopted securities lending programs have made a general determination that the lending program provides a greater economic benefit than retaining the ability to vote proxies.

In certain international markets where share-blocking occurs, shares that will be voted at a meeting must be "frozen" for trading purposes at the custodian or sub-custodian. During the time that shares are blocked, any pending trades will not settle. Depending on the market, this period can last from one (1) day to three (3) weeks. Any sales that must be executed will settle late and potentially be subject to interest charges or other punitive fees. For this reason, in share-blocking markets, the Firm retains the right to vote or not. ISS sends periodic reports of upcoming meetings in share-blocking markets detailing each Client account entitled to vote, the number of shares held, type of meeting and blocking period. The Firm will monitor these upcoming meetings, consult with the relevant investment committee members responsible for each industry or market and arrive at a decision on whether or not to vote. If the decision is made to vote, the Firm will process votes through ISS unless other action is required.

### **Conflict Assessment Procedures**

In the event that an investment professional responsible for determining the Firm's vote becomes aware of a material conflict of interest in connection with a proxy vote, the Compliance Team must be notified. It is impossible to anticipate all material conflicts of interest that could arise in connection with proxy voting. The following examples are meant to help Portfolio Managers identify potential conflicts:

- The Firm provides investment advice to a senior executive of an issuer. The Firm receives a proxy solicitation from that issuer or from a competitor of that issuer;
- An issuer or some other third party offers the Firm or an employee compensation in exchange for voting a proxy in a particular way; and
- An employee, or a member of an employee's household, has a personal or business relationship with an issuer. The Firm receives a proxy solicitation from that issuer.

If an employee detects a material conflict of interest in connection with a proxy solicitation that was not disclosed in accordance with this policy, it will escalate to the Chief Investment Officer or designee.

### **General Class Action Procedures**

As a fiduciary, the Firm always seeks to act in Clients' best interests with good faith, loyalty, and due care. Generally, the Firm does not participate in class actions or notify the client of class action notices received unless there is an express written agreement or other written instruction from the client. Notices received by the Firm will be re-directed to the client's custodian unless otherwise instructed.

### **Client Request to Review Proxy Votes**

Any request, whether written (including e-mail) or oral, received by any employee of the Firm, must be promptly reported to the Proxy Voting Designee and the Compliance Team. All written requests must be retained. The Compliance Team will record the identity of the Client, the date of the request, and the disposition (e.g., provided a written response to Client's request, referred to third party, other dispositions, etc.) in a suitable place. In order to facilitate the management of the proxy voting record keeping process, and to facilitate dissemination of such proxy voting records to Clients, the Firm will: (i) distribute to any Client requesting proxy voting information the proxy voting record for their account for the period requested; (ii) furnish the information requested, free of charge, to the Client within a reasonable time period (within 10 business days); and (iii) maintain a copy of the written record provided in response to Client's written (including e-mail) or oral request. A copy of the written response should be attached and maintained with the Client's written request, if applicable and maintained. Clients are permitted to request the proxy voting record for the five (5) year period prior to their request.

## Item 18: Financial Information

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The Firm has never filed for bankruptcy and is not aware of any financial condition that is expected to affect its ability to manage Client accounts.

# PRIVACY NOTICE

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When you become a client of ours, you not only entrust us with your assets but also with certain personal and financial data. We believe that this information is, and should remain, private and confidential. Under no circumstances will we sell information about you or your Fiera Capital Inc. account to any company, group, or individual.

We collect and maintain nonpublic, personal information we receive from you directly, on applications, other forms or our website, and from your transactions with unaffiliated parties and us. This information includes, for example, your name, address, Social Security or tax identification number, assets, income, financial needs and goals, and account balances and transactions. We use this information to process your requests and transactions and to otherwise manage your account, but not for marketing purposes unless we have your written consent.

In order to manage your account, we may need to share the information we collect from you such as your name, address, Social Security or tax identification number, assets, income, financial needs and goals, and account balances and transactions with unaffiliated and affiliated parties. Unaffiliated third parties may include but are not limited to administrators, custodians, compliance consultants and auditing firms. Depending on the type of account, the Firm may share information regarding your account with our parent company, Fiera Capital Corporation, and companies who are related to us by common ownership and control of Fiera Capital Corporation. In these cases, we strive to work only with those businesses that adhere to the same high standards of client service and privacy that we do. We restrict access to your nonpublic, personal information to only those employees, agents, unaffiliated and affiliated parties who need to know the information in order to process your transactions or as otherwise necessary to manage your account and as such, you cannot limit all sharing of personal information. Of course, if you ask us to provide your information to a trusted third party such as your accountant or attorney, we are glad to oblige. Additionally, on some occasions we may disclose information because we are legally required to do so. If you have questions regarding sharing of personal information, please contact your Fiera Capital Inc. relationship manager.

Last but not least, we maintain physical, electronic, and procedural safeguards that comply with applicable federal standards to guard your nonpublic, personal information. We regularly evaluate our technology in an effort to ensure that the safeguards we have in place maintain a high level of security and confidentiality for your personal information.

# FIERA CAPITAL INC.

## Part 2B of Form ADV The Brochure Supplement

375 Park Avenue, 8<sup>th</sup> Floor  
New York, NY 10152  
<https://us.fieracapital.com>

Updated: March 25, 2020

**This brochure supplement provides information about Joseph Abraham, Arun K. Bharath, Francois Bourdon, Andrew Chan, Anindya Chatterjee, Marc-André Desjardins, Carolyn Dolan, Michael Kalbfleisch, Iraj Kani, Eric Konigsberg, Nitin Kumbhani, Jonathan Lewis, Brian Meaney, Kenneth Potts, Sunil Reddy, Nadim Rizk, Benjamin Thompson, and Dexter Torres. It supplements the Fiera Capital Inc.'s (the "Firm" or "Fiera Capital") Form ADV brochure. You should have received a copy of that brochure. Please contact us at (212) 300-1600 if you did not receive Fiera Capital Inc.'s brochure or if you have any questions about the contents of this supplement.**

**Additional information about Fiera Capital Inc. is available on the SEC's website at [www.adviserinfo.gov](http://www.adviserinfo.gov).**



## **JOSEPH A. ABRAHAM, CFA**

### Educational Background and Business Experience

Mr. Abraham is a Senior Vice President and Portfolio Manager, Direct Client Investments. He is also a member of the Fixed Income Investment Committee and the Fiera Capital Inc. Tactical Asset Allocation Committee. Prior to joining the Firm in November 2015, Mr. Abraham worked at Samson Capital Advisors LLC from 2004 until 2015 in a similar role. Mr. Abraham was born in 1955.

Mr. Abraham received his BA and MA in Middle Eastern Studies and Economics from Georgetown University in 1980, an MBA in Finance from the Wharton School of the University of Pennsylvania in 1984, and an MS in Accounting from the University of Virginia in 1991. Mr. Abraham is also a CFA charterholder.<sup>1</sup>

### Disciplinary Information

Mr. Abraham has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Abraham or of the Firm.

### Other Business Activities

Mr. Abraham is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Abraham does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Abraham's investment recommendations are supervised by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Abraham. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

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<sup>1</sup> Several members of our investment teams hold the title of CFA charterholder. CFA Charter Minimum Qualifications: The Charter Financial Analyst ("CFA") designation is an international professional certification issued by the CFA Institute (formerly AIMR) to qualified candidates who complete a series of three examinations. To become a candidate for a CFA charter, candidates must meet one of the following requirements: 1) Undergraduate degree and four years of professional experience involving investment decision-making, or; 2) Four years qualified work experience (full time, but not necessarily investment related). Candidates may become a CFA Charterholder if they successfully pass three course exams, Levels 1, 2, and 3. The CFA Institute has stated that the average candidate may need approximately 250 hours of study for each of the three levels. The CFA curriculum includes these topic areas: Ethical and Professional Standards; Quantitative Methods (such as the time value of money, and statistical inference); Economics; Financial Reporting and Analysis; Corporate Finance; Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.); Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.). CFA Charterholders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct. More information on the CFA charter is available at [www.cfainstitute.org](http://www.cfainstitute.org).

## **ARUN K. BHARATH**

### Educational Background and Business Experience

Arun K. Bharath joined the Firm in 2018 and is a co-portfolio manager of the Fiera Capital Equity Allocation Fund, a SEC registered investment company managed by the Firm that allocates assets among multiple equity strategies in particular ETFs and Mutual Funds. He is also a Chief Investment Strategist at Bel Air Investment Advisors LLC (“Bel Air”), a SEC registered investment adviser affiliated with the Firm. Mr. Bharath joined Bel Air in 2007. Prior to joining Bel Air, Mr. Bharath was the Director of Research for Beacon Pointe Advisors where he led the research efforts in asset allocation and manager selection and performance monitoring. He previously worked in several manufacturing organizations such as Ford Motor Company, Toyota Motor and Honeywell. Mr. Bharath is a holder of the Chartered Financial Analyst designation<sup>2</sup>. He received a Master’s in Business Administration from the University of Southern California, as well as a Master’s in Industrial Engineering from Oklahoma State University. Mr. Bharath was born in 1968.

### Disciplinary Information

There is no disciplinary history to report.

### Other Business Activities

As noted above, Mr. Bharath is also affiliated with Bel Air and Bel Air Management LLC both SEC registered investment advisory affiliates of Fiera Capital. Please see Item 10 under Fiera Capital’s Form ADV Part 2A for a discussion of the relationship between Fiera Capital and Bel Air.

### Additional Compensation

There is no additional compensation to report.

### Supervision

Mr. Bharath’s investment recommendations and business activities at Fiera Capital are supervised by Mr. Francois Bourdon, the Firm’s Global Chief Investment Officer and Co-Portfolio Manager of the Fiera Capital Equity Allocation Fund. The Firm’s Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Bharath.

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<sup>2</sup> The Charter Financial Analyst (CFA) designation is an international professional certification issued by the CFA Institute to qualified candidates who complete a series of three examinations. To become a candidate for a CFA charter, candidates must meet one of the following requirements: 1) Undergraduate degree and four years of professional experience involving investment decision making, or; 2) Four years qualified work experience (full time, but not necessarily investment related). CFA Charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct. More information on the CFA charter is available at [www.cfainstitute.org](http://www.cfainstitute.org).

## **FRANCOIS BOURDON, CFA**

### Educational Background and Business Experience

Francois Bourdon is a Co-Portfolio Manager of the Fiera Capital Equity Allocation Fund, a SEC registered investment company managed by the Firm that allocates assets among multiple equity strategies in particular ETFs and Mutual Funds. In connection with the provision of investment advisory services to U.S. clients of the Firm, Mr. Bourdon acts under a participating affiliate arrangement between the Firm and Fiera Capital Corporation (“FCC”), the Firm’s parent company. See disclosures below regarding this participating affiliate arrangement.<sup>1</sup> François Bourdon is also the Global Chief Investment Officer of FCC and its group of affiliates. In this role, Mr. Bourdon oversees the group’s investment policies and strategies as well as aspects of risk management, operations and governance across all of investment activities. Mr. Bourdon has 21 years of industry experience and has been with FCC since its inception in 2003. Over the course of his career, he has held various positions at FCC including Associate Chief Investment Officer, Portfolio Manager-Quantitative Research, Director-Sales Strategies and Product Development. Prior to joining FCC, he was a consultant with a leading Canadian investment management and life insurance organization. Mr. Bourdon was born in 1972.

Mr. Bourdon graduated from Concordia University with a Bachelor of Mathematics (BMath) with a major in Actuarial Sciences. He later became a Fellow of the Society of Actuaries (FSA) and a fellow of the Canadian Institute of Actuaries (FCIA). He also obtained the Chartered Financial Analyst (CFA) and Professional Risk Manager (PRM) designations.

### Disciplinary Information

Mr. Bourdon has not been involved in any legal or disciplinary events that would be material to a client’s evaluation of Mr. Bourdon or of the Firm.

### Other Business Activities

As noted above, Mr. Bourdon is the Global Chief Investment Officer and is affiliated with FCC, the Firm’s parent company. Mr. Bourdon is Vice President at Fiera Private Alternative Investments Inc. Mr. Bourdon also serves on the board as a Director for the following entities:

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<sup>1</sup> Fiera Capital Inc. (“FCI”) is wholly-owned by Fiera Capital Corporation (“FCC”), a leading Canadian independent portfolio manager listed on the Toronto Stock Exchange under the symbol FSZ. FCC does not provide investment advisory services, or offer investment funds, in the United States or to U.S. persons. Investment advisory services for U.S. persons are provided by FCI. In connection with providing services to certain U.S. clients, FCI uses the resources of FCC acting in its capacity as FCI’s “participating affiliate,” in accordance with applicable guidance of the staff of the Securities and Exchange Commission (the “SEC”). A “participating affiliate” arrangement permits a non-U.S. affiliate of an SEC-registered investment adviser to provide investment advisory services through such SEC-registered adviser to U.S. clients without requiring the non-U.S. affiliate separately to register with the SEC as an investment adviser. These resources will specifically include, without limitation, the use of certain investment personnel. All such personnel of FCC will be treated as persons “associated with” FCI (as that term is defined by the Investment Advisers Act of 1940, as amended) in connection with the provision of any investment advisory services provided by such team members to U.S. clients.

Bel Air Investments Advisors LLC, Fiera Comox Partners Inc., Fiera Real Estate Investments Ltd. and Arvestia Inc.

Additional Compensation

Mr. Bourdon is not engaged in any other investment related business and does not receive compensation in connection with any business activity outside of the Firm and FCC.

Supervision

Mr. Bourdon's investment recommendations and business activities at Fiera Capital are supervised by the Global President and CEO of FCC and its group of affiliates. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Bourdon. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **ANDREW CHAN, MSc**

### Educational Background and Business Experience

Mr. Chan is a member of the Global Equities team and is Vice President and Portfolio Manager for the U.S., International and Global Equity strategies at Fiera Capital Corporation. In connection with the provision of investment advisory services to U.S. clients of the Firm, Mr. Chan acts under a participating affiliate arrangement between the Firm and Fiera Capital Corporation. See Important Disclosures below regarding this participating affiliate arrangement.<sup>1</sup> Prior to joining Fiera Capital Corporation in 2009, Mr. Chan was a senior analyst covering US small cap equities at Van Berkomp and Associates from 2007 to 2009. Mr. Chan was born in 1978.

Mr. Chan received his Bachelor of Commerce degree from McGill University in 2000 and his Master of Science from HEC Montreal in 2005.

### Disciplinary Information

Mr. Chan has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Chan or of the Firm.

### Other Business Activities

Mr. Chan is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Chan does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Chan's investment recommendations are supervised by Nadim Rizk, Senior Vice President and Lead Portfolio Manager, Global Equity. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Chan. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

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<sup>11</sup> Fiera Capital Inc. ("FCI") is wholly-owned by Fiera Capital Corporation ("FCC"), a leading Canadian independent portfolio manager listed on the Toronto Stock Exchange under the symbol FSZ. FCC does not provide investment advisory services, or offer investment funds, in the United States or to U.S. persons. Investment advisory services for U.S. persons are provided by FCI. In connection with providing services to certain U.S. clients, FCI uses the resources of FCC acting in its capacity as FCI's "participating affiliate," in accordance with applicable guidance of the staff of the Securities and Exchange Commission (the "SEC"). A "participating affiliate" arrangement permits a non-U.S. affiliate of a SEC-registered investment adviser to provide investment advisory services through such SEC-registered adviser to U.S. clients without requiring the non-U.S. affiliate separately to register with the SEC as an investment adviser. These resources will specifically include, without limitation, the use of certain investment personnel including Mr. Chan. All such personnel of FCC will be treated as persons "associated with" FCI (as that term is defined by the Investment Advisers Act of 1940, as amended) in connection with the provision of any investment advisory services provided by such team members to U.S. clients.

## **ANINDYA CHATTERJEE**

### Educational Background and Business Experience

Mr. Chatterjee is a member of the Emerging Markets team and Lead Portfolio Manager of the Emerging Markets Equity Strategy.

Prior to joining Fiera Capital in 2017, Mr. Chatterjee was a Managing Director and Senior Portfolio Manager at City National Rochdale (formerly Rochdale Investment Management), which he joined in 2011. He was the Senior Portfolio Manager of the City National Rochdale Emerging Markets Fund and worked closely with the research team in structuring the fund. Mr. Chatterjee is the former President of IIFL, Inc. where he worked with U.S. institutional investors and was influential in shaping the equity research sales of the firm. His previous employment includes international research positions in India and Asia, notably as Managing Director and Head of Emerging Markets Asia Equities Research at Jefferies and as Asia Equities Strategist at Bear Stearns. Mr. Chatterjee was born in 1969.

Mr. Chatterjee earned his M.A. in Economics and Finance from Tulane University. Additionally, he holds an M.A. in Economics from the University of Delhi and an MS in Electronic Commerce from Claremont Graduate University.

### Disciplinary Information

Mr. Chatterjee has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Chatterjee or of the Firm.

### Other Business Activities

Mr. Chatterjee is the sole owner of Trident Strategies LLC. Trident Strategies LLC is a general management consulting firm.

### Additional Compensation

Mr. Chatterjee receives deferred compensation from City National Rochdale, his former employer. Mr. Chatterjee no longer provides investment advice at City National Rochdale. He does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Chatterjee investment recommendations are monitored by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Chatterjee. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement

## **MARC-ANDRÉ DESJARDINS**

### Educational Background and Business Experience

Marc-André holds a Bachelor of Business Administration (BBA) from HEC Montréal, majoring in Finance/International Management, a Bachelor of Science (BS) from Université du Québec à Montréal, majoring in Biology, along with an Executive Master of Business Administration (EMBA) from Pepperdine University in Los Angeles.

Marc-André is the Deputy CIO, Private Alternatives and Head of Fund Investments, Private Debt. In his role as Deputy CIO of Private Alternatives, he is responsible for supporting the investment oversight and product development of all Fiera Private Alternatives, globally. Mr. Desjardin also serves on the Board of Directors of Fiera Real Estate Investments Limited as well as Fiera Comox Partners Inc. Marc-André is also the Portfolio Manager of the Global Diversified Lending Strategy, where he is responsible for researching, evaluating, advising and investing global private debt portfolios and managers including portfolios of affiliated managers.

Marc-André began working in the financial industry across various roles in 2001. He has been involved in the private alternative sector since 2008 working for seven years at Fiera Private Debt in Canada, where he helped improve operations, achieve targeted yields for investors, and as a member of the management committee, build a successful platform. Since 2015, Marc-André and his team have looked at over 600 private lenders globally, implementing a robust due diligence process, investing in various private lending funds as well as successfully launching the Global Diversified Lending Strategy in 2018.

### Disciplinary Information

Mr. Desjardins has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Desjardins or of the Firm.

### Other Business Activities

Mr. Desjardins is affiliated with FDX2 Capital, a family investment holding.

### Additional Compensation

Mr. Desjardins does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Desjardins investment recommendations are supervised by the Firm's Global Chief Investment Officer, Francois Bourdon as well as the President and Chief Executive Officer of Fiera Private Alternative Investments, John Valentini. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Desjardins. Any of these individuals can be reached directly by calling the telephone number on the cover of this brochure supplement.

## **CAROLYN N. DOLAN, CFA**

### Educational Background and Business Experience

Ms. Dolan is an Executive Vice President and Portfolio Manager, Direct Client Investments. She is also a member of the Management Committee, Fixed Income Investment Committee and the Fiera Capital Inc. Tactical Asset Allocation Committee. Prior to joining the Firm in November 2015, Ms. Dolan worked at Samson Capital Advisors LLC from 2004 until 2015 in a similar role. Ms. Dolan was born in 1947.

Ms. Dolan currently serves as a Trustee of Fordham University and is a member of the Investment/Finance and Audit Committees. She has served on the boards of the Cathedral School of St. John the Divine and Marymount College. Ms. Dolan is presently on the board of Mutual of America Institutional Funds, Inc., is on Market Street Trust Company's Board of Trustees, is a member of The Economic Club of New York and the Women's Forum of New York.

Ms. Dolan received an MS Degree from the Columbia School of Social Work in 1977 and an MBA from Columbia University in 1978. Ms. Dolan graduated from Marymount College in 1968 and was a social worker for seven years. She is also a CFA charterholder.

### Disciplinary Information

Ms. Dolan has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Ms. Dolan or of the Firm.

### Other Business Activities

Ms. Dolan is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Ms. Dolan does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Ms. Dolan's investment recommendations are supervised by the Firm's Chief Executive Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Ms. Dolan. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.



## **MICHAEL D KALBFLEISCH, CPA, CFA**

### Educational Background and Business Experience

Mr. Kalbfleisch is a Senior Vice President and Portfolio Manager of the Firm. Prior to joining the Firm in June 2016, Mr. Kalbfleisch worked at Apex Capital Management, Inc. from 2001 until 2016 in a similar role. Mr. Kalbfleisch was born in 1959.

Mr. Kalbfleisch received a BS in Accounting from University of Dayton. Mr. Kalbfleisch is also a Certified Public Accountant and CFA charterholder.

### Disciplinary Information

Mr. Kalbfleisch has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Kalbfleisch or of the Firm.

### Other Business Activities

Mr. Kalbfleisch is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Kalbfleisch does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Kalbfleisch investment recommendations are supervised by Mr. Kumbhani, Vice Chairman and the Chief of Growth Equity Strategies. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Kalbfleisch. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **IRAJ KANI, PhD**

### Educational Background and Business Experience

Mr. Kani is a Senior Vice President, Portfolio Manager and a member of the Fixed Income Investment Committee and the Fiera Capital Inc. Tactical Asset Allocation Committee. Prior to joining the Firm in November 2015, Mr. Kani worked at Samson Capital Advisors LLC from 2010 until 2015 in a similar role. Mr. Kani was born in 1960.

Prior to joining Fiera Capital Mr. Kani was the Vice President of Quantitative Strategies Group at Goldman Sachs from 1991 to 1998, where he was the senior modeler for the equity derivatives division. Before joining Goldman Sachs, he was the member of quantitative modeling in the Fixed Income Derivatives Trading group at Bankers Trust. Prior to that, he was a research fellow at Harvard University.

Mr. Kani has conducted significant research in derivative markets and has made numerous publications in financial and scientific journals worldwide. He is the co-author of fundamental work in Implied Volatility Trees, Static Options Replication and Stochastic Local Volatility, has participated in numerous lectures and conferences, and is the recipient of 1995 and 1996 Graham & Dodd Award.

Mr. Kani received his PhD in Theoretical Particle Physics from the University of Oxford, his MS in Particle Physics from the University of Michigan, his MS degree in Mathematics and his BS degrees in both Mathematics and Physics from the University of Minnesota. Mr. Kani currently serves as an Adjunct Associate Professor of Financial Engineering in the Department of Industrial Engineering and Operations Research at Columbia University, and as fellow of Financial Mathematics at the Courant Institute of New York University.

### Disciplinary Information

Mr. Kani has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Kani or of the Firm.

### Other Business Activities

Mr. Kani is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Kani does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Kani's investment recommendations are supervised by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Kani. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **ERIC KONIGSBERG, FRM, PRM, CAIA**

### Education Background and Business Experience

Mr. Konigsberg is the Deputy CIO for the U.S. Division of the Firm. Prior to joining the Firm in September 2016, Mr. Konigsberg worked at Larch Lane Advisors LLC from 2010 until 2016 as the Chief Risk Officer. He also worked at Ivy Asset Management as a Vice President in the Risk Management Group from 2004 until 2010. Mr. Konigsberg was born in 1975.

Mr. Konigsberg received a BA in Economics from the University of Pennsylvania and an MBA in Finance and Statistics from the Stern School of Business at New York University.

Mr. Konigsberg holds the Financial Risk Manager certification from the Global Association of Risk Management, a Professional Risk Manager certification from PRMIA and the Chartered Alternative Investment Analyst certification from the CAIA Association.

### Disciplinary Information

Mr. Konigsberg has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Konigsberg or of the Firm.

### Other Business Activities

Mr. Konigsberg is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Konigsberg does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Konigsberg's investment recommendations are supervised the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Konigsberg. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **NITIN N. KUMBHANI**

### Educational Background and Business Experience

Mr. Kumbhani is a Vice Chairman, the Chief of Growth Equity Strategies of the Firm and Portfolio Manager. Prior to joining the Firm in June 2016, Mr. Kumbhani founded and worked at Apex Capital Management, Inc. from 1987 until 2016 as President, CEO and CIO until its acquisition by Fiera Capital, Inc. Mr. Kumbhani was born in 1948.

Mr. Kumbhani received a BS in Electrical Engineering from West Virginia University.

### Disciplinary Information

Mr. Kumbhani has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Kumbhani or of the Firm.

### Other Business Activities

Mr. Kumbhani is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Kumbhani does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Kumbhani provides and discusses investment recommendations with other members of the Firm's investment staff. Mr. Kumbhani's investment recommendations are supervised by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Kumbhani. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **JONATHAN E. LEWIS**

### Educational Background and Business Experience

Mr. Lewis is the Firm's Chief Investment Officer. He is also a Portfolio Manager, a member of the Management Committee and the Fiera Capital Inc. Tactical Asset Allocation Committee and serves as the Chair of the Fixed Income Investment Committee. Prior to joining the Firm in November 2015, Mr. Lewis worked at Samson Capital Advisors LLC from 2004 until 2015 in a similar role. Mr. Lewis was born in 1962.

Mr. Lewis's articles have appeared in The Wall Street Journal, Barron's, and Worth Magazine. He is the author of Spy Capitalism: Itek and the CIA (Yale University Press, 2002) and the co-author of CIA Deputy Director Richard Bissell's memoirs - Reflections of a Cold Warrior (Yale University Press, 1996). He is Chair of the Investment Committee of The Phi Beta Kappa Foundation. He is a trustee of the village of Scarsdale and a former trustee of the Scarsdale Board of Education. He served as President of the Juvenile Diabetes Research Foundation of Westchester County and is a former member of its Board of Directors.

Mr. Lewis holds an MA from New York University Graduate School of Arts and Sciences, and an MBA from the Columbia University Graduate School of Business. He is a Phi Beta Kappa graduate of the University of North Carolina at Chapel Hill.

### Disciplinary Information

Mr. Lewis has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Lewis or of the Firm.

### Other Business Activities

Mr. Lewis is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Lewis does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Lewis is the Chief Investment Officer and is supervised by the Firm's President and Chief Executive Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Lewis. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **BRIAN P. MEANEY, CFA**

### Educational Background and Business Experience

Mr. Meaney is a Vice President, Taxable Strategist, and a member of the Fixed Income Investment Committee. Prior to joining the Firm in November 2015, Mr. Meaney worked at Samson Capital Advisors LLC from 2004 until 2015 in a similar role. Mr. Meaney was born in 1979.

Mr. Meaney received a BA in Government and International Studies from the University of Notre Dame in 2001. He is also a CFA charterholder.

### Disciplinary Information

Mr. Meaney has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Meaney or of the Firm.

### Other Business Activities

Mr. Meaney is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Meaney does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Meaney's investment recommendations are supervised by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Meaney. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **KENNETH M. POTTS**

### Educational Background and Business Experience

Mr. Potts is a Senior Vice President, Portfolio Manager, and a member of the Fixed Income Investment Committee. Prior to joining the Firm in November 2015, Mr. Potts worked at Samson Capital Advisors LLC from 2005 until 2015 in a similar role. Mr. Potts was born in 1965.

Mr. Potts holds a BA in Business from Skidmore College and an MBA in Finance from the New York University Stern School of Business.

### Disciplinary Information

Mr. Potts has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Potts or of the Firm.

### Other Business Activities

Mr. Potts is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Potts does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Potts's investment recommendations are supervised by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Potts. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **SUNIL M. REDDY, CFA**

### Educational Background and Business Experience

Mr. Reddy is a Senior Vice President and Portfolio Manager of the Firm. Prior to joining the Firm in June 2016, Mr. Reddy worked at Apex Capital Management, Inc. from 2008 until 2016 in a similar role. Mr. Reddy was born in 1963.

Mr. Reddy received a BS in electrical engineering from The Ohio State University and an MBA from Case Western Reserve. Mr. Reddy is also a CFA charterholder.

### Disciplinary Information

Mr. Reddy has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Reddy or of the Firm.

### Other Business Activities

Mr. Reddy is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Reddy does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Reddy investment recommendations are supervised by Mr. Kumbhani, Vice Chairman and the Chief of Growth Equity Strategies. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Reddy. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.



## **NADIM RIZK, CFA**

### Educational Background and Business Experience

Mr. Rizk, a Senior Vice President and Head of Global Equities, is the Lead Portfolio Manager of the U.S., International and Global Equity strategies at Fiera Capital Corporation. In connection with the provision of investment advisory services to U.S. clients of the Firm, Mr. Rizk acts under a participating affiliate arrangement between the Firm and Fiera Capital Corporation. See disclosures below regarding this participating affiliate arrangement.<sup>1</sup> Prior to joining Fiera Capital Corporation in 2009, Mr. Rizk was a senior global research analyst from 2000 to 2004, and the head of global equities & manager of the US and global equity funds from 2004 to 2009 at Montrusco Bolton. Mr. Rizk was born in 1974.

Mr. Rizk received his BBA from American University of Beirut in 1995 and his MBA from McGill University in 1998. Mr. Rizk is also a CFA charterholder.

### Disciplinary Information

Mr. Rizk has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Rizk or of the Firm.

### Other Business Activities

Mr. Rizk is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Rizk does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Rizk's investment recommendations are supervised by the Chief Investment Officer of Fiera Capital Corporation, the Firm's parent company. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Rizk. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

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<sup>1</sup> Fiera Capital Inc. ("FCI") is wholly-owned by Fiera Capital Corporation ("FCC"), a leading Canadian independent portfolio manager listed on the Toronto Stock Exchange under the symbol FSZ. FCC does not provide investment advisory services, or offer investment funds, in the United States or to U.S. persons. Investment advisory services for U.S. persons are provided by FCI. In connection with providing services to certain U.S. clients, FCI uses the resources of FCC acting in its capacity as FCI's "participating affiliate," in accordance with applicable guidance of the staff of the Securities and Exchange Commission (the "SEC"). A "participating affiliate" arrangement permits a non-U.S. affiliate of an SEC-registered investment adviser to provide investment advisory services through such SEC-registered adviser to U.S. clients without requiring the non-U.S. affiliate separately to register with the SEC as an investment adviser. These resources will specifically include, without limitation, the use of certain investment personnel. All such personnel of FCC will be treated as persons "associated with" FCI (as that term is defined by the Investment Advisers Act of 1940, as amended) in connection with the provision of any investment advisory services provided by such team members to U.S. clients.

## **BENJAMIN S. THOMPSON**

### Educational Background and Business Experience

Mr. Thompson is the President and Chief Executive Officer of the Firm. He is also a Portfolio Manager and a member of the Management Committee and Fixed Income Investment Committee. Mr. Thompson was formerly a member of the Board of Directors of the Municipal Securities Rulemaking Board. His term ended in 2014. Prior to joining the Firm in November 2015, Mr. Thompson worked at Samson Capital Advisors LLC from 2004 until 2015 in a similar role. Mr. Thompson was born in 1968.

Mr. Thompson received a BA in Economics from Colorado College.

### Disciplinary Information

Mr. Thompson has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Thompson or of the Firm.

### Other Business Activities

Mr. Thompson is not engaged in any other investment related business and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Thompson does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Thompson is the President and Chief Executive Officer of the Firm and supervises all other employees and he is also the Firm's interim Chief Investment Officer when the CIO cannot temporarily perform his duties. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Thompson. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.

## **DEXTER TORRES, CFA**

### Educational Background and Business Experience

Mr. Torres is a Senior Vice President, Portfolio Manager and Head of Trading. He is also a member of the Fixed Income Investment Committee. Mr. Torres's responsibilities include trading, contribution to investment strategy, communication of market activity and opportunistic trading ideas. Prior to joining the Firm in November 2015, Mr. Torres worked at Samson Capital Advisors LLC from 2004 until 2015 in a similar role. Mr. Torres was born in 1973.

Mr. Torres received his BA in Economics from State University of New York at Albany in 1995 and is a CFA charterholder. Mr. Torres was born in 1973.

### Disciplinary Information

Mr. Torres has not been involved in any legal or disciplinary events that would be material to a client's evaluation of Mr. Torres or of the Firm.

### Other Business Activities

Mr. Torres is not engaged in any other investment related business, and does not receive compensation in connection with any business activity outside of the Firm.

### Additional Compensation

Mr. Torres does not receive economic benefits from any person or entity other than the Firm in connection with the provision of investment advice to clients.

### Supervision

Mr. Torres's investment recommendations are supervised by the Firm's Chief Investment Officer. The Firm's Chief Compliance Officer supervises all compliance activities of the Firm, including those relating to Mr. Torres. Any of these individuals can be reached by calling the telephone number on the cover of this brochure supplement.