

Meet our Total Investment Solutions Team

A panoramic approach to solutioning that drives your investment outcomes

Headlines containing fearful messages are significantly on the rise.¹ What's more, investors are more drawn to headlines that contain a negative message, putting their long-term decision-making at risk. At the Total Investment Solutions (TIS) Team's core, we help investors battle behavioural finance. We do this with a holistic, multi-faceted approach that delves into investor psychology and not simply just investment products. Our ultimate goal is to help investors tune out the noise of the financial media, stay diversified, and stay invested for long-term success.

Investment philosophy

We believe that the most sustainable source of long-term returns in the market is from earnings growth from stocks and investable yields from bonds. We remain disciplined with a long-term focus, supported by confidence in the ongoing financial productivity of a carefully selected, diversified portfolio of these assets.

Investment approach

We have a purpose-driven and disciplined, yet actively open-minded investment approach. Our team focuses on foundational principles, such as our objective 'Purpose Score' for investment ideas, and finding fundamental ways to manage and lower volatility through diversification.

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TIS develops a deep understanding of an investment's purpose and expected return and risk. This allows us to look past short-term noise, and design the right solutions for our clients' desired outcomes.

David Wong, CFA, FRM
Chief Investment Officer,
Managing Director & Head,
Total Investment Solutions

Total Investment Solutions Team at a glance

\$232 billion

firmwide assets TIS researches and monitors

\$81+ billion

multi-asset, multi-manager solutions TIS manages

\$350+ billion

equity, fixed income, currency & derivatives TIS trades annually

1,800

proprietary manager research reports in TIS database

45+

manager relationships globally across traditional and alternative assets

60+

team members



Manager Research & Monitoring

We bring scale, process and objectivity to our manager decision-making. We are steadfast in our approach, with objective frameworks for evaluating investment ideas and an investment manager's expected performance.



Operational Due Diligence

TIS continuously monitors subadvisors for investment policy guideline compliance adherence. We also study and look for patterns in past instances of operational failures to help our clients.



Beta & Outcome Management

TIS is responsible for the portfolio management of passive strategies and outcome management. We seek to build custom solutions to address a variety of investment problems.



Portfolio Construction & Asset Allocation

We're responsible for the portfolio management of our \$81+ billion managed solutions programs. We don't just 'buy and hold'. We 'buy, monitor and manage'.



Performance & Risk Reporting & Analysis

Our team drives the generation and oversight of risk and performance management for CIBC Asset Management, helping provide analytics that guide investment decisions across the firm.



Trading & Implementation

We trade over \$350 billion annually on behalf of CIBC Asset Management's investment teams across equities, global fixed income (not including domestic), currency and derivatives.

What sets us apart



Asset owner mindset

By thinking like asset owners, we aim to discover a deeper understanding of an investment opportunity's long-term trajectory and its portfolio purpose. This allows us to avoid buzzwords and guides us to proprietary research that helps us uncover the best path forward.



Total portfolio approach

We view the interplay across assets as being just as important as the individual assets themselves. Instead of solely analyzing individual opportunities at the micro level, we use a holistic lens to find investments that collectively work together to create desired outcomes.



Diversity of thought

Our team seeks new perspectives to incorporate diversity of thought into our investment decisions. We're well-positioned to avoid groupthink with 25 different languages spoken, a wide variety of prior work experiences at major global financial institutions, and several different industry credentials, including 19 CFA designations.

Meet the team



David Wong, CFA, FRM

Chief Investment Officer, Managing Director & Head, Total Investment Solutions

Joined CIBC Asset Management: 2011

Industry experience since: 1998

Beta & Outcome Management



Patrick Thillou

Managing Director & Head,

Global Trading & Beta Solutions

Joined CIBC Asset Management: 1997

Industry experience since: 1996

Operational Due Diligence



Hanley Mathew

Director, Investment Operations

Joined CIBC Asset Management: 2018

Industry experience since: 1996

Manager Research & Monitoring



Philip Lee

Executive Director, Manager Research

Joined CIBC Asset Management: 2012

Industry experience since: 2000

Performance & Risk Reporting & Analysis



Raymond Foo

Director, Performance & Risk Analytics

Joined CIBC Asset Management: 2014

Industry experience since: 2014

Portfolio Construction & Asset Allocation



Leslie Alba

Director, Portfolio Solutions

Joined CIBC Asset Management: 2022

Industry experience since: 2012

Client Portfolio Management



Michael Keaveney

Vice-President, Managed Solutions

*Joined CIBC Asset Management: 2024;
2011-2014*

Industry experience since: 1995

Why CIBC Asset Management

Today's investment landscape has created new obstacles – and new opportunities – for investors. CIBC Asset Management is ready to help you navigate your investing journey with innovative solutions, thoughtful insights and dedicated support for your evolving needs.

- **\$232 billion** of assets under management²
- **50+ years of experience** in actively managing investment mandates³
- Trusted partner of over **2 million** investors and institutions worldwide



Get timely insights and research that matters most to you.

Leverage CIBC Asset Management's deep and diverse expertise to help guide your investment decisions.

For our latest thought leadership, visit our [Insights Hub](#).

To learn more about our Total Investment Solutions Team, contact your advisor or CIBC Asset Management representative.

cibcassetmanagement.com

All information in this document is as at June 30 2024, unless otherwise indicated, and is subject to change. Except where noted, all figures expressed are in Canadian dollars.

¹Rozado D, Hughes R, Halberstadt J (2022) [Longitudinal analysis of sentiment and emotion in news media headlines using automated labelling with Transformer language models](#) (PLOS ONE).

²As at June 30, 2024. This figure includes \$46 billion in multi-asset and notional currency overlay mandates and \$38 billion in 3rd party sub-advised assets.

³TAL Global Asset Management Inc., a privately-owned investment manager was founded in 1972. CIBC took an ownership stake in 1994, eventually assuming 100% in 2001.

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