



AIC GLOBAL HOLDINGS INC.



PORTLAND  
HOLDINGS™



PORTLAND  
INVESTMENT COUNSEL



MANDEVILLE®

A large, stylized compass rose is positioned in the lower-left quadrant of the page. It has a red center and black and white directional points. A dashed black line curves across the upper portion of the page, starting from the left and extending towards the right. The background is a light, textured grey.

GROWTH  
CHALLENGES  
OPPORTUNITIES



**Our 200,000-square-foot head office is located on 33 acres of expansive, beautifully manicured grounds in Burlington, Ontario.**

*We invite you to become part of this fast paced, dynamic and strong entrepreneurial environment which will provide you with challenges and opportunities leading to professional growth and personal development.*

**EMPLOYEE TESTIMONIAL**

*I'm proud to be surrounded by colleagues who are the best in their field, and I'm always excited to learn from them.*

# ABOUT US

The Portland Holdings Group is headquartered in Canada and has various businesses and investments throughout the Caribbean, Latin America and Europe. The Canadian entities include:

- Mandeville Private Client Inc. (an IIROC investment dealer)
- Mandeville Insurance Services Inc. (life insurance)
- Portland Investment Counsel Inc. (asset manager)
- AIC Global Holdings Inc.
- Portland Private Equity

**Overarching all of our investments are our investment principles:**

1. own a few high quality businesses;
2. thoroughly understand these businesses;
3. ensure these businesses are domiciled in strong, long-term growth industries,
4. use leveraging prudently and
5. hold these businesses for the long run.

As the founder of Portland, Michael Lee-Chin's business accomplishments span various countries and numerous sectors. At the helm, Michael has established an investment philosophy and guiding principles for each of the companies under Portland.

The primary difference between Portland and many other investment companies is our commitment to being a long-term shareholder and taking significant positions in investee companies.

- We engage in a hands on operational approach to understand the businesses we invest in.
- We have added private equity to the mix of global publicly traded equities and fixed income securities.
- We invest in high-quality businesses that are most aligned with the principles followed by successful wealth creators.

**1987**  
AIC Limited is formed and becomes Canada's largest privately held mutual fund company with AUA of over \$15 billion at its peak



**2002**  
Acquires majority interest in National Commercial Bank Jamaica Limited (NCB). Total assets as of Dec. 31, 2016 of approx. C\$6.5 billion<sup>1</sup>



**2009**  
AIC funds sold to Manulife. Portland becomes a subadvisor for Manulife funds and continues as advisor of other funds. Portland launches its own group of retail mutual funds and alternative funds in 2012



**PORTLAND**  
INVESTMENT COUNSEL

**2014**  
Portland Global Energy Efficiency and Renewable Energy Fund LP was awarded the "Investment Fund Deal of the Year" at the Private Capital Markets Association of Canada Annual Conference

**1996**  
Michael Lee-Chin awarded the Entrepreneur of the Year in the Services Category from Ernst & Young

**2007**  
Portland Private Equity (PPE) launches first fund with commitments of US\$225 million<sup>2</sup>

**2012**  
Forms group of wealth management companies to include an investment dealer and life insurance

**PCMA AWARDS**  
PRIVATE CAPITAL  
DEALS OF THE YEAR  
PAST AWARD WINNER  
Investment Fund Deal of the Year

# MICHAEL LEE-CHIN

Michael Lee-Chin, President and Chairman of Portland Holdings, is widely regarded as a visionary entrepreneur, whose philosophy of “doing well and doing good”, has resulted in extraordinary business success and inspiring philanthropic initiatives.

Born in Port Antonio, Jamaica in 1951, Michael immigrated to Canada in 1970, to study civil engineering at McMaster University, in Hamilton, Ontario. After beginning post-graduate studies, Michael decided to explore career opportunities within the mutual fund industry. At the age of 26, he became a financial advisor and, with growing success, progressed to the position of branch manager.

In 1983, at the age of 32, Michael borrowed money to purchase \$500,000 worth of Mackenzie Financial stock. Four years later, the stock appreciated seven-fold and Michael used the profits to make his first acquisition - a small Ontario-based investment firm called AIC Limited. At that time, Advantage Investment Counsel (a division of AIC Limited) had assets under management of just \$800,000. Within 20 years, AIC grew from less than \$1 million in assets to more than \$15 billion under management, at its business peak. In 2009, AIC's retail investment fund business was sold to Manulife. Today, Michael remains firmly committed to creating wealth for investors as Executive Chairman and CEO and Portfolio Manager of Portland Investment Counsel Inc., and Chairman and CEO of Mandeville Private Client Inc.



## YOUR CAREER

We take a similar approach to hiring and retaining employees as we do with the businesses we own – we “buy and hold.” We’re continually on the watch for professionals with a fresh outlook; who aren’t afraid to think “outside the box;” and who’ll go that extra mile in the name of achieving our clients’ goals.

Our employees contribute directly to the success of our organization. We offer a number of employment opportunities in various departments.

As an employee, you’ll also enjoy the following benefits:

- Training and development
- Employee discounts
- Career development opportunities
- Health and wellness programs
- Social committee activities
- Free parking
- On-site cafeteria

## CULTURE

We’re fortunate to have developed and maintained a very distinct entrepreneurial culture. We encourage staff to embrace the challenges that they’re faced with, rise to these challenges and go over, under, around and through their roadblocks. Above all, employees are encouraged to work in teams and to think and act like champions, to demonstrate the qualities of a champion in the workplace, to each other, to our clients.

*“Our greatest resource is our employees. We hire the very best employees and reward them with a competitive salary and benefits package.”*



2015

Michael Lee-Chin received the Wealth Professional Award for Lifetime Achievement in the Financial Planning Industry from Wealth Professional

2015

Portland Private Income Fund awarded “Investment Fund Deal of the Year” at the Private Capital Markets Association of Canada Annual Conference.



2017

Portland Focused Plus Fund LP wins the “2017 Private Capital Markets Association of Canada Investment Fund Award” at the Private Capital Markets Association of Canada Annual Conference.

2017

Mandeville Private Client Inc., took home the Fundserv Award for Advisor Network/Brokerage of the Year.



2018

For the **second** consecutive year, Mandeville Private Client Inc., took home the Fundserv Award for Advisor Network/Brokerage of the Year.

2018

Portland Investment Counsel Funds win at the 2018 Canadian Hedge Fund Awards



2019

2019 Private Capital Markets Association of Canada (PCMA) National Conference - the Real Estate Development Award of the Year for Bay & Scollard Development Trust

# PHILANTHROPY

Michael Lee-Chin believes in “prosperitas cum caritate” which appears on the Portland Holding crest and means doing well and doing good. Personally and through his businesses, he has pledged/made many large donations.

## STAFF CHARITABLE DONATIONS



- The Cure Foundation is a national foundation that provides funding for basic and clinical research for breast cancer. This is an annual fundraiser and we have raised \$1,142.00 to date.
- The Canadian Red Cross mission is to improve the lives of vulnerable people by mobilizing the power of humanity in Canada and around the world. We raised \$700.00 in support of the 2010 earthquake in Haiti.
- Kidsfest runs a Backpack Program which identifies children with the greatest needs in low income communities and provides them with Backpacks filled with school essentials. We raised \$3,641.00 for this charity. Note: some of this amount had been previously raised in 2009.
- Halton Women's Shelter provides emergency shelter, crisis services, and support to physically, sexually, financially, and emotionally abused women and their dependent children. Staff contributed much needed items as well as raising \$237.00 from the sale of bath bombs in 2017.
- The Mustard Seed provides a home for disabled children as well as teenage mothers and their babies in Jamaica. We collected 65 bears in a variety of sizes.
- Ronald McDonald House is a home away from home for those families with children diagnosed with cancer or other life threatening diseases. We selected items from their Holiday Wishlist, such as food for the kitchen, children's toys and other home necessities.
- The Canadian Cancer Society is a national, community-based organization of volunteers whose mission is the eradication of cancer and the enhancement of the quality of life of people living with cancer. Through the spring daffodil program we raised \$65.
- The Hospital for Sick Children (Sick Kids) and Scleroderma Society of Ontario - we collected approximately 25 boxes of new and gently used books to support our former employees, Jane and Julie Kraemer in their family's fundraising effort for these two charities.
- Partnership West Food Bank - located in Burlington, provides food to families and healthy snacks for school. It is a vital resource for many singles and “working poor” whose income does not cover all their expenses. We raised \$4,038.20 and collected over 1,000lbs of food.

## CORPORATE PHILANTHROPY



- Donated \$1 million to Joseph Brant Hospital to support an expansion and renovation project in 2000
- Donated \$350,000 to Burlington Art Centre to support renovations to enable greater community access in 2001
- Donates \$5 million to McMaster University which was used to establish the AIC Institute of Strategic Business Studies at the Michael G. DeGroot School of Business in 2001
- Pledged \$30 million to Royal Ontario Museum's Renaissance ROM Campaign in 2003
- Pledged \$10 million to the Campaign for the University of Toronto which was used to establish the AIC Institute for Leadership at the Joseph L. Rotman School of Management in 2004
- Named Outstanding Philanthropist of the Year by the Association of Fundraising Professionals (Toronto Chapter) in 2005
- Donated \$1 million to Toronto General & Western Hospital Foundation to support the creation of the “Michael Lee-Chin and Family Short Stay Unit” in 2007
- Donated almost \$4 million to Northern Caribbean University to build a world class nursing school - the Hyacinth Chen School of Nursing in honour of his mother. The state of the art facility accommodates 800 nursing students in 2008
- Donated \$10M to Joseph Brant Hospital to support the redevelopment and expansion campaign 2014
- The N.C.B. Foundation celebrated the milestone of donating over J\$1-billion dollars in ten years to nation building efforts in the areas of: Education, Sports & Community Development and Youth Leadership & Entrepreneurship directly impacting over 160,000 Jamaicans in 2015
- Michael Lee-Chin and family received the 2015 Association of Fundraising Professionals' (Golden Horseshoe Chapter) National Philanthropy Award in the category of Outstanding Philanthropist in 2015
- Grand opening of the new Michael Lee-Chin & Family Patient Tower at Joseph Brant Hospital in 2017

## Your Future

If you seek a dynamic and exciting workplace where personal excellence is recognized and rewarded, we welcome your interest.

All candidates should send their resume to: [resumes@portlandic.com](mailto:resumes@portlandic.com) or Portland Holdings Inc., 1375 Kerns Road, Suite 100, Burlington, Ontario, L7P 4V7.

To learn more visit our websites at :

[www.portlandic.com](http://www.portlandic.com)  
[www.mandevilleinc.com](http://www.mandevilleinc.com)  
[www.portlandholdings.com](http://www.portlandholdings.com)

1. Sourced from NCB 2016 Annual Report, converted to Canadian Dollars using an exchange rate from December 31, 2016

2. Sourced from [www.portlandpe.com](http://www.portlandpe.com)

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