

TMT**PREDICTIONS**2015

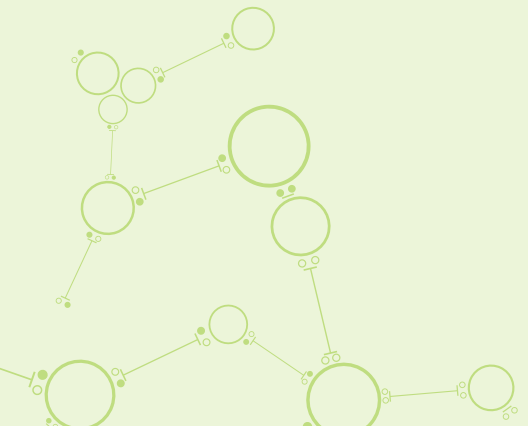
REGIONAL SPOKESPERSON BIOGRAPHIES

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Robert Nardi

National Leader, Technology, Media & Telecommunications industry practice

Robert is the industry managing partner for Deloitte Canada's Technology, Media and Telecommunications practice (TMT) and a member of the Deloitte Global TMT executive committee.

He works with and advises international TMT companies on growth, strategy, financing and mergers and acquisitions. Experienced in working with start-up companies using cutting-edge technologies, Robert gives his clients full access to his network to provide them with value-added and timely connections.



Duncan Stewart

Director of Technology, Media &
Telecommunications Research, Deloitte Canada

Duncan is the Director of Technology, Media & Telecommunications (TMT) Research for Deloitte Canada, and is a globally recognized expert on the forecasting of consumer and enterprise TMT trends. He presents regularly at conferences and to companies on marketing, technology, consumer trends, and the longer term TMT outlook. He also works with individual clients (across all industries) in assessing the impact of technological, demographic, and regulatory changes on their business strategies.

He is a member of Deloitte's national TMT executive team, and co-author of Deloitte Research's annual Predictions report on trends in TMT.

Duncan has 25 years of experience in the TMT industry. As an analyst and portfolio manager, he has provided research or made investments in the entire Canadian technology and telecommunications sector, and won the Canadian Technology Fund Manager of the Year award in its inaugural year. In his time as an investor he deployed a cumulative \$2 billion of capital into global TMT markets.

Duncan has a high profile media presence and is frequently interviewed on TMT issues. He has been a technology columnist for the Globe and Mail, CBC Radio and the National Post.

He is a CFA® charterholder and also holds a B.A. in Political Science from the University of British Columbia.



Clinton G. McNair

Technology, Media & Telecommunications
Industry Leader, Calgary

Clint is a Calgary audit and advisory partner with extensive experience advising audit and non-audit clients on International and U.S. accounting matters, IPO Readiness and general business strategy.

Clint has over 17 years of Deloitte experience across various countries (Canada, U.S., Australia and South Africa) and multiple industries (technology, media and telecommunications (TMT), retail, energy and manufacturing). He works with both private and public entities across the spectrum from start-ups going public to large global multinationals.

He leads the Alberta TMT practice and is responsible for determining strategic direction within the province, identifying and executing business development opportunities and building eminence. Clint is regularly asked to facilitate for Deloitte internationally on IFRS and PCAOB Standards. While based in the U.S. he led the development and deployment of the global Deloitte response to Sarbanes-Oxley Section 404 (SOX) for the global organization of Deloitte member firms (DTTL).

Clint is passionate about his clients and his thoughtful, collaborative and pragmatic approach is well suited to helping his clients' businesses achieve their strategic objectives.



J. Blair Knippel

**Technology, Media & Telecommunications Industry
Leader, Cleantech Group Leader, Prairie Region**

Blair is a Partner with the Prairie Region tax group and has been with Deloitte since his career began in 1988. He has worked extensively with Technology, Media & Telecommunications (TMT) clients throughout his career, is Deloitte's TMT and CleanTech leader in Prairie Region and has responsibility for the region's Fast 50 Program.

Blair serves a wide variety of Canadian and international TMT, CleanTech and other clients. He concentrates his professional practice on Canadian and international inbound/outbound business consulting assignments. Blair is experienced in providing tax and general business advice to TMT and CleanTech clients throughout the continuum of business operations, from start-up to IPO/sale. He works in conjunction with TMT, CleanTech and other practitioners across North America to bring leading-edge tax and business ideas to clients including various business aspects of receiving crowdfunding/crowdsourcing.

Blair has lectured for the Institute of Chartered Accountants of Saskatchewan and University of Saskatchewan – W. Brett Wilson Centre for Entrepreneurial Excellence – on business and capital raising issues. He is formerly Chair of the Saskatchewan Capital Network (Saskatchewan's sole angel investment organization), is VP Finance for Moso Conference Inc. board (one of Canada's leading mobile social media conferences) and has been working with private, investment and government sectors to bring angel tax credits for TMT companies to Saskatchewan. Previously, Blair co- chaired Saskatoon's Science City Committee and was president of the Greater Saskatoon Chamber of Commerce.



Jamie Barron

**Technology, Media & Telecommunications,
Southwestern Ontario / National Telecom
Sector Leader**

Jamie is an audit partner specializing in the Technology, Media & Telecommunications (TMT) industry practice in Southwestern Ontario. Jamie has over 20 years of experience working with technology companies of all sizes.

He has worked with early stage technology companies from inception through their various stages of growth. He has been actively involved with this sector for a number of years and continues to play an instrumental role in helping his clients grow and succeed.



Jeffrey Johnson

**Technology, Media & Telecommunications
Industry Leader, National Capital Region**

Jeff Johnson is the Technology, Media and Telecommunications (TMT) leader for the National Capital Region (NCR). Located in the heart of “Silicon Valley North” Jeff leads Deloitte’s market efforts on the ground in Ottawa.

Jeff’s primary responsibility is to bring in-depth industry knowledge and insights to our technology clients to help them grow and thrive in an increasingly competitive and global environment. He translates his experience advising clients into helping the team of over 70 professionals dedicated to technology companies bring differentiated value and business solutions. Jeff is also responsible for leading the Technology Fast 50 program in the NCR and as an active member of the local TMT community Jeff brings a unique vision and energy to both the practice and each of his clients.



Jeremy Webster

Technology, Media & Telecommunications
Industry Leader, Edmonton

Jeremy Webster is a partner who leads Deloitte's Edmonton's Technology, Media & Telecommunications (TMT) sector, Public Sector, Financial Services and Financial Advisory Practice. He leads service lines including valuation, alliances and partnering, mergers & acquisitions and strategy. He has been advising clients for 28 years in Alberta, Canada, North America and Europe. He is the Lead Client Service Partner for several significant Deloitte clients. He has published articles, given presentations and appeared as a guest on BNN and radio. He is on the Board of Directors of BioAlberta. Jeremy is a chartered accountant and a chartered business valuator.



John Hutson, CA

Technology, Media & Telecommunications
Industry Leader, Toronto

John Hutson is the Toronto Technology, Media & Telecommunications (TMT) leader with over 30 years of experience working at Deloitte.

John focuses primarily on the Technology Sector of TMT and works with many of our Toronto TMT high growth priority accounts.

As a partner of Tax, he acts as the business advisor for many of his clients and assisting them on matters such as mergers and acquisitions, divestitures, financing arrangements, and helping to leverage and preserve cash.

As a senior partner, he is well connected within the firm and the business community at large and ensures that Deloitte's value add proposition is brought to clients.



Julien Lassonde

**Technology, Media & Telecommunications
Industry Leader, Quebec City Region**

Julien graduated from the École Polytechnique de Montréal as a software engineer. Before joining Deloitte 10 years ago, he had acquired 10 years of IT and computer science industry experience developing multimedia software (video games and special effects for movies) and military technology as the software research and development project manager.

Julien provides expertise in government incentives (subsidies and tax credits) to Canadian, Brazilian and French clients in various IT areas. As an example, he has successfully managed incentive claim files for companies involved in the areas of multimedia software, web and database development, CAO/PLM engineering systems and business management IT systems.



François Sauvageau

**Technology, Media & Telecommunications
Industry Leader, Region of Quebec**

François is an audit partner in the region of Quebec and has more than 20 years of experience including two years in Deloitte's San Jose, California office. François serves both private and public companies in the life sciences and technology, media and telecommunications sectors.

His experience also includes assisting growth companies that are assessing various alternatives including private financing, debt offerings and initial public offerings in both Canada and the U.S.

François is often invited to share his knowledge and point of view in various conferences and media interviews.



Kari Lockhart

Technology, Media & Telecommunications
Industry Leader, British Columbia

Kari is Deloitte Canada's technology industry leader for British Columbia.

She brings 14 years of business advisory and public and private financial reporting experience for emerging enterprises through critical stages of growth. Kari has also worked as a Corporate Controller for a high-tech company.

Her understanding of the TMT industry in BC helps her guide organizations around the pitfalls associated with rapid growth, such as building effective and innovative financial practices to support that growth. Kari has also helped high-tech companies prepare for international expansion and market penetration by counseling on financial structures and back-office operations. She connects companies striving for growth with global partners who can help these companies succeed.

Kari is passionate about the high-tech industry. As leader of Deloitte's strategic partnership with the BC Technology Industry Association, she works to support the advancement of technology companies in BC. Kari also offers her expertise as an advisory board member for The Next Big Thing.





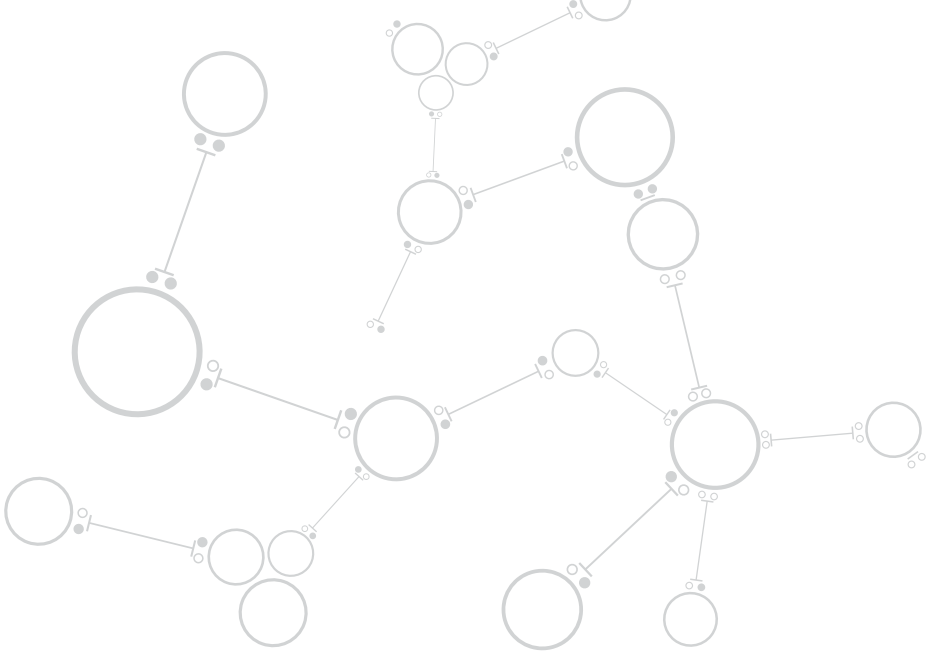
Steven Carr

**Technology, Media & Telecommunications
Industry Leader, Atlantic Canada**

Steven is the leader for Deloitte's Technology, Media, & Telecommunications industry group in Atlantic Canada and a senior manager in Deloitte's tax practice.

Steven specializes in assisting corporations with their Scientific Research and Experimental Development (SR&ED) credits. He also focuses on serving private companies ranging from start-ups to large multi-million dollar corporations. He works with them to navigate through complex issues related to contracts for SR&ED, assess SR&ED filing options to maximize the inclusions of overheads, and ensure all eligible expenditures are included and substantiated in the claim.

Steven is a Certified Management Accountant (CMA) & earned his MBA in 1999.



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