

## MANAGEMENT TEAM

### JAMES MANNING

SENIOR ASSOCIATE, ACQUISITIONS



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Mr. Manning has experience in investment banking, corporate development and real estate investments. Prior to joining Balfour, Mr. Manning was a member of the Mergers and Acquisitions group at BMO Capital Markets (TSX: BMO). There, he worked on buy-side and sell-side M&A, asset acquisitions and dispositions, recapitalizations and restructurings across numerous industries including Engineering & Construction, Financial Services, Infrastructure, Metals & Mining, Oil & Gas, Real Estate and Renewable Energy. Prior to joining BMO's investment banking division, Mr. Manning was a member of the leadership development program at Manulife Financial Corporation (TSX: MFC). In this program, he worked for the corporate development and strategy team with a focus on global growth opportunities in the Wealth and Asset Management sector. Prior to this role, he was a member of Manulife's real estate investment team responsible for evaluating and executing institutional real estate investments across North America. Mr. Manning began his career as an Investment Analyst with the Federal Government of Canada.

He holds a Bachelor of Arts (Honors) in Applied Economics from Queen's University and a Master of Business Administration from the Ivey Business School at Western University. Mr. Manning is a CFA charter holder.