

MATTHEW R. HANDLEY

Tel. 416 276 1144 Email: matt@handleyco.ca Citizenship: Canada & United Kingdom



Experienced CEO, Entrepreneur & Consultant, with track record in digital healthcare, finance, & commercial real estate. Zero to one build experience, 2,600% rev. growth, \$1B+ completed transactions, work product recognized by top 20 hedge fund founder. Experience spans Digital Healthcare, Accounting, Finance, Alternatives, Renewables, Securities and Commercial Real Estate.

EXPERIENCE

Consultant

Handley & Co

11/2022 – present

Research, Advisory & Investment Analysis

Onsite and Remote

- Advisory and analysis for Digital Healthcare Investor group
- Advisor to President of a large Union on Digital Healthcare investments
- Vision, investment model and due diligence for CHA compliant Ortho focussed Ambulatory Surgical Center
- Analysis/Insights to drivers for Public/Private health integration
- Advisor to stealth mode seed co

Chief Executive Officer

Members Health Inc

09/2018 - 08/2022

Digital Health

Ontario, Canada

- Built, ground up, a Digital Healthcare Company serving a unique market
- Delivered a 2602% increase in Monthly Recurring Revenue over 3 years
- Designed a detailed scope of solution and created an intelligent offering
- Built/delivered Investor Pitch securing seed capital and follow-on capital
- Assembled an exceptional, multi discipline team of Surgeons, Specialists and FMD's - and managed their engagement and structure
- Crafted workflow and built out a dynamic Sales and Operations team
- Established brand as a trusted name within market
- Managed clients, board, investors, lender and banking relationships
- Actively managed operations, engaging delivery of care and health escalation matters for patient population exceeding 100,000

Principal Analyst

Handley & Co

09/2015 - 08/2018

Research, Advisory & Investment Analysis

Florida, United States

- Developed independent & confidential analysis for Hedge Funds, Private Equity, and UHNW individuals.
- Performed due diligence on public and private market investments, framed macro, competitive, qualitative and quantitative views.
- Consultant V.P. for planned Distributed Generation Solar Commercial Rooftop start-up (Private Equity backed).

Chief Investment Officer

Hummingbird Equity

04/2013 - 07/2015

Investment Company

Ontario, Canada

- Developed investment model to capture a near par USD/CAD market to acquire U.S. Net Lease Assets guaranteed by Fortune 500 Corps & the U.S. Government
- Secured strategic relationships with largest U.S. Net Lease Brokerage, exceptional agreements with KPMG & Bennett Jones

SUMMARY

Entrepreneurial and inquisitive, with an exceptionally strong business and financial acumen, having completed over \$1 Billion in multi-sector transactions. Constantly curious and deeply driven to make a difference. My work has been mentioned in Reuters, CNBC and published on Seeking Alpha. I am an advocate of people-first strategies, backed by research and financial models. Highly skilled at forging strong relationships with clients, investors, board members, employees, industry and regulators alike. Big believer in feedback systems that engage clients and the organizational team. Well-honed ability to navigate complex sectors, industries and structures. Comfortable managing change while conveying optimism and positivity.

STRENGTHS

- Leadership & Empathy
- Integrity, Ethics & Presence
- Strategic Thinking & Planning
- Effective decision-making
- Operations & Risk Management
- Emotional Intelligence
- Entrepreneurial & Growth Driven

REFERENCES

Dr. Donald Jones

Thoracic Surgeon & Chief Medical Officer
Members Health Inc.

Mr. Saurabh Rastogi

Managing Director, Head of Investment Risk
Ontario Teachers' Pension Plan

Mr. Andrew Fortis

Founding Partner
Hummingbird Law

President

Bexhill Inc. Real Estate Investment, Advisory & Brokerage

10/2003 - 02/2013 Ontario, Canada

- Negotiated Commercial, Industrial & Residential Real Estate Transactions
- Trusted advisor to several HNW clients & Dev Co's
- Structured JV's, Partnerships, Acquisitions & Dispositions

Director of Finance

VHL Developments Inc Condominium Development Co.

04/2002 - 09/2003 Ontario, Canada

- Retained to restructure company financially
- Restructured and formalized project investment analysis, accounting and finance staffing and processes, negotiated multiple credit facilities
- Served as President's right hand to assess financial viability of dev options

Assistant Controller

Davpart Inc Commercial Real Estate Investment Corp

01/2000 - 03/2002 Ontario Canada

- Managed Accounting and Finance operations for diverse 10 Million square foot Commercial Real Estate Portfolio
- Negotiated LOI's & APS agreements, leases, contracts, financing & managed external consultants

Pre - Year 2000 experience

Project Manager/Acting Controller - Heron

Financial Analyst/Acquisitions Manager - CANL/Dundee REIT

Financial Analyst - Met Life investment subsidiary

EDUCATION - CERTIFICATES - LICENSES

Bachelor of Commerce (B.Com)

Royal Roads University (ex. Royal Roads Military College)

Continuing Medical Education Courses

Harvard Medical School

Energy Innovation and Emerging Technologies Program

Stanford University

Law School (First Year only)

Florida Coastal School of Law

Broker of Record License - Ontario

CREA/OREA/RECO

BOARDS & ADVISORY

- Board of Governors - Royal Roads University
- Board - Members Health Inc
- Board - numerous condominium investments
- Advisor to pre-seed & seed stage firms
- Youth at Risk Mentor Program

SKILLS

- Visionary thinking
- Research and analysis
- Financial modeling & accounting
- Investment presentations
- Strategic growth planning
- Execution and delivery
- Client management & development
- New business development
- Revenue generation
- Team building
- Management
- Legal & contracts
- P&L management
- Resource optimization
- Investor & Board relations

SPEAKING ENGAGEMENTS

Virtual Care - A Patient First Approach Can Change Lives (Mr. Matthew Handley & Dr. Donald Jones)

International Foundation Employee Benefit Plans

2021 53rd Annual Canadian Employee Benefits Conference

International Foundation Employee Benefit Plans

- Invited speakers for Digital Healthcare Expertise

PUBLICATIONS

Interviewed and mentioned in Reuters

Reuters

Svea Herbst Bayliss

Mentioned on air CNBC

CNBC - Power Lunch - Brian Sullivan

Brian Sullivan, Herb Greenberg

Multiple Research Articles

Seeking Alpha

Matthew Handley