

MATTHEW R. HANDLEY

Ex-CEO **Digital Healthcare**

Ex-Principal Analyst **Alternatives & Securities**

Ex-CIO/President **Commercial & Residential Real Estate**

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



EXPERIENCE

Chief Executive Officer

Members Health Inc

Digital Healthcare

📅 09/2018 - 08/2022 📍 Ontario, Canada

- Built from zero to one, a Digital Healthcare Company serving a unique market
- Delivered a 2602% increase in Monthly Recurring Revenue over 3 years
- Identified target markets core problems & defined contours for a solution
- Designed a detailed scope of solution and created a full service offering
- Built & presented Investor Pitch securing seed capital and follow-on Investor capital
- Assembled an exceptional, multi discipline team of Surgeons, Specialists and FMD's, and managed their engagement and structure
- Crafted work-flow and built out a dynamic Sales and Operations team
- Established Members Health 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

Research & Analysis

📅 09/2015 - 08/2018 📍 Florida, United States

- Developed independent & confidential analysis for Hedge Funds, Private Equity, and Ultra High Net Worth individuals.
- Performed due diligence on public and private market investments, framed macro, competitive, qualitative and quantitative views.
- Served as Consultant V.P. Real Estate for a Distributed Generation pre-seed start-up for a Private Equity group, provided analysis & research in the renewables space Solar), sourced targets and structured proposals for Commercial Rooftop

Chief Investment Officer

Hummingbird Equity

Investment Company

📅 04/2013 - 07/2015 📍 Ontario Canada

- Developed investment model to capture a near par USD/CAD relationship 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
- Presented Investment Thesis and Model to UHNW individuals, investment banks.

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
- Structured JV's, Partnerships, Acquisitions & Dispositions

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 that prove-out sustainable revenue growth. Skilled at forging strong trust-based relationships with clients, investors, board members, employees, industry and regulators alike. Believer in feedback systems that engage clients and the organizational team to inform strategic and organizational goals. Well-honed ability to navigate complex sectors, industries and structures, and 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

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

EXPERIENCE

Director of Finance

VHL Developments Inc

Condominium Development Co.

📅 04/2002 - 09/2003 📍 Ontario Canada Real Estate &

- Retained to assist the company financially & operationally
- Restructured and formalized project investment analysis, accounting and finance staffing and process
- Negotiated several new credit facilities
- Served as President's right hand to assess financial viability of potential developments

Assistant Controller

Davpart Inc

Commercial Real Estate Investment Corp

📅 01/2000 - 03/2002 📍 Ontario Canada

- Managed Accounting and Finance operations for 10M square foot multiclass Commercial RE portfolio
- Negotiated LOI's & APS agreements, leases, contracts, financing & managed external consultants

PRE-2000 - EXPERIENCE CONTINUED

Project Manager - Heron

Fin. An/Acq. Manager - CANL/Dundee REIT

Financial Analyst - Met Life

EDUCATION - CERTIFICATES - LICENSES

Bachelor of Commerce (B.Com)

[Royal Roads University \(ex. Royal Roads Military College\)](#)

1998-2000

Continuing Medical Education Courses

[Harvard Medical School](#)

2021

Energy Innovation and Emerging Technologies Cert.

[Stanford University](#)

2018

Law School (First Year only)

[Florida Coastal School of Law](#)

2008 - 2009

Broker of Record License - Ontario

[CREA/OREA/RECO](#)

2003 - 2023

BOARDS & ADVISORY

- Board of Governors - Royal Roads University
- Board - Members Health Inc
- Boards of several condominium investments
- Advisor to pre-seed & seed stage firms

SKILLS

- Visionary thinking
- Research and analysis
- Financial modeling
- Investment presentations
- Strategic growth planning
- Execution and delivery
- Client trust building
- 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 of Employee Benefit Plans

- Invited speakers for Digital Healthcare Expertise

PUBLICATIONS

Mentioned in Reuters

[Reuters](#)

Svea Herbst Bayliss

Mentioned on CNBC

[CNBC - Power Lunch - Brian Sullivan](#)

Brian Sullivan, Herb Greenberg

Multiple Research Articles

[Seeking Alpha](#)

Matthew Handley