BC Ballantyne Capital

Is a boutique investment firm right for you?

Enjoy an alternative investment experience to that at national asset managers

History

Ballantyne Capital Ltd., founded in 2018, is a Vancouver-based independent investment management firm that deals with high-net-worth individuals, families and business owners in British Columbia. The firm is named after Ballantyne Pier, built-in 1923 and is a historic commercial area that contributed to Vancouver's development as a central hub for trade.

Similar to Ballantyne Pier, we would like to contribute to B.C. investors' prosperity for years to come.

Why deal with us?

Knowledge and Expertise

We have provided professional money management for clients through a wide range of market conditions. This track record of experience continues to inform our prudent approach and long-term perspective.

Independent Thinking

Our clients prefer to deal with an independent local firm that is more enterprising, and they recognize the added quality and knowledge that a specialized firm can offer.

Personalized Investing

We offer separately managed portfolios that allow for greater customization as securities are held directly in your name and not pooled with other clients. For example, we can harvest taxable gains when needed, and better tailor holdings to your personal needs and circumstances.

Strong Relationships

Investors who seek a professional portfolio manager to help make investment decisions on their behalf will enjoy our service. As we have a fiduciary duty to act in our client’s best interest, trust and professionalism are our core values.

How we work with you

Ballantyne Capital will be your portfolio manager and make your day-to-day investment decisions. You will also have a relationship with a third -party custodian who is responsible for the safekeeping of your assets and essential reporting.

Role of Portfolio Manager

- Ballantyne Capital offers Separately Managed Accounts (SMAs). In an SMA, each client's assets are held separately from other clients (no pooling as in mutual funds).
- With an SMA, the portfolio manager takes care of your account for you. We make investment decisions for a group of managed accounts simultaneously.
- As you own the securities directly, we can customize a portfolio based on your family's or business's circumstances.

Role of Custodian

Or

- RBC Investor & Treasury Services (RBC I&TS) and Raymond James Correspondence Services (RJCS) are national providers of custody services known as the safekeeping of assets.
- Your money is resides with RBC I&TS or RJCS and is held in your name. This service offers an extra layer of protection and safety.
- As a custodian, it also provides monthly or quarterly statements that include all account activity, a list of holdings and valuations, and all tax reporting.

We are active portfolio managers who focus on achieving absolute rates of return instead of relative returns to a stock market index. This approach helps us provide consistent risk-adjusted returns for our clients.

Investment Approach

The investment goal is to build a diversified portfolio of Canadian and U.S. securities (primarily large-cap companies) with superior return potential over the next three to five years.

To capitalize on the long-term market and currency trends, we tactically shift weight between the two countries (Canada and US) within a range of 30 to 70 percent, depending on our outlook.

Our universe of securities offers adequate diversification by sector, industry and geography. We can take advantage of different market conditions, such as cyclical versus defensive and domestic versus international trends.

We follow a growth at a reasonable price (GARP) investment approach and pursue a disciplined buy-and-sell strategy.

A management team with proven experience

Allan Pankratz, CFA
President & Portfolio Manager
allan@ballantynecap.com

Allan is the co-founder and president of the firm. His previous work experience includes over 23 years in the investment industry. He was the past president of an investment management firm for one of Canada's largest credit unions and oversaw the growth of the firm from its infancy to over $1 billion in assets.

Martin Lussier, MCPM PMP
Chief Operating Officer
martin@ballantynecap.com

Martin is the co-founder and COO of the firm. He has 35 years of investment industry experience in the operations and IT areas. After spending over ten years at Canada's largest wealth management firm, Martin founded a successful enterprise project management firm providing wealth management firms with the ability to deliver on strategic initiatives.

Kai Yuen
Advisory Board Member
kai@ballantynecap.com

Kai is a 40 year veteran in the financial industry and is a member of Ballantyne Capital's advisory board. His previous work experience includes senior portfolio management roles with several of Canada's largest financial institutions with a focus on high-net-worth and institutional clients.

Helen Pankratz
Portfolio and Client Administrator
helen@ballantynecap.com

Helen's previous experience consists of working at a large financial institution where she was responsible for identifying clients' wealth management needs and providing investment advice. She has a B.A. from UBC and a business diploma from BCIT.

What makes us different?

We are active portfolio managers who focus on achieving absolute rates of return instead of relative returns to a stock market index. This approach helps us provide consistent risk-adjusted returns for our clients.

You will have a direct relationship with the portfolio managers, the primary investment decision-makers who will keep you up- -to-date and informed.

Unlike many national asset managers, the interests of our clients and the managing partners are better aligned. As an independent firm, we invest our money in the portfolios we manage and provide capital to the firm.

Our size allows us to stay nimble, quickly take advantage of opportunities as they arise, and provide a very attentive and responsive client service level.

Contact us to learn more

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