

## Eric Lachance, CFA

Vice President, Finance

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### LANGUAGES

French: mother tongue  
English: daily use  
Spanish: intermediate

### PROFILE

Executive with 20 years of experience in corporate strategy, management, financing, global investment, and strategic investment portfolio, particularly in the energy and infrastructure sectors.

Well-known for his business vision, his long-term strategic approach and his capacity to be solutions-oriented.

Successfully built the CDPQ Paris team, which is responsible for managing over 35% of global investments in the CDPQ's infrastructure portfolio, and to negotiate and conduct purchase and sale transactions for more than 25 different investments.

### ACADEMIC BACKGROUND

➤ **Bachelor of Commerce, with an honours in Economics and Finance** **1993–1996**

Joint Honours designation  
McGill University, Montréal

➤ **Chartered Financial Analyst (CFA)** **1998–2000**

Association for Investment Management and Research (AIMR)

### PROFESSIONAL EXPERIENCE

#### Gaz Métro

**Vice President, Finance**

**Dec. 2016-present**

- Responsible for financing, corporate, IT and logistics activities.
- Responsible for monitoring and developing our U.S. activities.
- Member of Gaz Métro's Executive Committee, Audit Committee and Pension Fund Committee.

#### CDPQ Paris

**Regional Director – Europe**

**Infrastructure investment management and optimization**

**Jan. 2014 to Dec. 2016**

- Lead the CDPQ Paris team, a new CDPQ subsidiary in charge of managing and optimizing the CDPQ's European infrastructure investments.
- Define management strategies for an investment portfolio worth over \$5 billion.
- Support the CDPQ in establishing and maintaining high-level business partnerships (BOD, CEO, governments).
- Act as a contact person for internal and external stakeholders for the subsidiary's operations.

#### Caisse de dépôt et de placement du Québec

**Private investments and infrastructures**

**Director, Investment / Asset Optimization**

**2007–2014**

- Maximize the value of infrastructure and private investments by managing portfolios under my responsibility in a thorough and proactive manner.
- Meet with portfolio firm leaders, review the business strategy and business environment perspectives.
- Present recommendations to management and executive committees and to Caisse BOD committees.
- Lead negotiations and carry out the agreements required to implement the recommendations.

**Caisse de dépôt et de placement du Québec**

**Private investments**

**Director, Investments**

**2004–2007**

- Assess potential investment opportunities, prepare investment recommendations, negotiate and execute transactions, primarily in the media and telecommunications sectors.
- Manage relationships with portfolio firms and follow up on investments.

**Private investments**

**Analyst, Investments**

**2000–2002**

**Analyst, Turnaround**

**2002–2003**

**Director, Turnaround**

**2003–2004**

- Assess private and public companies and their activity sectors for potential investment purposes.
- Keep track of the financial developments of portfolio firms or firms being studied by assessing financial statements and industry surveys, and by meeting with their executives.
- Following their transfer, diagnose portfolio potential and problems with a view to developing an action plan for their management.
- Negotiate with stakeholders for reinvestments, the sale of investments, insolvency processes, and the revision of the legal documentation associated with these transactions.

**CIBC Wood Gundy**

**Private management services**

**Financial Assistant**

**1998–2000**

- Assess the special projects carried out by the team of a broker with over \$100 million in assets under management.
- Perform detailed analyses of public firms in order to produce reports and provide recommendations about them to clients.
- Quickly overview and assess public firms with a view to responding to clients' requests and to providing immediate recommendations.
- Assess the performance of client portfolios.

**ADDITIONAL TRAINING**

➤ **Canadian Securities Course**

**1997**

➤ **Conduct and Practices Handbook Course**

**1998**

➤ **Options courses**

**1998**

Canadian Securities Institute

➤ **Effective Negotiating seminar**

**2001**

Provided by Karrass

➤ **Le sens politique, une habileté essentielle (Political acumen, an essential quality)**

**2005**

Michèle Poirier & Associés Inc.

➤ **Leadership program**

**2013–2015**

Group 3 / CDPQ