

## Philantra Foundation™



### **Table of contents**

Page <b>3</b>	A word from the Chair of the Board of Directors A message from the President of the Foundation	
	Meet your Philantra team	Page 4
Page <b>6</b>	Here's to 5 years and many more to come at the Philantra Foundation!	
	In their words: Testimonials from organizations we work with	Page 10
Page 13	The Philantra Foundation in action	
	Annual review	Page <b>15</b>
Page <b>17</b>	A five-star shoutout to our stellar collaborators	





## A word from the Chair of the Board of Directors

It's hard to believe, but Philantra is already celebrating its fifth anniversary!

These five years have been marked by generosity, shared values to help shape a better world and a common passion for building a new player that adds its energy and drive to the philanthropic scene.

The Philantra Foundation now has close to \$200M in assets and has distributed amounts well above its minimum obligations set out in Canadian legislation since it came into existence.

Everyone involved in the Philantra adventure has made this difference.

The members of Philantra's Board of Directors, National Bank's partners, the Philantra team and, above all, our donor clients have all joined forces and used our power to make Philantra the success we are celebrating today.

I would like to take this opportunity to thank my colleagues on the Board of Directors, including two pioneers who have been with me since the very beginning of the Philantra Foundation, Nathalie Bachand and Delphine Pittet, and two new members welcomed this year, Geneviève Beauchamp and Patrice Cayer. A special thank you also goes to former chair Jehan Vekemans, who passed the torch on this year; to Danièle Panneton, who retired to make way for equally dynamic successors, and to all those who have worked outside the spotlight to make this exceptional achievement a reality.

A special mention goes to the Philantra team, Chantal Thomas, Julie Mulligan and Danika Bouchard, who bring life to the foundation every day.

In this annual report, we have chosen to illustrate with a few examples the impact the Philantra Foundation has in people's lives. This is only a sample, but it allows us to imagine the full scope of the support and positive action that a project like Philantra can foster: a meaningful initiative brilliantly led by kind-hearted people.

**Isabelle Fecteau**, Notary, M. Fisc. Chair of the Board of Directors

Philantra Foundation



### A message from the President of the Foundation

It is with great joy and pride that I address you as the new Chair of the Philantra Foundation as of December 2024. This year is particularly special for us, as Philantra celebrates five years of existence.

Since its inception, Philantra has experienced remarkable growth and has positioned itself as a key player in the field of philanthropy in Canada. The year 2024–2025 was an exceptional one, marked by significant achievements and an unwavering commitment on the part of our clients to support various causes across the country and beyond. I would also like to express my deep gratitude to Philantra's many donors across the country. Your generosity and ongoing support are essential to our mission and contribute to making a difference in the lives of many people.

A big thank you also goes out to our teams of advisors at National Bank Financial Wealth Management and Private Banking 1859, who strive to highlight Philantra's service offering and ensure visibility for its mission. Your dedication and passion are key to the success of the Foundation and help strengthen its reputation and impact. Finally, thank you to the Philantra team for working tirelessly to promote this project.

Together, let's continue to make Philantra a force for the common good and build a better future for everyone.

It is therefore with great energy that we look forward to the coming year, and I hope you will discover over the next few pages what your unwavering support has enabled us to achieve this year.

With sincere regards,

Geneviève Beauchamp

President, Philantra Foundation



### Meet your Philantra team



"I'm really happy with my choice of Philantra! You're a great team!"

- Donor, Quebec

#### Chantal

My career with donors has influenced my professional life and, I would say, my personal life. Donors are a blessing, a mentor once told me; talk to people, another one said. Instinctively, I knew that these words were well founded. After 30 years in philanthropy, I can add that donors share their passions with us and contribute in their own way to the development of our practice. "Learning from your donors" was the theme of a conference held a few years ago, a subject so profound, it could fill countless pages.

After studying in administration, I had the opportunity to work for my alma mater (Université de Montréal, where I studied music). It was a philanthropic effort to lay the professional foundations for a department at the institution that was modest at the time. I quickly became interested in wealth transfer and planned giving and honed my financial planning skills (Pl. Fin.) to better serve donors. Driven by a need to better understand various philanthropic cultures, I completed

a certification at the Lilly School of Philanthropy at Indiana University, as well as a brief stint at McGill, and found an answer to this need, as well as an openness to others in their diversity.

Five years ago, I was pleased to be called on to launch the Philantra Foundation (and administer private foundations at National Bank Trust). I realized that although organizations are fortunate to be helped by numerous philanthropy professionals, individuals do not receive this support, or at least not in an orchestrated and holistic way. It is therefore by mobilizing experts (accountants, tax specialists, investment advisors, financial and estate planners, etc.) around them that we can address this gap. This is the mandate that the Philantra team has given itself.

Working with philanthropists means being inspired every day, learning and raising your standards to meet the aspirations of those who want to change the world, one donation at a time!

#### Danika

My experience in wealth management and administration as well as my journey to obtaining my financial planning designation (Pl. Fin.) have allowed me to understand the financial industry, its opportunities and challenges. Although acquiring solid financial skills and building lasting relationships are essential, putting these acquired skills to work in the philanthropic world to contribute to a more equitable and inclusive society is a truly meaningful mandate!

During my deployments abroad with an international NGO, I developed both my know-how and soft skills, useful in mandates often carried out in very diverse cultural, religious and economic environments, requiring constant adaptation

of human and financial resource management strategies. Each context represented a unique challenge, providing valuable preparation for any future endeavour aligned with human ambitions to contribute where needs are most acute.

Today, within the Philantra Foundation, I play a central role by leveraging these tactical and interpersonal experiences and skills to support donors in developing their philanthropic projects throughout their lifetime and beyond.

Being part of the Philantra community is a unique opportunity, and it is a privilege to collaborate with a generous clientele that wants to have a significant impact, both now and in the future. On a day-to-day basis, I have the pleasure of supporting philanthropists in developing and carrying out their individual or even multigenerational visions and translating them into concrete actions and initiatives. Moreover, every day, I have the privilege of working alongside registered charities across the broad spectrum of philanthropic causes, thereby channelling the collective impact of the Foundation and its donors.

My commitment is based on a deep conviction that philanthropy has the power to transform lives and strengthen communities. Driven by this vision, I leverage my career and personal commitment in service of this noble mission, with the desire to generate a lasting and significant impact.

#### Julie

A graduate in accounting, I have been employed at National Bank for nearly 15 years. I obtained my Certified Financial Planner® certification for Canada while working as a private banker for four years within Private Banking 1859 in the Ottawa area.

It was my experience in this role with three of my own donor clients that made me want to get involved with Philantra! To see them achieve their philanthropic dreams firsthand through exceptional coaching and witnessing their appreciation was eye-opening for me. That is when I took steps to reorient my career within the bank, developing a unique expertise: finance and taxation in philanthropy. I joined the team in 2022, and since then my enthusiasm for this role has only grown.

Putting my new skills into action to benefit an altruistic clientele working toward the common good is rewarding and very special. I am committed to maximizing the impact of donations and opening discussions on the medium- and long-term scope of assistance and directing the conversation to a topic that is often not often addressed until we are involved: strategic and optimal philanthropy. These clients can dream of making a big difference, and they have the ability to do so and benefit from expertise that is still not widely used.

"Thank you for your generosity and outstanding cooperation."

- Charitable organization, Quebec

"We feel very comfortable working with all of you."

- Donor, Quebec

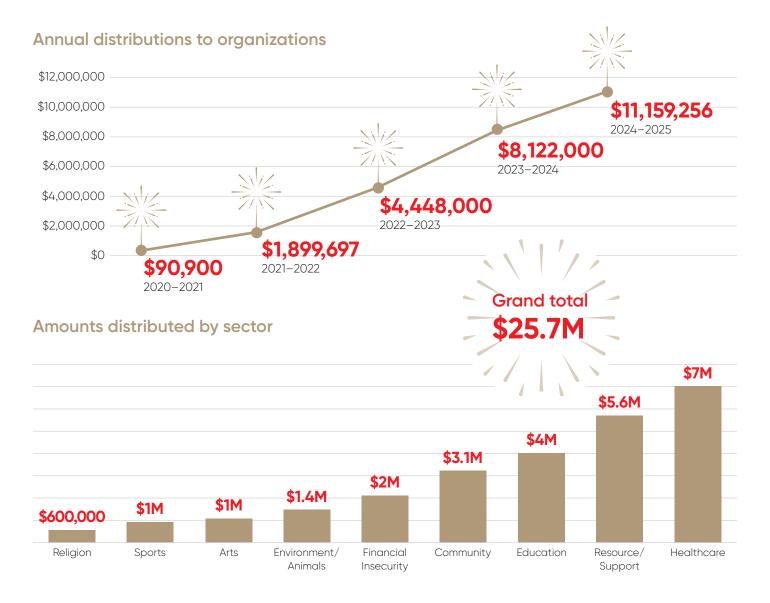
# Here's to 5 years and many more to come at the Philantra Foundation!

### The inspiring Philantra community

After five years, we already have a great community of donors, advisors and collaborators who have written the first chapter of Philantra's life.

Today, the Foundation is made up of nearly 200 philanthropists from coast to coast whose generosity has already made its mark on the Canadian mosaic of charitable organizations, as well as internationally, with close to \$26 million in

donations made after five years to over a thousand organizations. With close to \$200 million in assets, Philantra has established itself as a solid foundation, now widely recognized as a leading figure in the Canadian philanthropic landscape. It can also draw on a dedicated, disciplined board of directors and a passionate team that stands out in their community and strives to make a difference in people's lives.

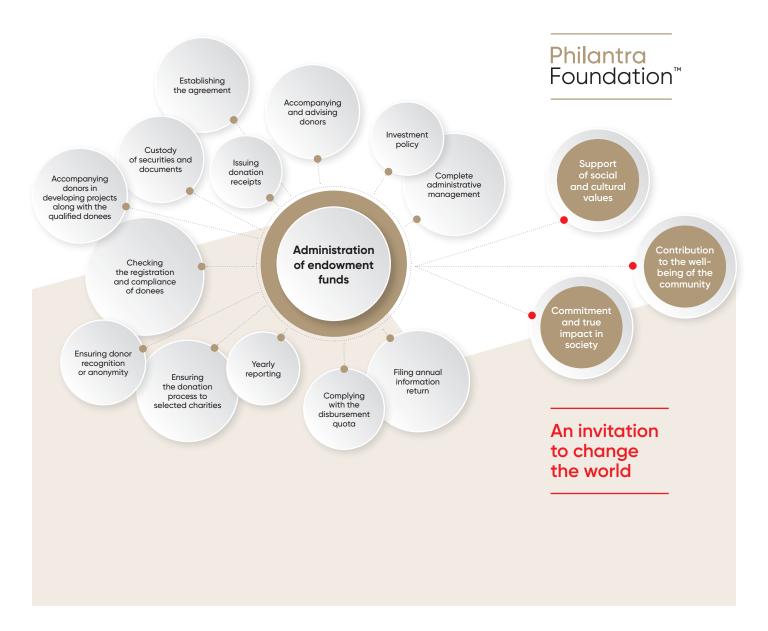


### Time for a first assessment

As we reflect on this initial milestone, the Philantra Foundation stands out for its dynamic approach and expertise, and is universally acknowledged for its exponential growth, a sign of its relevance and the consistent quality of its services.

Among the defining traits of the Philantra Foundation, agility and openness are often highlighted. These qualities have paved the way for several innovative projects, many of which were inspired by clients who shared fresh ideas. Their input has led to tangible improvements in day-to-day operations and has influenced the adoption of new practices.

The service-oriented approach and holistic support for philanthropic clients that are the cornerstones of Philantra's success cannot be overlooked. The Philantra Foundation—a structuring and facilitating vehicle for making philanthropic donations in a simple and efficient way—revolves around two complementary areas: upstream support when planning for the fund creation, particularly through a costed tool that supports strategic thinking, and an advisory service that guides donors through the complexity of the philanthropic landscape in order to maximize the impact of their contribution to donees.



"Thank you to the entire team for your support. This is uncharted territory for me, and I'm surrounded by great people."

- Donor, Quebec

For the common good, donations resulting from this approach are often higher than initially expected, at a lower cost and materialized more quickly over time.

Moreover, over the past two years, we have heard more organizations express their appreciation for the support they have received. They have highlighted a better understanding of the needs of our donors, the development of more impactful communication tools, the improvement of their standards—particularly in terms of impact reports—and, for some, support in refining their governance.

At Philantra, transparency and accountability are fundamental priorities that have been recognized as pillars of success with clients since its inception. In addition to taking charge of all administrative aspects related to donations, the team is constantly innovating by providing its clientele with a number of practical tools: online access to their charitable fund, up-to-date tax information added to the annual report, minimum disbursement quota calculation details, the reserve for each fund (if applicable), a cumulative balance sheet and a mid-year summary.

A private online donations page is also available to donors, allowing them to collect contributions directly into their funds, with tax receipts and thank you messages issued immediately. In addition to personalized communications linked to

significant moments in the lives of these individuals, occasional messages aimed at raising awareness around the causes that are important to them are carefully crafted. These highlight opportunities to donate, double the impact of donations or even announce philanthropic challenges for their favourite organizations.

Whether it is anonymity or case-by-case recognition for each donation, signing multi-year agreements or appointing successors, no effort is spared to provide an exceptional, made-to-measure experience to donors, their families and loved ones.

### The coming years

Over the next five years, the focus will be on strengthening relationships with established clients, the true pillar on which the Foundation is based, on increasing the number of confirmations of gifts in wills, and on measuring the impact of Philantra and its community on charities.

Business development priorities include continuing the expansion in the Maritimes and Ontario, as well as strengthening Philantra's presence in Western Canada.

The appointment of two new members to the Board of Directors has further strengthened the Foundation's strategic governance. Their arrival brings renewed perspectives and creative energy, reinforcing Philantra's core foundations. These contributions represent key assets that will support the organization in shaping a sustainable and forward-looking future.

### **Thanks**

A huge thank you to all those who have believed in Philantra since day one, who place their trust in it day after day and who continue to believe in its ability, in all its dimensions, to fully achieve the philanthropic ambition of an entire community!



On behalf of the people who inspire and drive this engagement: Thank you from the bottom of our hearts!

"Thank you for allowing us to broaden our horizons."

- Donor, Ontario

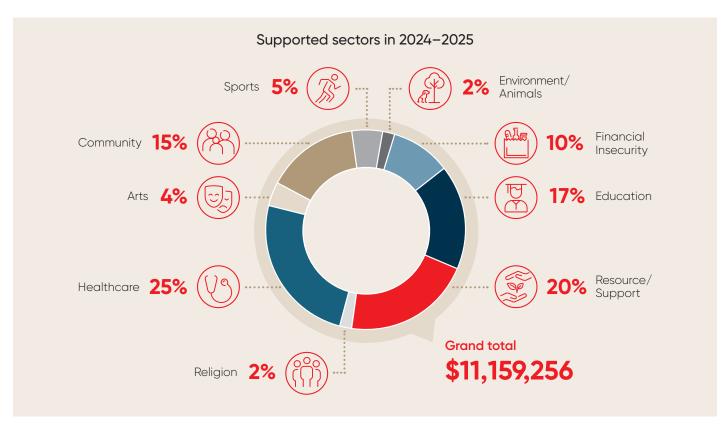
"Thank you for your presentation to my client. He was impressed with your expertise!"

Senior Investment Advisor and Portfolio
 Manager PB1859, Saskatchewan

"I appreciate how quickly you work and, above all, your great sense of service!"

– Donor, Alberta

### Impact through our donors



"Cooperation has been excellent for many years. We reach out to several foundations throughout the year, and we have a good knowledge of this sector."

- Charitable organization, Quebec



### In their words: Testimonials from organizations we work with

### Les Petits Géants (Social Mission Fund)

We started our relationship with the Philantra Foundation in 2024. Through their connections and network, we were able to benefit from a very generous donation of \$5,000 from the Fournier-Éthier Charitable Trust, which was our largest donation ever and a very large sum for a small organization like ours. This allowed us to offer tutoring every week for five children for an entire school year! We are very grateful to Danika and the Philantra Foundation for their support, and it's a great pleasure to collaborate with them!

– Jean-François Barrette
Founder

### **University of Ottawa**

The Nicole Senécal Emerging Artist Award celebrates the exceptional talent of our most promising performers at a pivotal moment in their artistic career. The recognition it provides, combined with the opportunity to perform at Ottawa Chamberfest, makes this award a powerful springboard for the next generation of professional musicians.

- Christopher Moore Associate Professor, Director, School of Music University of Ottawa

### **Dalhousie University**

Thanks to the generosity of the Tsai Family Foundation, Dalhousie University was pleased to offer a new "Study in China" bursary that provides annual financing for up to two Dalhousie University students to pursue university studies in China. For Dalhousie University, the bursary allows us to send students to China more regularly and honour our commitments as institutional partners. We look forward to reporting on the experiences of Dalhousie University students who benefit from this bursary and whose time in China will help motivate other students to consider doing the same.

Adam Christie
 Director

 International Centre

### CHU Sainte-Justine Foundation

Working with the Philantra team has been a wonderful addition to our organization's fundraising efforts. Year after year, donor-directed funds are becoming a more popular choice for how donors want to give-a reality that every fundraising team must not only react to, but also anticipate. Philantra's involvement as facilitators and advocates for donors helped reassure our donors and ensured that the donation process went smoothly for everyone involved. For donations of all sizes, Philantra has helped ensure that philanthropists had confidence in the impact of their giving and that their interests were taken care of from start to finish.

 Amanda Fritz
 Director, Major Gifts and Campaign Tracking
 CHU Sainte-Justine Foundation

### Fort Langley Jazz and Arts Festival

With the generous support of the Tony Quo Vadis Foundation, the Fort Langley Jazz and Arts Festival was proud to launch the first concert series for young people in 2024. This dynamic eight-week outdoor concert series offered paid performance opportunities for young emerging jazz artists, complemented by local visual arts exhibits and guided tours of CN's historic station. The concerts drew enthusiastic crowds every week, creating an inspiring and enriching experience for artists and the community. We are truly grateful to the Foundation for supporting the next generation of talent in jazz and enriching the cultural landscape of Fort Langley.

- Karen Zukas

Co-founder and Executive Director Fort Langley Jazz and Arts Festival





### **Myriad Canada**

Over the past year, we have had the pleasure of working closely with Chantal Thomas and Danika Bouchard to make the projects their clients are interested in a reality, particularly in Mexico, Lebanon and Kenya. We appreciate their professionalism, responsiveness and the sustained attention they pay to meeting their clients' needs.

Benoît Fontaine
 Executive Director
 Myriad Canada



Photo: The Lawson Centre for Sustainability (2026) with the George and Martha Butterfield Rooftop Farm

### Lawson Centre for Sustainability at Trinity College

Michael De Pencier was a visionary with the integrity and determination to defend his convictions. A lifelong ecologist and an active graduate of Trinity College, Michael was loved by his peers and wanted to maintain ties with them, including by taking part in celebrations at his recent alumni reunion.

In keeping with his values, he made a thoughtful donation to the Lawson Centre for Sustainability through the Philantra Foundation to support this state-of-the-art environmental building that will transform the Trinity campus and the student experience. The certified zero-carbon solid wood structure is impressive in itself, but it's how the Lawson Centre will foster community creation and integrate education and sustainable practices into student life, through academic programs, extracurricular activities, research opportunities and experiential learning, that truly reflects Michael's vision for Trinity.

We are deeply grateful to Michael for his commitment to sustainability and to the College.

- Ana White

Executive Director - Development and Alumni Affairs
Trinity College, University of Toronto

#### **Fondation Sourdine**

We extend our heartfelt thanks to two exceptional individuals, true agents of change, who generously reached out to support us during the launch of our major \$7,000,000 fundraising campaign last May: Ensemble, nous faisons jaser! Jessie Boissonneault and Nicholas Pedneault were among the first to believe in this ambitious initiative, committing without hesitation to a contribution of \$100,000. Their tangible support will help fund the addition of a new wing, increasing the capacity of the École oraliste de Québec by more than 60%, while ensuring the continued delivery of unique, high-quality services that promote the inclusion of children living with hearing and/or language impairments.

Deeply committed to their community, their contribution is both meaningful and impactful, embracing every opportunity to make a difference. Generous, dedicated, and visionary, this couple, guided by exemplary human values, make the impossible possible. With them, we can GROW, UNITE, and INSPIRE.

Sandra Ferguson
 Executive Director

 Fondation Sourdine

### McGill University – Dobson Centre for Entrepreneurship



The McGill Dobson Centre for Entrepreneurship is deeply grateful to Neil Cuggy and Jonathan Ferrari for their generous contributions to the Dobson Cup. The prize encourages entrepreneurial talent and enables passionate founders to create innovative businesses with a purpose. This support has a spillover effect throughout our community to drive change through entrepreneurship.

Joy BennettDirector, Engagement

### **University of Ottawa**

The Tsai Family Foundation's mobility bursaries to study or work abroad offer invaluable support to University of Ottawa students seeking international experience by promoting global skills, enhancing career development and expanding students' academic growth. Being immersed in another country helps students develop a deeper cultural awareness, which is essential in today's interconnected world. This exposure broadens perspectives and encourages adaptability, a feature that is increasingly sought-after in global workplaces. What's more, navigating new university environments and systems helps students develop communication, problem-solving and interpersonal skills. These soft skills, combined with international experience, can significantly strengthen a student's resumé and open the door to both domestic and international career opportunities. These bursaries will make transformation opportunities more accessible by offsetting travel and living expenses that would otherwise limit these experiences.

Mélanie Langevin
 Senior Advisor, Mobility
 University of Ottawa

University of Ottawa acknowledges the Philantra Foundation as a trusted partner whose values are aligned with ours and has a shared commitment to a donor-centric approach that translates into meaningful contributions that will have a lasting impact on research and student success.

- Jonathan Bodden Executive Director, Corporate Relations



# The Philantra Foundation in action

### Visibility and engagement in the philanthropic ecosystem

Throughout the year, the Foundation has strengthened its presence within the philanthropic ecosystem through a series of strategic and diverse engagements. This involvement has enabled us to share our expertise, contribute to sector-wide dialogue, and actively support the evolution of best practices. This growing visibility reflects the Foundation's ongoing commitment to inspiring, learning, and collaborating with key stakeholders across the field.

### Here is an overview of the year's most noteworthy initiatives:

### Legacy: Paying it forward pays off

#### Article in Les Affaires magazine, December 2024

Quote: "Donors only need to choose the causes that are important to them and we will help them in their efforts. If necessary, we help them sort through thousands of charities, including checking their status using information published on the Canada Revenue Agency website."

#### For more information



### Private Banking 1859 Expertise Centre newsletter

April 7, 2025





### **TwinRiver Capital**

#### May 2025

Participation in research by TwinRiver Capital on impact investing with donor-advised fund providers:

Reports - TwinRiver Capital





### National Bank Financial – Wealth Management Conference on Aging and Care

Red Deer, Alberta, October 9, 2024



#### **Estate conference**

Pointes-aux-Trembles, Quebec October 2, 2024

### National Bank Financial - Wealth Management Conference

Sherbrooke, Quebec, June 12, 2025

An event focused on estate planning, including several aspects related to philanthropy, bringing together around twenty clients. Participants expressed that they had deepened their knowledge and showed increased interest in Philantra.





Annual Philanthropic Gathering, 2025 Edition: A unifying event under the banner of BNP Inspire

Boucherville, Quebec, April 24, 2025

# Annual review (summary)

### **Results**

For the year ended June 30, 2025

	2025	2024
	\$	\$
PRODUCTS		
Net investment income	14,955,752	10,244,304
General contributions	11,101,568	8,122,265
Contributions from a company	100,883	121,148
	26,158,203	18,487,717
EXPENSES		
Contributions to registered charities	11,101,568	8,122,265
Administrative expenses borne by a company	100,883	121,148
Management fees	976,792	545,449
Taxes withheld at source	3,242	5,134
Other	91,962	58,461
	12,274,447	8,852,457
Excess of income over expenses	13,883,756	9,635,260

### **Annual review** (summary)

### **Financial situation**

As at June 30, 2025

	2025	2024
	\$	\$
ASSETS	·	·
Current		
Proceeds from the sale of investments receivable	1,155,087	
Contributions receivable	4,000,000	
Endowment contributions receivable	10,000,000	
	15,155,087	
Long term		
Investments	181,115,556	115,752,281
	196,270,643	115,752,281
LIABILITIES		
Current		
Accounts payable and other operating debts	881,486	508,228
Investments payable	662,626	
Portion of deferred contributions due within one year	5,387,231	3,336,774
	6,931,343	3,845,002
Long term		
Deferred contributions	154,278,423	100,730,158
	161,209,766	104,575,160
NET ASSETS		
As endowment	10,000,000	
Externally restricted	25,060,877	11,177,121
	35,060,877	11,177,121
	196,270,643	115,752,281



### A five-star shoutout to our stellar collaborators

We wish to express our deep gratitude to all our partners for your continued trust and exemplary collaboration. Without you, Philantra would not be the same!



Thank you for your ongoing commitment, which directly contributes to the success of the Philantra Foundation and enables a growing number of engaged clients to bring their philanthropic projects to life.



Thank you for being part of this journey and for actively contributing to the Foundation's growth. We look forward to continuing this fruitful teamwork and discovering new ways to ensure the satisfaction of our shared clientele.



Thank you to our experts in investment, taxation, and financial and estate planning, as well as to all our allies who support us daily through the development of innovative tools and the delivery of personalized, relevant advice.



Thank you to National Bank Financial – Wealth Management and to Private Banking 1859, to their leadership teams and to the many wealth management allies who believe in philanthropy and work to maintain a red-carpet offering for the Philantra community.



Thank you to the leadership and expert and support teams at National Bank Trust, who allow us each day to deliver an exceptional experience to our donors.

Finally, the 1,167 organizations supported since the founding of the Philantra Foundation join us in warmly thanking you.



## If you have any questions, please contact our team.

You can reach us by email at philantra@nbc.ca or by visiting nbc.ca/philantra-foundation.

- TM The Philantra Foundation (Philantra) is a registered charity (78854 0110 RR0001) and a non-profit company legally constituted under the Canada Not-for-Profit Corporation Act, operating independently from National Bank of Canada (NBC) and its subsidiaries. Some of the National Bank's subsidiaries, including National Bank Trust Inc. (NBT) and National Bank Financial Inc. (NBF) through its Wealth Management and Private Banking 1859 divisions, provide administrative and operational services for the general administration of Philantra's assets. National Bank Private Banking 1859, National Bank Trust and National Bank Financial Wealth Management are trademarks owned by NBC used under licence by Philantra.
- TM The PHILANTRA FOUNDATION logo and the word marks SOCIAL MISSION CHARITABLE FUND and NATIONAL BANK TRUST are trademarks of National Bank of Canada. These trademarks are used under licence by authorized third parties.
- TM NATIONAL BANK TRUST is a trademark owned by National Bank of Canada used under licence by National Bank Trust Inc. National Bank Trust Inc. is a wholly owned subsidiary of National Bank of Canada.
- © Philantra Foundation, 2025. All rights reserved. Any reproduction, in whole or in part, is strictly prohibited without the prior written consent of the Philantra Foundation.