

Disruption Transformation Opportunity

The financial world is changing rapidly. Banks are in regulatory retreat. Technology is rewriting the rules about how capital is allocated and managed. New alternative return streams are becoming financialized and democratized. The door is opening to private investments.

Variant helps investors adapt to a changing world.



Road
less traveled



We explore the remote, less crowded corners of the investment universe. We seek income from private markets, uncorrelated alternatives and niche public markets.

Investing where others cannot or will not go can have its rewards.

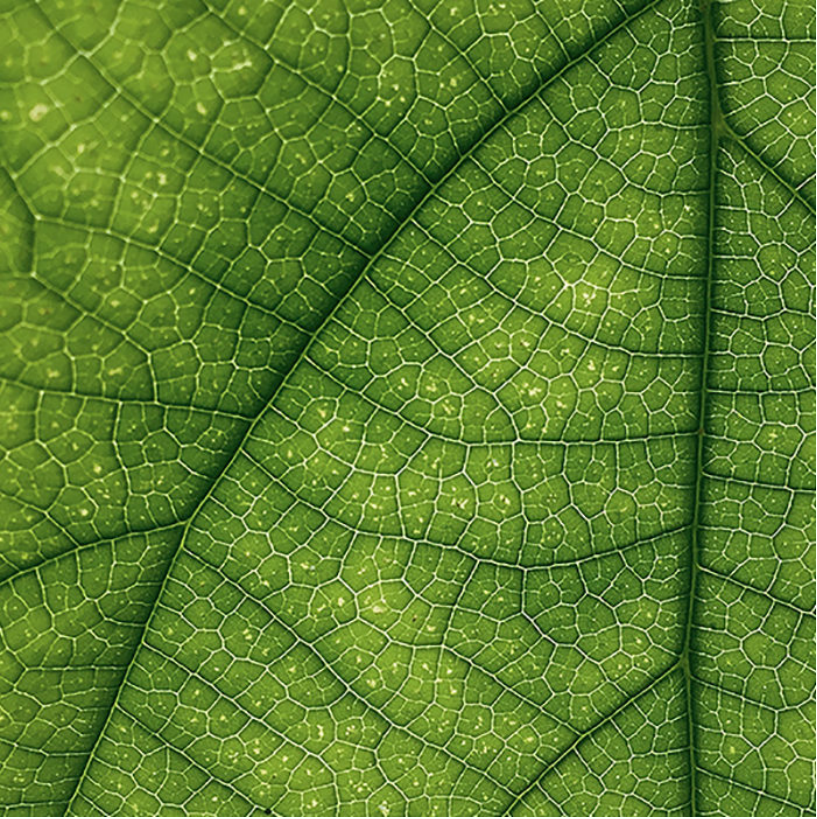
Access Discipline Diversification

Attractive assets often derive their value simply by being out of reach from most investors. However, opportunities that are difficult to access can also be difficult to manage. Investing in unconventional assets requires expertise, diligence and surveillance. Importantly, no single opportunity is the solution.

We feel strength can be achieved through diversification and thoughtful portfolio construction.



Complex assets
Singular purpose



Investment strategies can be so layered with complexity, it is easy to lose sight of the most basic questions. Why own it? What role does it play? How does it meet your needs? At Variant, our mission is clear. All of our investment efforts contribute to a single, simple purpose.

Our goal is to make income the outcome.

The Variant Distinction

Variant is not just another asset manager. We've spent our careers thinking differently. We've walked in the shoes of investors and their advisors. We understand the challenges of making investments meet investor needs.

Our goal is to deliver an innovative and dependable solution that works for our clients.



Variant was formed in 2017 by three Directors of Research from CTC | my
pioneered investing in alternatives on behalf of its ultra-high net worth

Check the background of this firm on [FINRA's BrokerCheck](#).



BOB ELSASSER

Principal and Co-founder

Bob Elsasser is a principal and co-founder of Variant with over 26 years of experience in the industry. Prior to founding Variant, Bob was a Senior Researcher at CTC | myCFO. Before joining the organization in 2006, Bob was the Senior Vice President of Fixed Income at the Bank of New York. Bob received his BA in Finance from the University of Washington and his MBA in Finance from the University of Washington.



CURT FINTEL, CFA

Principal and Co-founder

Curt Fintel is a principal and co-founder of Variant with over 20 years of experience in the industry. Prior to founding Variant, Curt was a Senior Researcher at CTC | myCFO. Before joining the organization in 1996, Curt worked as a computer consultant for Iowa State University. He is a member of the CFA Society of Portland, and has been a CFA charterholder since 1999. He received a BS and MS in Economics from the University of Washington, with a graduate thesis on the empirical analysis of alternative option valuations.



J.B. HAYES, CFA

Principal and Co-founder

J.B. Hayes is a principal and co-founder of Variant with over 16 years of experience in the industry. Prior to founding Variant, J.B. was a principal at CTC | myCFO. Before joining the organization in 2001, J.B. was with the Private Client Group at Merrill Lynch. J.B. has been a CFA charterholder since 2004. He received a BS in Business with a focus on finance from the University of Wisconsin-Madison.

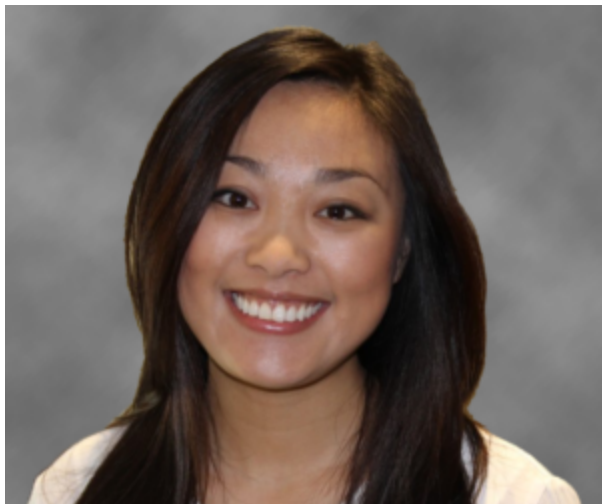


JORGEN GUSTAFSON

Director of Investor Relations

Jorgen Gustafson leads marketing, business development, and investor relations for Variant and has over 12 years of experience in his career at Smith Barney and later held regional roles in business development, and as a Senior Institutional Portfolio Manager. Jorgen received his BA in Management from Boise State University, and his Master's degree from Thunderbird School of Global Management.

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LISA ZHU

Operations Associate

Lisa Zhu is an operations associate of Variant. Prior to Variant, Lisa was an experienced Assurance Senior at Deloitte, primarily on assurance projects in the financial institutions and healthcare industries. She received her BS in Accounting and Economics from the University of Wisconsin-Madison.

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