ANDREA PONTONI

Hons. B. Comm. | CPA, CA, CBV, ASA, CFF

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PROFESSIONAL PROFILE

Senior financial professional with 35 years of experience spanning public accounting, business valuation, taxation, forensic and investigative accounting, corporate finance, financial reporting, wealth planning and industry. Andrea spent 17 years with two national accounting firms in progressively senior roles, including partner, and has held senior industry finance and corporate finance positions as well as a Vice President role in high-net-worth planning with RBC Dominion Securities. His multidisciplinary background provides a practical perspective when advising privately held businesses, business owners, families and their professional advisors.

Succession and estate planning is an important component of Andrea's practice. His combined experience in business valuation, taxation, accounting, corporate finance and high-net-worth planning enables him to assist business owners in evaluating ownership transition alternatives, understanding business value, considering tax and estate implications and coordinating financial issues with the client's legal, accounting, investment and other professional advisors. He also has more than 25 years of direct litigation support experience.

EDUCATION & PROFESSIONAL CREDENTIALS

Honours Bachelor of Commerce, University of Windsor, 1991 — Dean's List | Major: Accounting and Finance | Minor: Mathematics

- Chartered Professional Accountant (CPA) — Chartered Professional Accountants of Ontario, 2012; Chartered Accountant (CA), 1994.
- Chartered Business Valuator (CBV) — Canadian Institute of Chartered Business Valuators (now CBV Institute), 1997.
- Accredited Senior Appraiser (ASA), Business Valuation — American Society of Appraisers, 2015; previously Accredited Member (AM), 2005–2015.
- Certified in Financial Forensics (CFF) — CPA Canada and the American Institute of Certified Public Accountants (AICPA), 2014.
- Registered as a CA designated specialist in business valuations with the Canadian Institute of Chartered Accountants (CICA), 2002–2013.
- Completed the Canadian Institute of Chartered Accountants' Investigative and Forensic Accounting (IFA) Program, 2003.
- Completed all three parts of the Canadian Institute of Chartered Accountants' In-Depth Tax Program, 2007, 2008 and 2012.
- Completed American Society of Appraisers Uniform Standards of Professional Appraisal Practice (USPAP) courses, including the 2026 update.

AREAS OF EXPERTISE

Business Valuation • Succession & Estate Planning • High-Net-Worth / Business-Owner Planning • Taxation • Corporate Finance & M&A • Forensic & Investigative Accounting • Economic Loss Quantification • Litigation Support • Financial Reporting & Forecasting • Business Planning

PROFESSIONAL EXPERIENCE

2013–Present Principal/Owner, Pontoni Financial Solutions - Professional Corporation

Provides business valuation, succession and estate planning, financial investigation, economic loss quantification, accounting, taxation and corporate finance services to privately held businesses, business owners and professional advisors.

2022–2023 Vice President, High Net Worth Planning, Business Owner Specialist, RBC Dominion Securities

Lead planner providing wealth planning and estate risk-management advice to more than 70 high-net-worth clients/families, primarily business owners; client-facing role reporting to the Toronto office.

2006–2013 Partner, Baker Tilly Windsor (formerly Collins Barrow Windsor LLP)

Partner responsible for business valuation, investigative accounting, economic loss quantification, accounting, taxation, succession and estate planning, and corporate finance engagements.

2005–2006 Director of Corporate Finance, A.P. Plasman Corporation

Corporate finance responsibilities included strategic planning, financing, business growth initiatives and transaction-related matters for the automotive group.

2003–2005 Independent Financial Consulting Practice

2001–2003 Director of Finance, A.P. Plasman Corporation

Following the company's sale to a private equity group, Andrea was asked by senior management to assume the Director of Finance role. He oversaw financial reporting for six integrated automotive manufacturing plants and managed 10–15 direct and indirect financial professionals. Responsibilities included decentralized budgeting and forecasting, variance analysis, consolidated reporting, financial covenant analysis and negotiations, performance metrics, product costing, tax compliance and reporting to stakeholders, including a syndicate of four financial institutions.

1994–2001 KPMG — Financial Advisory Services

Promoted to Manager in 1996 and Senior Manager in 1998; senior responsibility for financial advisory and valuation engagements. Andrea was a senior member of the multidisciplinary KPMG team that successfully sold A.P. Plasman to a private equity group, with financing from a syndicate of four financial institutions.

1991–1994 KPMG — Audit Practice

SELECT PROFESSIONAL EXPERIENCE

- Succession & Estate Planning — Advises business owners on succession and estate planning matters where business value, taxation, ownership transition, financing and wealth preservation are interrelated. His background allows him to contribute an integrated financial perspective while collaborating with the client's other professional advisors.
- Business Valuation — Formal valuations across automotive, manufacturing, utilities, distribution, construction, transportation, retail, software, engineering, agriculture, professional services and other industries for tax, succession, estate, shareholder, matrimonial, dispute, divestiture and acquisition purposes.
- High-Net-Worth / Business-Owner Planning — Wealth and estate risk-management planning experience with business-owner families through RBC Dominion Securities.
- Taxation — Experience with Canadian personal and corporate income tax compliance and planning, supported by completion of all three parts of the In-Depth Tax Program.
- Corporate Finance — Experience includes strategic planning and divestitures of privately held companies, mergers and business combinations, sourcing debt for leveraged buyouts, growth and turnaround financing, business plans, financial projections and due diligence.
- Forensic Accounting & Litigation Support — More than 25 years of direct litigation support involving expert valuation, damage quantification, economic loss, income and forensic accounting reports, including expropriations, business interruptions, personal injury matters, shareholder disputes and financial investigations.
- Financial Reporting & Operations — Oversaw reporting for six integrated automotive manufacturing plants; led budgeting, forecasting, variance analysis, performance metrics, consolidated reporting, product costing and tax compliance, with regular interaction with senior management and external stakeholders.

EXPERT, SPEAKING & PROFESSIONAL ACTIVITIES

- Prepared expert valuations, damage quantification, forensic accounting and income reports for matters before the Ontario Superior Court of Justice; reports have been accepted on consent, including matters where Andrea was the sole expert.
- Expert witness in arbitration, expropriation and mediation hearings; participated in settlement conferences, mediation hearings and pre-trial proceedings; selected as sole arbitrator in a shareholder dispute involving a valuation issue.
- Presenter and lecturer to the Canadian Institute of Chartered Business Valuators on business valuation, agribusiness and tax-related topics.
- Published valuation and tax articles featured in Business Valuation Resources, an internationally recognized valuation research database.
- Expert witness and speaker at the University of Windsor Law School civil trial advocacy class; presentations to law firms, chartered banks, investment advisors and the Canadian Association of Farm Advisors.
- Over 30 years of service on boards and committees, primarily supporting children, social, cultural and health initiatives.