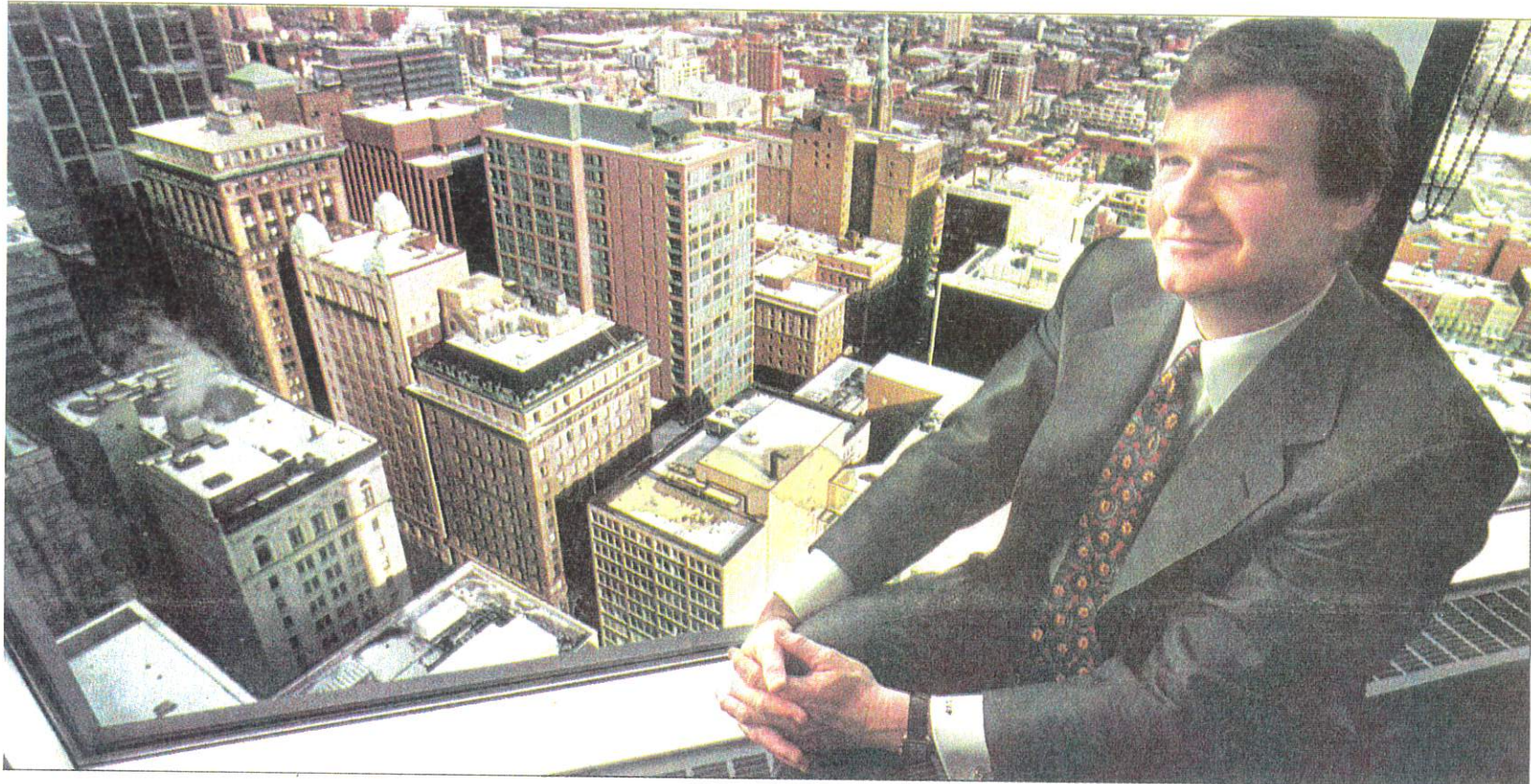


# He rides high-technology boom



RICK EGLINTON/TORONTO STAR

**AIMING HIGH:** Scott Paterson has transformed somewhat disreputable Yorkton Securities into a bold investment house.

## Yorkton boss bets on our future

Investor focuses  
on start-up firms

BY LES WHITTINGTON  
BUSINESS REPORTER

Twenty-seven years ago, at the age of 9, Scott Paterson got his start in business hawking programs at a race-car track near St. Catharines.

Now, at 36, the youthful, frenetic Paterson is still selling — only now he's promoting investments in what he sees as Canada's future.

Paterson, chairman and chief executive officer of Toronto-based Yorkton Securities, remains largely unknown to the public. But he has carved a name for himself on Bay Street by transforming an

old-fashioned, somewhat disreputable brokerage into one of the country's most intriguing, forward-looking investment houses.

And he's making it pay while he's at it. The one-time broker with a passion for money-making is said to be pulling down more than most bank presidents, which means annual compensation of at

least \$2 million to \$3 million and probably a good deal higher.

"We're having fun," Paterson says, summing up his company's relentless quest for new, cutting-edge opportunities with beguiling simplicity.

But there's a lot more to it than that, of course. Under Paterson's direction, Yorkton wants to position itself at the

financial centre of the high-tech whirlwind that peaked in Canada a few days ago with BCE Inc.'s \$80 billion spinoff of its share in telecommunications giant Nortel Networks Corp.

A small, 534-employee firm, Yorkton is concentrating most of its energy on the knowl-