





# ACG<sup>®</sup> Toronto Capital Connection 2023

## Conference Theme – Navigating Liquidity

Welcome to the Capital Connection 2023, Canada's largest gathering for the mid-market Private Equity and M&A industry. For 20 years, this conference has been at the forefront of shaping the future of Canadian finance and investment. As we embark on another milestone year, we're excited to present diverse sessions, renowned speakers, and invaluable networking opportunities. Join us to explore the latest trends, insights, and opportunities in the dynamic world of mid-market Private Equity and M&A.

<b>Opening Keynote</b>	<b>The Macro Economic Review</b>
<b>Time</b>	8:30 a.m. – 9:10 a.m.
<b>Moderator</b>	Frank Arnone - Cassels
<b>Speaker</b>	<ul style="list-style-type: none"> <li>• Tu Nguyen - RSM Canada</li> <li>• Dawn Desjardins - Deloitte</li> <li>• Claire Fan - RBC</li> <li>• Priscilla Thiagamoorthy - BMO</li> </ul>
<b>Description</b>	Discussion with Senior Economists on current and future industry trends.
<b>Session Sponsor</b>	
<b>Keynote Session 1</b>	<b>Trends in Private Equity and Creating Value in an Uncertain Environment</b>
<b>Time</b>	9:15 a.m. – 10:00 a.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Jennifer Pereira – Fengate Asset Management</li> <li>• Greg Mashinter - Peloton Capital Management</li> <li>• Jamie Cartwright - Novacap</li> <li>• Joseph Lo – Sagard Private Equity</li> </ul>
<b>Moderator</b>	Evan Bennitt – BMO
<b>Description</b>	<p>After experiencing several years of very robust M&amp;A activity following the dislocation initially created by COVID, we find ourselves today operating in a very dynamic and complex environment, with broad macroeconomic uncertainty, geopolitical volatility, persistent inflation and materially increased interest rates weighing heavily of Private Equity deal activity, resulting in a sharp decline in deal activity during the last 12 months. These factors, combined with many businesses showing variability or volatility in recent / projected financial performance, have created a bid-ask valuation gap and have made it more challenging to complete a deal. Join us for a discussion with a panel of leading PE professionals to explore thoughts and strategies for successfully navigating and investing in the current environment, bridging gaps in valuation expectations, creating value during periods of uncertainty, and responding to key trends that are expected to impact the future direction of the PE sector.</p>
<b>Session Sponsor</b>	

<b>Keynote Session 2</b>	<b>Navigating the Generative AI Frontier: Perspectives on Investing in AI Companies and How Buyers can Leverage AI Tools for Transactional Due Diligence Across Sectors</b>
<b>Time</b>	10:30 a.m. – 11:10 a.m.
<b>Speaker</b>	Margaret Wu, Georgian Partners
<b>Moderator</b>	Daniel Lee - CIBC
<b>Description</b>	Join Daniel Lee, Managing Director, Global Investment Banking at CIBC, for a captivating fireside chat with Margaret Wu, Lead Investor at Georgian Partners, as they explore the cutting-edge intersection of generative AI investments, M&A, and the transformative role of AI in the diligence process. Explore the disruptive potential of generative AI in the software landscape, dissect the competitive moats in each segment of the GenAI stack, and uncover the secrets to valuing and winning deals in this fiercely competitive arena. Discover how generative AI is reshaping the due diligence landscape across sectors and learn how AI can augment and streamline the diligence process. Gain exclusive insights that will empower executive teams, boards, investors, and advisors to navigate the generative AI frontier with confidence and foresight. Don't miss this opportunity to chart your course in the AI-driven future.
<b>Session Sponsor</b>	
<b>Keynote Session 3</b>	<b>ESG in the Private &amp; Public M&amp;A Sectors: What's Market?</b>
<b>Time</b>	11:15 a.m. – 12:00 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Angie Lamarsh - HSBC Bank Canada</li> <li>• Graeme Blair – RBC</li> <li>• Brooke Thiessen, Deloitte</li> </ul>
<b>Moderator</b>	Gordon Raman - FASKEN LLP
<b>Description</b>	Navigate the landscape of Environmental, Social, and Governance (ESG) factors in both private and public Mergers and Acquisitions (M&A) sectors in our session titled "ESG in the Private and Public M&A Sectors: What's Market?". Join industry experts as they delve into the evolving market trends, understand the impact of ESG considerations on deal-making, and explore how aligning with ESG principles can drive value creation in M&A transactions. Don't miss the chance to gain invaluable insights into market trends and understand how ESG could reshape your M&A strategies for sustainable and responsible business growth.
<b>Session Sponsor</b>	

<b>Keynote</b>	<b>Private Equity Secondaries - Asset Class or Liquidity Tool?</b>
<b>Time</b>	1:00 p.m. – 1:40 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Kristin Shearer – Northleaf Capital Partners</li> <li>• Tori Buffery – Morningside Capital</li> <li>• Alice Wang – APG Asset Management</li> </ul>
<b>Moderator</b>	Joy Savchenko - Evercore
<b>Description</b>	Initially a niche strategy, the private equity secondary market has evolved significantly over the last decade. Today's panel comprises a diverse set of viewpoints on the industry and will discuss how a lack of liquidity has driven broader market participation in this asset class and where the market is headed.
<b>Session Sponsor</b>	<b>Northleaf</b>
<b>Breakout Session 1a</b>	<b>Value Creation</b>
<b>Time</b>	1:45 p.m. – 2:30 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Thecla Sweeney – Alphi Capital</li> <li>• Matthew Segal – Banyan Capital Partners</li> <li>• Stephanie Mooney Trivest</li> </ul>
<b>Moderator</b>	Michael Black - Richter
<b>Description</b>	In keeping with the ACG theme of liquidity for 2023, the Value Creation panel explores the pathway to maximizing value for Investors through the investment lifecycle. Value creation can include strategic, growth and improvement plans, M&A playbook for future transactions, capturing synergies, pre-divestiture value creation and operational excellence. The panel will discuss deep subject matter expertise on data-driven decision making, opportunity identification and performance improvement and how value creation discussions start prior to a deal closing and the long-term impact it has on businesses.
<b>Session Sponsor</b>	<b>RICHTER</b>

<b>Breakout Session 1b</b>	<b>Investing in a Tech-Enabled Marketplace – Then vs. Now?</b>
<b>Time</b>	1:45 p.m. – 2:30 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Shez Samji – TD</li> <li>• Gil Nayot - VERTU Capital</li> <li>• Michelle McBane – StandUp Ventures</li> <li>• Parasvil Patel – Radical Ventures</li> </ul>
<b>Moderator</b>	Yong Kwon - Raymond James
<b>Description</b>	In 2021, we convened a panel over Zoom to discuss “Investing in a Tech-Enabled Economy”. The environment at the time was unsustainable, with near-zero interest rates, rampant deal activity and nosebleed valuations...and against a backdrop of a global pandemic. We revisit this topic with our panelists sharing perspectives on how they are navigating current market conditions, which have implications reaching well beyond the tech sector.
<b>Session Sponsor</b>	<b>RAYMOND JAMES®</b>
<b>Breakout Session 2a</b>	<b>Fundraising and Dealmaking in the Current Environment</b>
<b>Time</b>	3:00 p.m. – 3:45 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• David Lampron – Persistence Capital</li> <li>• Nitin Gupta - Flexstone Partners</li> <li>• Jamie Earle - Roynat Equity Partners</li> </ul>
<b>Moderator</b>	Lindsay Balson - Blake, Cassels & Graydon LLP
<b>Description</b>	<ol style="list-style-type: none"> <li>1. The valuation gap between buyers and sellers and the rising cost of credit are among the headwinds slowing exit routes such as IPOs, trade sales and secondary sales, which were all down year over year. This is creating a lack of returns to LP's, resulting in a difficult fundraising environment for private equity funds.</li> <li>2. This panel will discuss how private equity teams are creatively raising money to get their deals done.</li> </ol>
<b>Session Sponsor</b>	<i>Blakes</i>   Lawyers

<b>Breakout Session 2b</b>	<b>The growth of Private Equity Ownership in Professional Sport, Entertainment and Media Sectors.</b>
<b>Time</b>	3:00 p.m. – 3:45 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Sal Galatioto - Galatioto Sports Partners</li> <li>• Natalie Cook - Chair, Commercial Women's Sports Advisory Group</li> <li>• Mike Morreale - Canadian Elite Basketball League</li> </ul>
<b>Moderator</b>	Tessa Bonhomme - SportsCentre
<b>Session Sponsor</b>	
<b>Breakout Session 2b</b>	<b>Alternative Lending Panel</b>
<b>Time</b>	3:50 p.m. – 4:30 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"> <li>• Pedram Kaya – MNP</li> <li>• Jonathan Khan, National Bank</li> <li>• Mark Horrox - Third Eye Capital</li> </ul>
<b>Moderator</b>	Mark Redinger - Dickinson Wright
<b>Description</b>	As monetary and fiscal policy continues to tighten, alternative credit solutions continue to become a more viable option for lenders and borrowers. The current credit markets pose a unique opportunity for non-traditional credit investors in addition to being a much more approachable option for borrowers during challenging economic times. The panel will bring together a North American perspective on the alternative lending markets creating liquidity and growth opportunity for entrepreneurs and investors alike.
<b>Session Sponsor</b>	

<b>Breakout Session 3b</b>	<b>Trends in Capital / Democratization of Private Markets: Reviewing Product Developments in the Market that are Tailored to Providing Better Access to Wealth and Retail Investors.</b>
<b>Time</b>	3:50 p.m. – 4:30 p.m.
<b>Speakers</b>	<ul style="list-style-type: none"><li>• Colin Deeks - Prime Quadrant</li><li>• Martha Tredgett-Bender – Sera Global Advisors</li><li>• William Sammons - PwC</li></ul>
<b>Moderator</b>	Michael Bowman - Northleaf Capital Partners
<b>Session Sponsor</b>	 The PwC logo consists of a stylized graphic of four overlapping squares in shades of orange, yellow, and red, positioned above the lowercase letters 'pwc' in a bold, black, sans-serif font.