

Sponsorship Prospectus

November 13 & 14, 2023

Beanfield Centre

Toronto, ON



2023 CONFERENCE CO-CHAIRS



Jake Bullen

Partner
Cassels Brock & Blackwell LLP

Jake Bullen is a partner in the Business Law Group at Cassels Brock & Blackwell LLP where he serves as Co-Chair of the firm's Private Equity Group. Jake's practice focuses on M&A, financings, corporate re-organizations, and complex commercial agreements, with a significant cross-border component.



Kristin Shearer

Director
Northleaf Capital Partners

Kristin participates in the origination, evaluation and monitoring of Northleaf's private equity investments, with a focus on secondaries. Northleaf is a global private markets investment firm with approximately \$22 billion of assets under management across its private equity, private credit and infrastructure programs.

CONFERENCE COMMITTEE

Debra Dobson, Peloton Capital Management

Adrianna Czornyj, Persistence Capital Partners

Mistine Lauzon, CIBC Capital Markets

Michael Rudanycz, SLC Management | Sun Life Assurance Company of Canada

Tori Buffery, Morningside Capital

Michael Bowman, Northleaf Capital Partners

Evan Bennett, BMO Commercial Bank

Myron Mallia-Dare, Miller Thomson LLP

Umair Khan, BDO

Yong Kwon, Raymond James Canada

Colin Deeks, Prime Quadrant

CANADA'S **LARGEST** CONFERENCE & DEALSOURCE FOR THE MID-MARKET INVESTMENT SECTOR

700+ DELEGATES FROM CANADA & UNITED STATES



65% - ONTARIO
15% - WESTERN CANADA,
QUEBEC & MARITIMES



20% - U.S

PAST ATTENDEES INCLUDE:

Private Equity Sponsors
Investment & Merchant Banks
Consulting & Advisory Firms
Institutional Investors
Canadian & Foreign Lenders
Recruitment & Search Firms

Family Office Investors
Non-Bank & Specialty Lenders
Service Providers
Senior-Level Company Executives
Law & Accounting Firms
Industry Association Representatives



OPENING GALA DINNER

November 13, 2023

5 pm – 10 pm
ARCADIAN COURT



DEALSOURCE NORTH

November 14, 2023

8:30 am – 12 pm
BEANFIELD CENTRE



CAPITAL CONNECTION

November 14, 2023

8:30 am – 4:30 pm
BEANFIELD CENTRE



CLOSING RECEPTION

November 14, 2023

4:30 pm - 7:00 pm
BEANFIELD CENTRE

DEALSOURCE NORTH - CONFERENCE CO-CHAIRS & COMMITTEE



Scott Morrison

Banyan Capital

Scott is responsible for originating new investment opportunities and managing relationships with business owners, advisors and key deal flow sources. Prior to joining Banyan in 2019, Scott worked at Avison Young where he was responsible for the origination and execution of commercial real estate sale and lease transactions. Prior to that, Scott worked in M&A transaction services at Deloitte



Catherine Fisette

Norcap Global Partners

Catherine has 15+ years of experience in general management, sales, strategic partnerships, M&A, and corporate development. Catherine specializes in Buy-side Acquisitions and Strategic Partnerships mandates. Before joining NORCAP Global Partners, she was a Managing Director for a well-established industry-leading retailer and manufacturer.

COMMITTEE

Stephanie Mooney, Trivest – Past Co-Chair

Evan Sequeira, TorQuest Partners

Jonathan Valeriati, Novacap Partners

Logan Philp, KMPG – Past Co-Chair

Vincent Decary, Walter Capital

Shane McAdam, Kilmer Capital



COMPANIES PARTICIPATING IN THE 2022 DEALSOURCE NORTH

INVESTMENT BANKS AND M&A ADVISORY FIRMS

Apex Capital Advisors
BDO Canada LLP
Broderick Capital
CIBC
Clariti Strategic Advisors &
Investment Bank
Deloitte LLP
Desjardins Capital Markets
EC2
FirePower Capital
Grant Thornton LLP
Kroll
KPMG Corporate Finance
Inc.
Left Lane Associates
MNP Corporate Finance
Inc.
NORCAP Global Partners
National Bank Canada
Origin Merchant Partners
PwC Canada

Raymond James
RBC
Richter
Stifel GMP
TD Securities
Welch Capital Partners

PRIVATE EQUITY FIRMS AND CAPITAL PROVIDERS

Alaris Equity Partners
Alphi Capital
Archer Growth Partners
Banyan Capital Partners
BDG & Partners - Partner
Bertram Capital
Bessemer Investors
Blue Point Capital Partners
Canerector
Center Rock
Cyprium Partners
Edgewater Capital Partners
Fengate Asset Management
Graham Partners
Great Rock Capital
Industrial Growth Partners
Industrial Opportunity
Partners
Insight Equity
Instar Asset Management
Kilmer Group
LFM Capital
Main Street Capital
May River Capital

Novacap
Peloton Capital Management
P4G Capital
PNC Riverarch Capital
RBC CM
Revelstoke Capital Partners
River Associates Investments,
LP
Roynat Equity partners
Sagard Private Equity Canada
Sentinel Capital Partners
Tenex Capital Management
The Riverside Company
TorQuest Partners
Trivest Partners
White Wolf Capital

COMPANIES PARTICIPATING IN THE 2023 FALL DEALSOURCE NORTH

INVESTMENT BANKS AND M&A ADVISORY FIRMS

Baird
BDO*
BMO*
CIBC*
Deloitte*
EC2 Finance
Firepower Capital*
Grant Thornton*
KPMG*
Kroll*
Left Lane Associates
MNP*
Morrison Park Advisors*
National Bank
NORCAP Global Partners

Norton McMullen Corporate Finance Inc.
Origin Merchant Partners
PwC Corporate Finance
Raymond James Canada*
RBC
TD Securities
Valitas Capital Partners
Welch Capital Partners
Richter Family Office*

* - Conference sponsors

COMPANIES PARTICIPATING IN THE 2023 FALL DEALSOURCE NORTH

PRIVATE EQUITY FIRMS AND CAPITAL PROVIDERS

Alphi Capital
Audax Private Equity
Banyan Capital Partners
BDC*
Benford Capital Partners
Bertram Capital
Blue Point Capital Partners
Blue Wolf Capital
Canadian Business Growth
Fund
Canerector
Comvest Partners
Cyprium Partners
Duke Royalty Limited
Fengate Private Equity
Great Rock Capital

Hamilton Robinson Capital
Partners
Incline Equity Partners
Industrial Opportunity
Partners
Insight Equity
Instar Asset Management*
IPB Investments
Kilmer Group*
Kirtland Capital Partners
KV Private Equity
Main Street Capital
Mangrove Equity Partners
Novacap*
Obelysk Inc.
Peloton Capital Management*

PNC Riverarch Capital
Regimen Equity Partners
Sagard Private Equity*
Sheridan Capital Partners
Snowdon Partners
Staple Street Capital
Stellex Capital Management
STREAM Capital Partners
The Harbour Group, RBC DS
The Riverside Company
TorQuest Partners*
Trive Capital
Trivest Partners*
Walter Capital*
Whitehorse Capital | HIG
Capital

White Wolf Capital
WTW
Wynnchurch Capital

* - Conference sponsors

- ACG TORONTO hosts Canada's largest '**DealSource North Conference**' live on a new date – as part of the Capital Connection Conference on Tuesday November 14th.
- Investment Banks and M&A Advisory firms from Canada and the U.S. will Host **pre-scheduled** meetings with Private Equity Firms, Capital Providers and Family Offices, to discuss investment opportunities.
- **Pre-scheduled meetings** will take place on a 1/1 basis on site at The BEANFIELD CENTRE – in conjunction with the Conference.
- **Turnkey Schedule** - All meetings will be held from 8:00am - Noon ET and provide access to 12 pre-scheduled, 20-minute meetings. Immediately following DealSource North – lunch will be served.
- Attendees will be provided access to an **Online Scheduling Platform** to maximize your meeting calendar. ACG Toronto Event Staff will assist with the pre-meeting schedule and on-site logistics.
- **CLOSING RECEPTION:** The reception will take place on Tuesday November 14th for all attendees of both the Conference and DealSource North from 4.30 – 7.00 p.m. ET.

ACG Members – Both Private Equity & Investment Banks

Registration provides access for DealSource North and Capital Connection Conference - both being hosted on November 14th at THE BEANFIELD CENTRE

Early Bird Registration – (2 individual registrations: \$699 CDN – Prior to August 31st)

Regular Registration - (2 individual registrations: \$999 CDN)

ACG Non-Members – Both Private Equity & Investment Banks

Early Bird Registration - (2 individual registrations: \$999 CDN – Prior to August 31st)

Regular Registration - (2 individual registrations: \$1,199 CDN)



SPONSORSHIP OPPORTUNITIES



PLATINUM SPONSORS



Cassels



DIAMOND SPONSOR



FASKEN
Own tomorrow

GOLD SPONSORS



SILVER SPONSORS



SPONSORSHIP OPPORTUNITIES

Sponsorship Benefits	Platinum \$22,500	Diamond \$17,500 3	Gold \$13, 500	Silver \$9,500	Event \$7,000
Category exclusivity	✓				
One complimentary table included at the Gala Dinner	✓				
Recognition as “Platinum Sponsor” in selected media advertising and promotion	✓				
Participation as a Keynote panelist or moderator	✓				
Participation as a Breakout panelist or moderator		✓	✓		
Discounted table purchase to the Gala Dinner	✓	✓	✓	✓	
A complimentary exhibitor display in our Exhibitor Showcase (prime sponsor area & first choice)	✓	✓	✓	✓	
Complimentary attendee passes for the Conference, which includes the Closing Reception and tradeshow	12	8	6	4	2
Additional Complimentary guest passes for Closing Reception only	12	8	6	4	2
Recognition as a “Sponsor” in selected conference marketing materials, including website, social media and email blasts	✓	✓	✓		
Pre-event promotion in “ACG Toronto Weekly” e-newsletter	✓	✓	✓		
Opportunity to publish an article in the weekly newsletter – post-conference	✓	✓	✓		
Opportunity to place a promotional item (minimum 300 units) at the Registration & Information Station	✓	✓	✓	✓	✓
Customized discount code to distribute to your clients (registrants must be from a company, private equity/GP firm or investor/LP organization)	✓	✓	✓	✓	✓
First right of Renewal for 2024 Conference	✓	✓	✓	✓	✓

Event Sponsorship	Price	Exclusivity	Description
Refreshment Breaks	\$7,000	Exclusive	Host of Refreshment stations inside the exhibit hall
Badge Lanyard - FILLED	\$7,000	Exclusive	Logo on Badge Lanyard worn by delegates
Charging Station	\$7,000	Exclusive	Host of Charging Station available to attendees
Shoe Shine	\$7,000	Exclusive	Host of Shoe shine inside the capital connection
Lunch	\$7,000	Exclusive	Host of Lunch located inside the exhibitor hall
Breakfast	\$7,000	Exclusive	Host of Breakfast served to Dealsource and Capital Connection delegates
Closing Reception - FILLED	\$7,000	Exclusive	Host of the closing reception at Beanfield centre for Capital Connection

All sponsors will receive first right of renewal until August 18, 2024



Gala Dinner Sponsorship

Arcadian Court
November 13, 2023
5 – 10 pm

2023 GALA DINNER SPONSORS



SATOV

Gala Dinner Sponsor - \$9,500

- ❖ One (1) table of eight at the 50th Anniversary Dinner, value of \$2,950
- ❖ Category exclusive
- ❖ Recognition as a “Gala Dinner Sponsor” in select media promotions conducted by ACG Toronto
- ❖ 2 Conference registrations – value @ \$699 per person
- ❖ Pre-event promotion in weekly “ACG Toronto Weekly”
- ❖ e-newsletter
- ❖ Signage at the registration desk

2022 GALA DINNER TABLE HOSTS

BDO
BFL Canada
BMO
Can. Business Growth Fund
Cassels
CIBC
Deloitte
Dickinson Wright LLP
DLA Piper LLP
Euclid Transactional
Globe and Mail

Grant Thornton
HUB International
Instar Asset Management
Lamerac Financial
LLH Knightsbridge
Miller Thomson
Mitsubishi
National Bank
Northleaf Capital
Peloton Capital
Raymond James

RBC
Richter Consulting
RSM Canada
Sagard
Scotiabank / Roynat
Stikeman Elliott LLP
TMX
TorQuest Partners
Trivest Partners

“This event provides the chance to meet the top players in the M&A community allowing you to network and expand your market presence. It was very valuable as a lender to attend.”

- Past Conference Attendee.



“The conference helps to engage and connect capital providers. The conference speaks to relevant topics that have or will have an impact within respective markets.”

- Past Conference Attendee.

“One of the best events to meet the important people in the industry. Many appear rarely so the Capital Connection provides a unique opportunity to network.”

- Past Conference Attendee.



ACG Toronto is the **Leading Association** for driving middle-market growth in the Canadian Private Equity and M&A industry.

We celebrated our **50th anniversary** in 2022 and connect with more than 2,500 investment executives across North America. In 2023- 2024 we will host a series of 35+ conferences and events in Toronto, Ottawa, Halifax and in partnership with ACG Quebec; providing opportunities for Networking, Deal Opportunities, Industry Knowledge and Thought Leadership.

Founded in 1954, ACG© - Association for Corporate Growth, is the premier M&A deal-making community in North America, with 52 chapters and 15,000+ members, in a network that comprises more than 100,000 middle market professionals who invest, own and advise growing companies.

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Exhibit Booth Rates

Member Rate: \$1900 +HST

Non-Member rate: \$2400 +HST

Exhibitor Pricing includes

- 6 X 8 draped booth, two chairs
- Two delegate passes for the full conference including closing reception
- Exhibitor badge identification
- Discounted Gala tickets



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416-868-1881 ext. 234



www.acg.org/toronto