

**“CONNECTING IN THE CAPITAL-  
DEMYSTIFYING THE PRIVATE EQUITY AND M&A INDUSTRY”  
PRESENTED BY ACG TORONTO  
November 13 & 14, 2019  
Ottawa, Canada  
As of October 28, 2019  
(Version 9 – EXTERNAL – For distribution)**

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**OBJECTIVE:**

A Conference focused on the current and future trends in the Private Equity and M&A industry in Canada’s mid-market sector. This event will provide insights on the current and future Commercial, Trade and Public / Private investment opportunities between Capital providers, Corporations, Family Offices and Government Agencies, within Canada and the U.S.

**LOCATION: Ottawa, Ontario**

- NOVEMBER 13<sup>TH</sup>, 5.30 – 9.00 p.m. - OPENING RECEPTION – HOSTED by SHOPIFY CANADA
- NOVEMBER 14<sup>TH</sup>, 8.00 a.m. – 1.30 p.m. – CONFERENCE – at The Ottawa Marriott Hotel

**HOSTED BY ACG TORONTO**

ACG© Toronto is the premier association for driving middle-market growth in the Private Equity and M&A industry. As the largest international chapter in the ACG network (launched in 1971) – ACG Toronto connects with more than 2,500 leading investment organizations in Canada’s largest financial market. ACG Toronto hosts a series of 30+ conferences and events and provides opportunities for networking, deal opportunities, industry knowledge and Thought Leadership. <https://www.acg.org/toronto>

**INDUSTRY OVERVIEW\***

Deal values in Canada’s buyout and private equity (PE) market set a new record in 2018, according to final data released by **Refinitiv**. Investment activity reflected values of \$37.2 billion in total last year, up 31 percent from 2017, and surpassing the prior record of \$33.7 billion set in 2007. Transaction volumes, however, were down 10 percent year over year. Dealmaking by Canadian PE funds abroad was also at an all-time high last year, as investors joined 162 transactions valued at \$121 billion.

\*PE HUB NETWORK

## CONFERENCE AGENDA | TOPICS | SPEAKERS – NOVEMBER 14, 2019

*OTTAWA MARRIOTT HOTEL – 100 KENT STREET, OTTAWA*

**8:00 am Registration and Networking - Continental Breakfast**

**8:30 am Welcome Remarks**

**8:35 a.m. Keynote Address**

- Keynote Speaker / Sponsor - TBC

**9:10 a.m. Research Presentation**

- Julie Ades, Senior Economist – The Conference Board of Canada

**9:40 a.m. -PANEL**

- **“Demystifying Private Equity Firms; How do they work and are they right for me?”**
- *Learn the inner workings of a Private Equity firm and how they might accelerate your growth plans. The panel will discuss the difference between a platform investment and an add-on; understanding how they invest and the expectations they have for returns.*
- **Moderator – Welch Capital Partners**

**10.30 a.m. Connecting Break**

**11:00 a.m. PANEL**

- **“You’ve done a deal with an Investment partner, now what?”**
- *Before you sign on the dotted line, you should understand what it means to work with a financial partner. The panel will examine topics such as governance, fees, performance, distributions, financial leverage, and management reporting.*
- **Moderator – Sicotte Guilbault Legal Services**



Association for Corporate Growth

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## CONFERENCE AGENDA | TOPICS | SPEAKERS – NOVEMBER 14, 2019

### 12:00 p.m. Closing Luncheon and Keynote Presentation

- Speaker and Topic - TBC

### 1:15 p.m. Closing Remarks

### SPONSORS

- BDC Canada
- BLG – Borden Ladner Gervais LLP
- Canadian Business Growth Fund
- Sicotte Guilbault Legal Services
- Shopify Canada
- Welch Capital Partners

### ASSOCIATION PARTNERS

- AmCham CANADA
- The Conference Board of Canada

### SPEAKERS

#### CAPITAL PROVIDERS / PRIVATE EQUITY

- Loren Rafeson, Partner Growth Equity - BDC Capital (Toronto)
- George Rossolatos, CEO & Founder - Canadian Business Growth Fund (Toronto)
- John Carsello, Partner - Hammond, Kennedy, Whitney Co. (Indianapolis, USA)
- David Lewin, Partner – Novacap (Montreal)
- Jonathan Tarshis Neil, Principal - TorQuest Partners (Toronto)

#### LAW FIRMS

- Denis Sicotte, Partner - Sicotte Guibault Legal Services (Ottawa)
- BLG LLP (TBC)

#### ACCOUNTING / ADVISORY

- Stephan May, Managing Director, Partner - Welch Capital Partners (Ottawa)

#### DATA / MEDIA

- Nik Nanos, Chief Data Scientist and Founder - NANOS Research (Ottawa)
- Julie Ades, Senior Economist - The Conference Board of Canada (Ottawa)



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## CONFERENCE LOGISTICS

- Conference Tickets
  - ACG MEMBERS - \$119 +HST
  - NON-MEMBERS - \$169 +HST
  - REGISTRATION - <https://www.acg.org/toronto>