

**21<sup>st</sup> Annual Capital Connection & Fall DealSource**  
**Featuring Trade show & Gala Dinner**  
**External – For Distribution**



<p><b>Overview</b></p>	<p><b>The Association for Corporate Growth Toronto Chapter (ACG Toronto) is proud to present our 21st Annual Capital Connection Conference on November 13<sup>th</sup> &amp; 14<sup>th</sup>.</b></p> <p>Canada’s largest and most prominent debt and equity marketplace will host mid-market company executives, business owners, intermediaries, and service providers along with influential executives from Canadian and U.S. private equity firms, banks, and specialty financial institutions.</p> <p><b>November 13<sup>th</sup> will be the opening night Gala dinner followed on November 14<sup>th</sup> by Capital Connection and DealSource on one day.</b></p> <p>DealSource North connects Private Equity and Capital providers with Investment Banks and M&amp;A Advisory organizations. The format focuses on pre-scheduled business development meetings to discuss deal-flow opportunities in the North American mid-market investment sector.</p>
<p><b>Conference Dates</b></p>	<p><b>Monday Nov 13<sup>th</sup> &amp; Tuesday November 14<sup>th</sup></b></p>
<p><b>Co-Chairs</b></p>	<p><b>Jake Bullen</b>, Committee Co-Chair – Partner &amp; Co-Chair - PE Practice, Cassels</p> <p><b>Kristin Shearer</b>, Committee Co-Chair – Director, Northleaf Capital Partners</p>
<p><b>Committee – 2023 Confirmed</b></p>	<p>Adrianna Czornyj – Persistence Capital Partners          Debra Dobson – Peloton Capital Management          Evan Bennitt – BMO Commercial Bank – Sponsor Finance          Michael Bowman - Northleaf Capital Partners          Michael Rudanycz - SLC Management   Sun Life Assurance Company of Canada          Mistine Lauzon – CIBC Capital Markets          Myron Mallia-Dare – Miller Thomson          Tori Buffery – Morningside Capital          Umair Khan – BDO          Yong Kwon – Raymond James</p>
<p><b>Association Partners</b></p>	<ul style="list-style-type: none"> <li>• <b>ACG Quebec</b></li> <li>• <b>AIMA – Alternative Investment Management Association</b></li> <li>• <b>AmCham Canada – American Chamber of Commerce in Canada</b></li> <li>• <b>CBV Institute – Chartered Business Valuators</b></li> <li>• <b>FEI Canada – Financial Executives International</b></li> <li>• <b>CFA – Canadian Franchising Association</b></li> <li>• <b>GTAAFN – GTA Accountants &amp; Finance Network</b></li> </ul>
<p><b>Registration</b></p> <ul style="list-style-type: none"> <li>• <b>ACG Members</b></li> <li>• <b>ACG Non-Members</b></li> </ul>	<p>2023 Regular Pricing – for the Capital Connection Conference</p> <ul style="list-style-type: none"> <li>• ACG Members regular \$999 CDN.</li> <li>• Non-Members regular \$1299 CDN.</li> </ul>
<p><b>CONFERENCE THEME</b></p>	<p><b>Navigating Liquidity</b></p>

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<p><b>Welcome Remarks</b> 8:15 a.m. – 8:30 a.m.</p>	<p><b>Committee Co-Chairs</b> Jake Bullen &amp; Kristin Shearer</p>	
<p><b>Opening Keynote</b> 8:30 a.m. – 9:10 a.m.</p>	<p><b>Title: The Macro Economic Review</b></p> <p><b>Speakers:</b> Tu Nguyen - RSM Canada Dawn Desjardins - Deloitte Claire Fan - RBC Priscilla Thiagamoorthy - BMO</p> <p><b>Moderator:</b> Frank Arnone - Cassels</p> <p><b>Themes:</b> Discussion with Senior Economists on current and future industry trends.</p>	<p><b>Sponsor:</b> Cassels</p>
<p><b>Keynote Session One</b> 9:15 a.m. – 10:00 a.m.</p>	<p><b>Title: Trends in Private Equity and creating value in an uncertain environment</b></p> <p><b>Speakers:</b> Jennifer Pereira - Fengate Asset Management Greg Mashinter - Peloton Capital Mgmt. Jamie Cartwright - Novacap Joseph Lo - Sagard Private Equity</p> <p><b>Moderator:</b> Evan Bennitt - BMO</p> <p>After experiencing several years of very robust M&amp;A activity following the dislocation initially created by COVID, we find ourselves today operating 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>	<p><b>Sponsor:</b> BMO</p>
<p><b>Break/Tradeshow opens</b> 10:00 a.m. – 10:25 a.m.</p>		

<p><b>Keynote Session Two</b>  <b>10:30 a.m. – 11:10 a.m.</b></p>	<p><b>Title: 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></p> <p><b>Speaker:</b>  Margaret Wu - Georgian Partners</p> <p><b>Moderator:</b> Daniel Lee - CIBC</p> <p>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&amp;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 their advisors to navigate the generative AI frontier with confidence and foresight. Do not miss this opportunity to chart your course in the AI-driven future.</p>	<p><b>Sponsor: CIBC</b></p>
<p><b>Keynote Session Three</b>  <b>11:15 a.m. – 12:00 p.m.</b></p>	<p><b>Title: ESG in the Private &amp; Public M&amp;A Sectors: What's Market?</b></p> <p><b>Speakers:</b>  Angie Lamarsh - HSBC Bank Canada  Graeme Blair – RBC  Brooke Thiessen - Deloitte</p> <p><b>Moderator:</b> Gordon Raman - FASKEN LLP</p> <p>Navigate the landscape of Environmental, Social, and Governance (ESG) factors in both private and public Mergers &amp; Acquisitions (M&amp;A) sectors in our session titled "ESG in the Private and Public M&amp;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&amp;A transactions. Do not miss the chance to gain invaluable insights into market trends and understand how ESG could reshape your M&amp;A strategies for sustainable and responsible business growth.</p>	<p><b>Sponsor: FASKEN LLP</b></p>
<p><b>Lunch</b>  <b>12:00 p.m. – 1:00 p.m.</b></p>		

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<p><b>Keynote</b>  <b>1:00 p.m. – 1:40 p.m.</b></p>	<p><b>Title:</b>  <b>Private Equity Secondaries - Asset Class or Liquidity Tool?</b></p> <p><b>Speakers:</b>          Kristin Shearer - Northleaf Capital Partners          Tori Buffery - Morningside Capital          Alice Wang - APG Asset Management</p> <p><b>Moderator:</b> Joy Savchenko - Evercore</p> <p>Initially a niche strategy, the private equity secondaries 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.</p>	<p><b>Sponsor:</b>          Northleaf Capital Partners</p>
<p><b>Breakout Session 1a</b>  <b>1:45 p.m. – 2:30 p.m.</b></p>	<p><b>Title: Value Creation</b></p> <p><b>Speakers:</b>          Thecla Sweeney - Alphi Capital          Matthew Segal - Banyan Capital Partners          Stephanie Mooney – Trivest Partners</p> <p><b>Moderator:</b> Michael Black - Richter</p> <p>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&amp;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.</p>	<p><b>Sponsor:</b> Richter</p>
<p><b>Breakout Session 1b</b>  <b>1:45 p.m. – 2:30 p.m.</b></p>	<p><b>Title: Investing in a Tech-enabled Marketplace – Then vs. Now?</b></p> <p><b>Speakers:</b>          Shez Samji - TD          Gil Nayot - VERTU Capital          Michelle McBane - StandUp Ventures          Parasvil Patel - Radical Ventures</p> <p><b>Moderator:</b> Yong Kwon - Raymond James</p>	<p><b>Sponsor:</b>          Raymond James</p>
<p><b>Break/Tradeshow</b>  <b>2:30 p.m. – 3:00 p.m.</b></p>		

<p><b>Breakout session 2a</b>  <b>3:00 p.m. – 3:45 p.m.</b></p>	<p><b>Title: Fundraising and Dealmaking in the Current Environment</b></p> <p><b>Speakers:</b>  Nitin Gupta - Flexstone Partners  David Lampron - Persistence Capital Partners  Jamie Earle – Roynat Equity Partners</p> <p><b>Moderator:</b> Linda Tu - Blakes LLP</p> <p>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.  2.This panel will discuss how private equity teams are creatively raising money to get their deals done.</p>	<p><b>Sponsor:</b>  Blakes LLP</p>
<p><b>Breakout session 2b</b>  <b>3:00 p.m. – 3:45 p.m.</b></p>	<p><b>Title: The growth of Private Equity Ownership in Professional Sport, Entertainment and Media Sectors.</b></p> <p><b>Speakers:</b>  Sal Galatioto - Galatioto Sports Partners  Natalie Cook - Chair, Commercial Women's Sports Advisory Group  Mike Morreale - Canadian Elite Basketball League</p> <p><b>Moderator:</b> Tessa Bonhomme – TSN</p>	<p><b>Sponsor:</b>  Globe and Mail</p>
<p><b>Breakout session 3a</b>  <b>3:50 p.m. – 4:30 p.m.</b></p>	<p><b>Title: Alternative Lending Panel</b></p> <p><b>Speakers:</b>  Mark Horrox -Third Eye Capital  Pedram Kaya - MNP  Jonathan Khan - National Bank of Canada</p> <p><b>Moderator:</b> Mark Redinger - Dickinson Wright</p> <p>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.</p> <p>The panel will bring together a North American perspective on the alternative lending markets creating liquidity and growth opportunity for entrepreneurs and investors alike.</p>	<p><b>Sponsor:</b>  Dickinson Wright</p>

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<p><b>Breakout session 3b</b>  <b>3:50 p.m. – 4:30 p.m.</b></p>	<p><b>Title: Trends in Capital / Democratization of private markets:</b>  <b>Reviewing product developments in the market that are tailored to providing better access to wealth and retail investors</b></p> <p><b>Speakers:</b>          Colin Deeks - Prime Quadrant          Martha Tredgett-Bender - Sera Global Advisors          William Sammons - PwC</p> <p><b>Moderator:</b> Michael Bowman - Northleaf Capital Partners</p>	<p><b>Sponsor:</b>          PwC</p>
<p><b>4:30 p.m. – 6:30 p.m.</b></p>	<p>Closing Reception open to all DealSource North and Capital Connection delegates.  <b>Sponsor – McCarthy Tétrault LLP</b></p>	