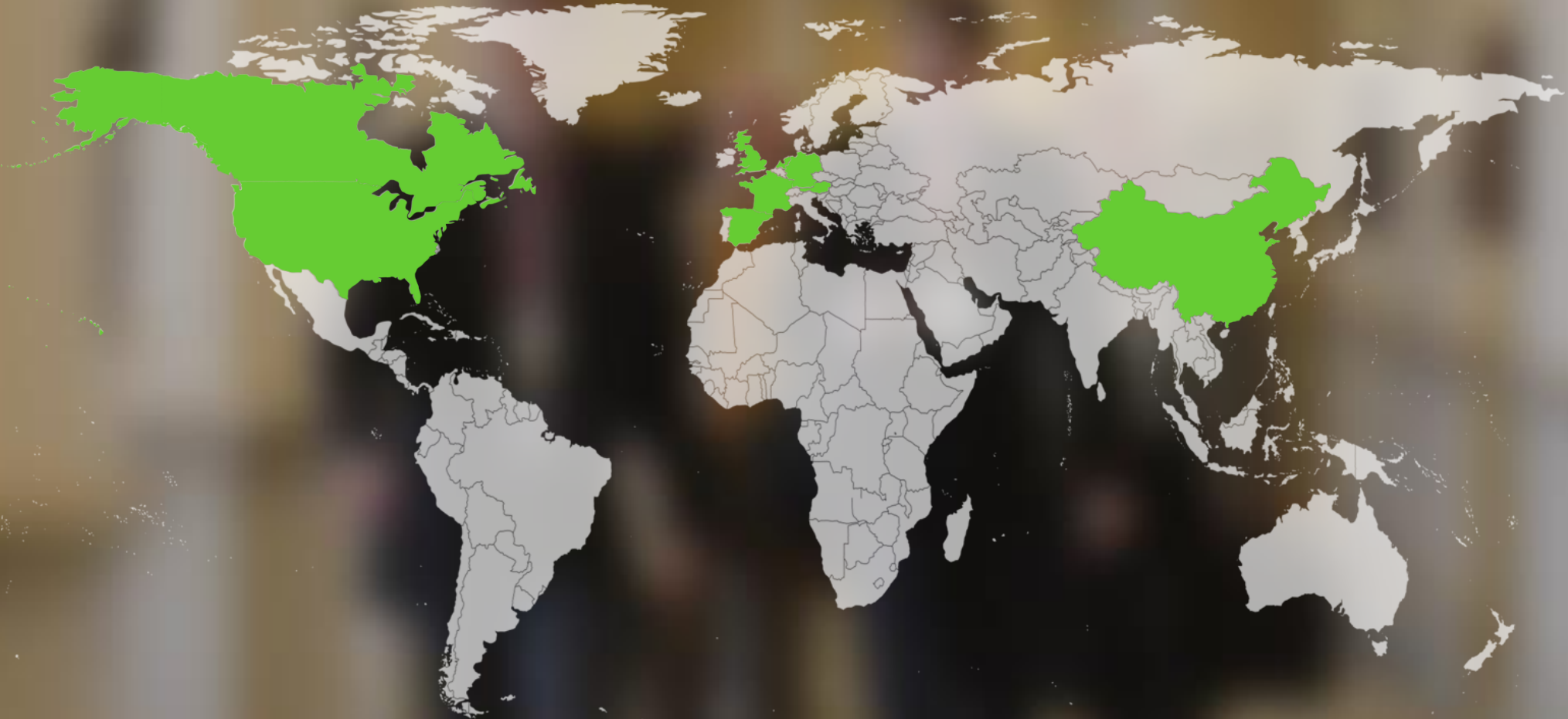


COVID-19's Uncertainty Has Things to Teach Us About M&A



WITH CHAPTERS ACROSS THE WORLD...



GET EXCLUSIVE ACCESS TO ACG'S GLOBAL NETWORK
OF OVER 14,500 M&A PROFESSIONALS.

ACG GLOBAL CONFERENCE

ACG Member
SUMMIT

SAVE THE DATE - JUNE 23RD-25TH

TORONTO

ACG[®] Toronto

DEALSOURCE NORTH

ONLINE JUNE 10 & 11

- ❖ 60+ COMPANIES & 130+ ATTENDEES REGISTERED
- ❖ 425+ PRE-SCHEDULED MEETINGS BOOKED
- ❖ WEBINAR KEYNOTE PRESENTATIONS – BOTH SPONSORED
- ❖ FIRST ACG CHAPTER TO HOST AN ONLINE CONFERENCE

PROMOTING 2 CONFERENCES

CANADA'S LARGEST DEALSOURCE EVENTS IN 2020

SAVE THE DATES

We are moving ACG DealSource North® to an **ONLINE VIRTUAL EVENT**

NEW DATES - JUNE 10th & 11th, 2020

TIMES: NOON - 5:00 PM
AGENDA FOR BOTH DAYS:
NOON - 12:45 - KEYNOTE PRESENTATION, 1:00 - 5:00 - PRE-SCHEDULED MEETINGS
REGISTER NOW - SPACE IS LIMITED!

30+ Investment Banks and M&A Advisory Firms
50+ Private Equity and Capital Providers
700+ Meetings Booked

2019 ACG DealSource North® Statistics

The 2nd annual DEALSOURCE NORTH will be hosted online - and will provide the same benefits for pre-scheduled meetings between Capital providers / PE firms and Investment Banks / M&A Advisory firms. The event format will offer access to 8 daily, pre-scheduled, 30-minute meetings hosted on our secure online audio/video platform.

We are pleased to announce dates for the two largest DEALSOURCE events in Canada. In addition to the revamped, online DEALSOURCE NORTH; the 4th annual Fall DEALSOURCE takes place during the 18th CAPITAL CONNECTION CONFERENCE on November 9th & 10th. Your DEALSOURCE registration...and Trade Show.

ACG CAPITAL CONNECTION®

MONDAY NOVEMBER 9, 2020
DealSource & Opening Reception

TUESDAY NOVEMBER 10, 2020
Conference & Trade Show

30+ Investment Banks and M&A Advisory Firms
100+ Private Equity and Capital Providers
800+ Meetings Booked

2019 ACG Capital Connection® DealSource Statistics

Special Offer - Attend both events - and receive reduced pricing!
Non-ACG Members can register as a new ACG member and receive reduced pricing for their attendance.

LIMITED PLACES AVAILABLE.
For more information contact Claire at cleahy@acg.org

<https://www.acg.org/toronto/events/dealsource-north>

ACG Toronto

TORONTO

ACG Toronto



Jennifer J. Fondrevay,
Chief Humanity Officer,
Day 1 Ready - M&A
Consultancy



Cathy Logue,
FCPA, FCA, Global Leader, CFO &
Private Equity Practice Group
Managing Director, Toronto, Stanton
Chase



Diana Fife,
CPA, CA

STANTON CHAIRMAN



ACG DealSource North
M&A & Covid – Lessons in Crisis Management
& Leadership

June 10, 2020

About Stanton Chase

- Stanton Chase is a leading global Top 10 retained executive search firm and partnership, with over 75 offices in 45 countries.
- We represent our clients in recruiting leaders for Board, C-Suite and senior level strategic leadership roles.
- More than 70% of our work comes from our existing clients, minimizing our off-limits and a testament to our quality and commitment.
- We are proud members of the Association of Executive Search & Leadership Consultants (AESC), the voice of excellence of the search profession worldwide.

Top 10

in global rankings

Founded in

1990

350+

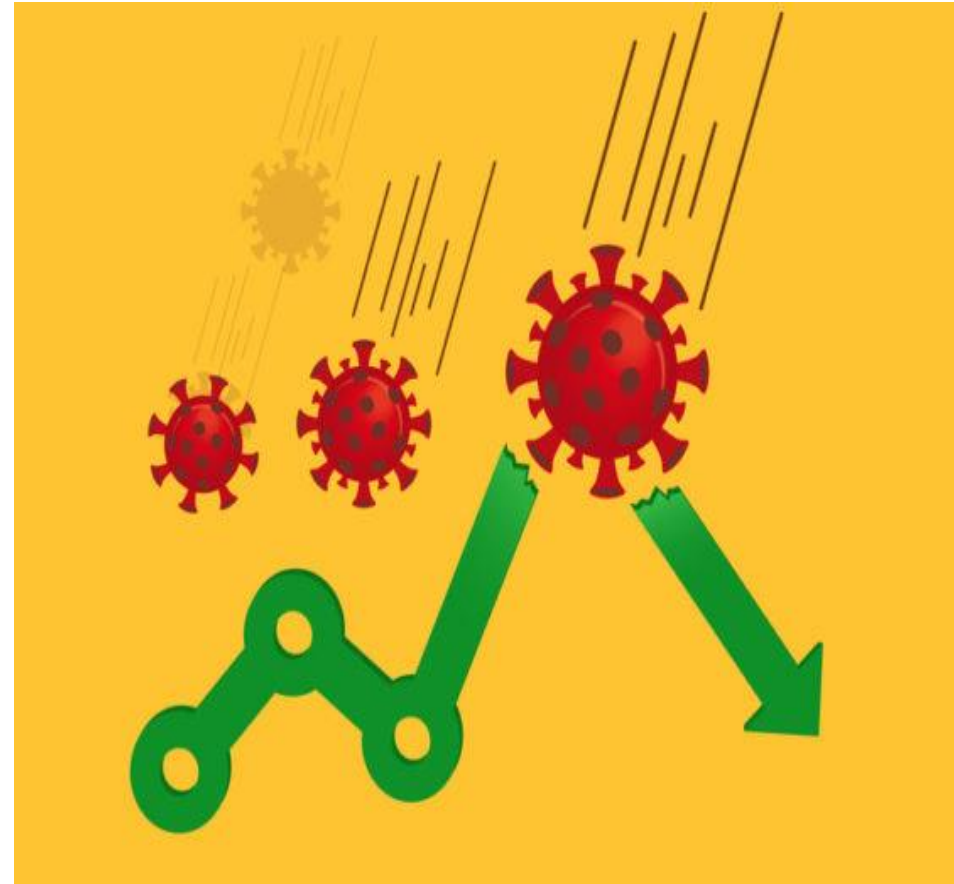
Partners/Consultants



Stanton Chase CFO Survey – April, 2020

3 simple questions:

1. What is the single biggest challenge you're facing right now?
2. If everything returned to normal next week, what would the impact be for your business for 2020? Beyond?
3. What is the most important lesson you've learned from this?



Managing Through Covid – CFO Agenda

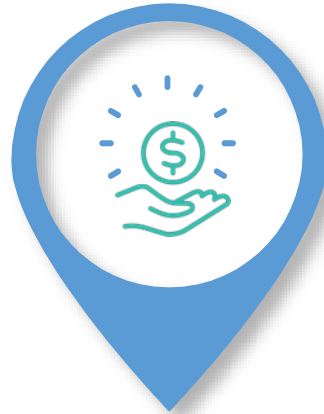
People

Layoffs & widespread staff reductions

Retaining Key Talent

Technology & shift to a remote workforce

Ownership & Accountability



Financial Impact

Focus on liquidity

Top concern as businesses shift to managing through a cash crunch and recession. Forecasting and scenario planning

Clampdown on costs

Capital Spend & M&A Activity



Leadership

Crisis Management Plan

Communication, communication & more communication

Trust & Transparency

LEADERSHIP LESSONS

1 WHAT LEADERSHIP STYLE PERSUADES IN UNCERTAINTY

2 WHO IS BEST TO DRAW THE STRATEGY

3 HOW TO COMMUNICATE THE PLAN

LEADERSHIP LESSONS

1

WHAT LEADERSHIP STYLE PERSUADES IN
UNCERTAINTY

TORONTO

ACG[®] Toronto

LEADERSHIP LESSONS

1 WHAT LEADERSHIP STYLE PERSUADES IN UNCERTAINTY

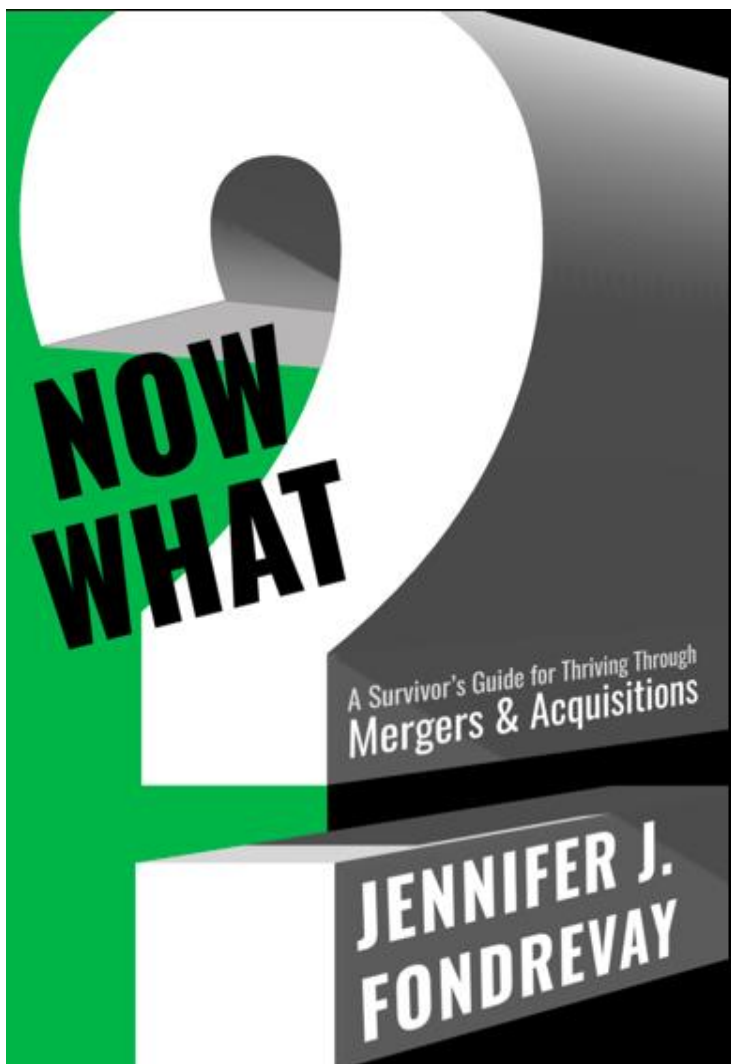
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NOW WHAT? A Survivor's Guide for Thriving Through Mergers & Acquisitions

Book Offer:

- 1) Ebook of select chapters available: Scan QR code or copy/paste link below.
- 2) Book available on Amazon for 50% off through end of June.



OR Cut and Paste LINK: <https://mailchi.mp/9b0bdc183152/malessons>



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TORONTO

ACG Toronto

Return to Deal-Making: Mid-Market M&A Over the Next 12-24 Months



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Cassels



Panelist
Milap Choksey,
Principal,
Clearspring Capital Partners



Panelist
Alan Chettiar,
Partner, M&A Advisory,
FirePower Capital



Moderator
Jake Bullen,
Co-Chair Cassels
Private Equity Group



Panelist
Sylvia Rasic,
Partner and Senior
Managing Director,
Deloitte Corporate Finance



Panelist
Morty White,
Managing Director,
Wynnchurch Capital