DEALSOURCE PROGRAM

MONDAY OCTOBER 28, 2019
DealSource & Opening Reception

TUESDAY OCTOBER 29, 2019
Conference & Trade Show
CANADA’S LARGEST CONFERENCE FOR THE MID-MARKET INVESTMENT SECTOR

2018 DELEGATES IN ATTENDANCE

83% CANADA
17% USA

60+ EXHIBITORS
600+ EXECUTIVES FROM ACROSS NORTH AMERICA
60+ INDUSTRY LEADERS IN SPEAKING ROLES
$30 BILLION IN PRIVATE EQUITY CAPITAL

ATTENDEES INCLUDE:

Private Equity Sponsors
Institutional Investors
Family Office Investors
Senior-Level Company Executives
Law & Accounting Firms
Non-Bank & Specialty Lenders
Investment & Merchant Banks
Canadian & Foreign Lenders
Industry Association Representatives
Service Providers
Recruitment & Search Firms
Consulting & Advisory Firms

ACG Toronto launched DEALSOURCE, a new business development program, as part of the 2017 Capital Connection Conference.
CONFERENCE OVERVIEW

CONFERENCE CO-CHAIRS

ADRIANNA CZORNYJ
Partner, Persistence Capital Partners

JON MCCARTHY
Venn Capital

CONFERENCE COMMITTEE

Darin Brock, TorQuest Partners
Joyce Bernasek, Osler, Hoskin & Harcourt LLP
Melissa Li, CIBC Capital Markets
Michael Rudanycz, SLC Management | Sun Life Assurance Company of Canada

Michael Taylor, The Poirier Group
Sonal Doshi, Canadian Pension Plan Investment Board
Teresa Lee, OMERS Private Equity
Vaughn MacLellan, DLA Piper (Canada) LLP

NEW AT THIS YEAR’S CONFERENCE

❖ Revamped Conference Agenda
❖ Expanded Networking Schedule
❖ Larger Exhibitor Lounge & Trade Show Displays
DEALSOURCE – OCTOBER 28TH – FAIRMONT ROYAL YORK HOTEL

DEALSOURCE CO-CHAIRS

CORMAC MACLOCHLAINN
Senior Vice President Corporate Banking, Raymond James

MICHAEL RUDANYCZ
Managing Director, Private Fixed Income, SLC Management | Sun Life Assurance Company of Canada

DEALSOURCE OVERVIEW

Investment Banks and M&A Advisory firms from Canada the U.S. will conduct pre-scheduled meetings with Capital providers; specifically Private Equity Group’s, Family Offices, Credit Funds and other Lenders, to discuss investment opportunities.

Predetermined 20 minute meetings will take place on a 1/1 basis in the private DealSource lounge at the Fairmont Royal York Hotel.

DEALSOURCE COMMITTEE

Ben Gibbons, RSM Canada
Darin Brock, TorQuest Partners
Hai Tran-Viet, CBGF Canadian Business Growth Fund

Robert Hickey, RBC Royal Bank
Robyn Weber, HUB International Limited
Stephen Smith, SBS Structured Solutions

2018 DEALSOURCE RESULTS

❖ 90 Corporate Professionals Registered
❖ 27 Investment Banks Sponsored
❖ 277 Meetings Were Arranged
DEALSOURCE – HOW IT WORKS

- Investment Banking firms from Canada and the U.S. will conduct **pre-scheduled meetings** with Capital providers; specifically Private Equity Groups, Family Offices, Credit Funds and other Lenders, to discuss investment opportunities.

- Predetermined **20 minutes meetings** will take place on a 1/1 basis in the private **DealSource Lounge** in advance of the Opening Reception. All meetings will be held at the Fairmont Royal York Hotel.

- Turnkey schedule! Registered attendees will be provided access to an **Online Scheduling App** to book meetings and maximize your calendar. ACG Toronto Event Staff will provide assistance with the meeting schedule and on-site.

- Meetings will be held on the day prior to the Capital Connection Conference – **Monday October 28th from 10:00AM – 4:00PM**.

- Admission for **two (2) attendees** to the Opening Reception and the Conference is included in your DealSource package.

- Complimentary refreshments and a light lunch will be available in the **DealSource Lounge** for all attendees.

- **Accommodations** are available at the Fairmont Royal York Hotel, you must register for the conference first and will then receive a link to book your room.

Please note: due to demand, with the exception of Capital Connection Sponsors, DealSource participation is reserved for Investment Banks, Private Equity and Debt Capital Providers only (e.g. companies, GPs, LPs and Lenders)
PARTICIPATED AT DEALSOURCE 2018
DEALSOURCE – TABLE SPONSORS

RSM Canada

Grant Thornton LLP

Canaccord Genuity

Piper Jaffray

Alta Corp Capital

Houlihan Lokey
DEALSOURCE BENEFITS

- Two (2) attendee registrations for DealSource, which include passes to the Opening Reception and Conference
- Access to meeting scheduling tool through the Conference Mobile App
  - 463 meetings were requested but due to high demand 277 meetings were completed at the 2018 DealSource
- One (1) exclusive DealSource table with four (4) chairs
- Company identification sign on tables
- Company profile page within the Conference Mobile App
- Company logo in the Conference Program and on the Conference Website

**Member**

- $1,500 +HST

**Non-Member**

- $1,750 +HST
DealSource North was launched in May 2019 and attracted a strong registration of more than 50 Private Equity and Capital Providers and more than 30 Investment Banks and M&A Advisory firms from across North America.

The second DealSource North will return to Arcadian Loft and take place on May 27th & 28th.

All participants of the DealSource North event are invited to attend the DealSource North Reception taking place on the evening of May 27th to meet industry colleagues from Canada and the U.S.

The DealSource North event on May 28th will focus exclusively on pre-scheduled business development meetings.
DEALSOURCE NORTH 2020 – SPECIAL OFFER

ACG Toronto is offering a special REDUCED package price to attend BOTH Capital Connection DealSource 2019 & DealSource North 2020

**ACG Members**
- Capital Connection DealSource 2019
  Sponsorship $1,500
- DealSource North 2020
  Sponsorship $500
- **BOTH EVENTS Package**
  Sponsorship $1,700

**Non-Members**
- Capital Connection DealSource 2019
  Sponsorship $1,750
- DealSource North 2020
  Sponsorship $1,000
- **BOTH EVENTS Package**
  Sponsorship $2,250

**NOTE:** Register for your ACG Toronto Membership (Value of $420 CDN + HST) and receive the Membership pricing for your DealSource Sponsorship. Your Investment is **ONLY** $1,700 + $420 CDN = $2,120 CDN
COMMUNICATIONS

PROMOTION IN THE RECENTLY LAUNCHED
ACG TORONTO WEEKLY E-NEWSLETTER
DISTRIBUTED ACROSS NORTH AMERICA

CONFERENCE PROMOTION ON SOCIAL MEDIA

ACG Toronto Chapter
Capital Markets - Toronto, Ontario - ON - 196 followers

See all 13 employees on LinkedIn

ACG Toronto

The Toronto Chapter of the ACG was launched in 1971 and has a current reach of over
3,000 corporations, individuals and members across North America.

172 Following 258 Followers

Tweets Tweets & replies Media Likes
OPENING RECEPTION – MONDAY OCTOBER 28TH

RICARDA’S

The Atrium
Featuring a breath-taking amalgamation of exposed brick dating back to the early 20th century and award-winning design elements of the future, The Atrium is as stunning as it is dramatic. It combines intimacy with grandeur, and character with purity- a canvas that allows your event to make a true statement.

The Opening Reception is always hosted at one of Toronto’s most prominent venues. This year The Atrium at Ricarda’s, in Toronto’s Entertainment District, will feature fine Food, Wine & Spirits host by our exclusive partner Breakthru Beverage Canada. The Reception also provides an excellent networking opportunity to meet Conference Attendees, Sponsor, Speakers and other ACG Members from across North America.

PAST OPENING RECEPTION LOCATIONS

2018
The Rec Room Roundhouse, The Hall

2017
Omni King Edward Hotel, Crystal Ballroom

2016
Art Gallery of Ontario, Walker Court
2018 CAPITAL CONNECTION PICTURES

Shelby Austin, Managing Partner, Omnia AI, Deloitte & Josh O’Kane, Business Reporter, The Globe and Mail

Som Seif, President & CEO, Purpose Investment Inc

The Poirier Group at DealSource

Opening Reception held at the Rec Room Roundhouse – The Hall

Wells Fargo booth at the Exhibitor Hall

Dr. Nancy MacKay, Founder & CEO, MacKay CEO Forums
** FEEDBACK & TESTIMONIALS  

86.05% of the 2018 attendees made a useful business connection as a result of the conference

69.05% of the 2018 attendees indicated that they were very satisfied with the conference venue compared to 64.41% in 2017

86.67% of delegates attend Capital Connection for networking and business opportunities

“Top notch program and location”

“Great overall experience for both sides”

“Venue was great at Beanfield, lots of space and good size of rooms”

51.16% of attendees indicated that they were very satisfied with the quality of the exhibit hall compared to 49.15% in 2017
ASSOCIATION FOR CORPORATE GROWTH (ACG)

The Association for Corporate Growth® (ACG®) is the global community for middle market M&A dealmakers and business leaders focused on driving growth. ACG members have access to data, content and networking to access capital, make deals and drive corporate growth. Founded in 1954, ACG has grown to more than 14,500 members organized in 59 chapters throughout North America, Europe and Asia.

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.
ACG TORONTO MEMBERSHIP OVERVIEW

MEMBERS REPRESENT

- Advisors - Accounting, Consulting and Legal Firms
- Private Equity Firms and Capital Providers
- Institutional Investors and Merchant Banks
- Intermediaries and Corporate Entities
- Non-Banks

MEMBERS as of Dec. 2018

- Advisors 36%
- Capital Provider 23%
- Corporate 7%
- Intermediary 8%
- Other Industries 26%
CONTACT DETAILS

Mike Fenton, ACG Toronto President & CEO
mfenton@acg.org
647-407-6227

Caterina Sisca, ACG Toronto Event Manager
csisca@acg.org
416-868-1881 ext 222