

# PROFESSIONAL DEVELOPMENT SERIES

Presented by



CANADA'S VENTURE CAPITAL & PRIVATE EQUITY ASSOCIATION  
ASSOCIATION CANADIENNE DU CAPITAL DE RISQUE ET D'INVESTISSEMENT

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# GROWTH SUMMIT: Building Great Companies through Leadership and Acquisition

**THURSDAY, FEBRUARY 23, 2012**  
MARS DISCOVERY DISTRICT  
101 COLLEGE STREET, TORONTO

VIDEO-BROADCAST INTO VANCOUVER, CALGARY, WINNIPEG, OTTAWA, MONTREAL AND HALIFAX.

While global economic growth has been challenging, Canadian investment firms are at the forefront of actively building great businesses that have exhibited growth through both good and bad business climates. This begs the question – how do you build a company that is able to realize long-term, sustainable growth through all business cycles? The CVCA has gathered a number of leaders and investors who have successfully built growth-driven organizations to answer that very question, whether through acquisitions, exceptional management and leadership, partnerships with other growth-focused private equity investors or active and collaborative board construction.

### NETWORKING LUNCH AND REGISTRATION

**Eastern Standard Time**  
12:30 – 1:25 p.m.

### INTRODUCTION

1:25 – 1:30 p.m.

**Felix-Etienne Lebel**, *Birch Hill Equity Partners, CVCA PD Committee Member*  
**Ben Fash**, *Birch Hill Equity Partners, CVCA PD Committee Member*

### SESSION 1: GROWTH THROUGH ACQUISITION

1:30 – 2:30 p.m.

A classic investment thesis of private equity firms over time has been to generate superior returns through a successfully executed roll-up strategy and acquisition program. Several successful managers and investors who have executed such a strategy join us to discuss their approach, execution and the potential pitfalls related to these acquisition strategies.

**MODERATOR: Ian Palm**, *Partner, McCarthy Tétrauit LLP*

**PANELISTS: Alan Lever**, *Partner, TorQuest Partners*

**John Billowits**, *CFO, Constellation Software*

**Kevin McAllister**, *Principal, Sterling Partners*

**Sandy Scott**, *Principal, Tandem Expansion*

### SESSION 2: GROWTH THROUGH EXCEPTIONAL MANAGEMENT

2:30 – 3:30 p.m.

Building a deep, talented management team is one of the pillars of executing a successful and sustainable long-term growth strategy. Our panel will discuss the importance of building a strong management team from the perspective of private equity investors.

**MODERATOR: Richard Davis**, *Partner, RHR International*

**PANELISTS: John Loh**, *Partner, Birch Hill Equity Partners*

**Mark Gordon**, *Managing Director, ONCAP*

**Daniel Klass**, *Managing Partner, Klass Capital*

### NETWORKING BREAK

3:30 – 3:50 p.m.

### SESSION 3: THE ROLE OF CANADIAN PENSION FUNDS IN BUILDING GREAT COMPANIES

3:50 – 4:50 p.m.

Canadian pension funds have successfully built direct investing capabilities in recent years and have played an integral part in the growth of a number of very successful global companies. Our panel will discuss the direct investment strategies of the leading Canadian pension funds and how it has evolved over time.

**MODERATOR: John L. Sherrington**, *Vice-Chairman, Scotia Capital*

**PANELISTS: Sandra Bosela**, *Managing Director, OPTrust Private Markets Group*

**Russell Hammond**, *Director, Consumer, Retail and Industrials, Ontario Teachers' Pension Plan Private Capital*

**Tony Morgan**, *Vice-President, CPP Investment Board*

**Derek Smyth**, *Managing Director, OMERS Ventures*

Please register by 9 a.m. Tuesday, February 21 to be included on the master attendee list.

For more CVCA events, please visit: [www.cvca.ca](http://www.cvca.ca)

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## **GROWTH SUMMIT: Building Great Companies through Leadership and Acquisition**

**THURSDAY, FEBRUARY 23, 2012**

**REGISTRATION FORM  
OR REGISTER ON-LINE AT [WWW.CVCA.CA](http://WWW.CVCA.CA)**

**DATE:** Thursday, February 23, 2012

**VENUE:** MaRS Discovery District, 101 College Street, Toronto, ON

**COST:**  Toronto     CVCA Members Rate: \$199.00 + HST (25.87) = \$224.87  
 Non-members Rate: \$299.00 + HST (38.87) = \$337.87  
 Other \_\_\_\_\_

Video Conference Sites (check your site) \$ 70.00 + HST (9.10) = \$ 79.10

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4th person  
from the same  
company is  
FREE\***

\* Applies to attendance at same location.

**→ You must register by 9 a.m. Tuesday, February 21 to be included on the master attendee list. ←**

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Title:.....

Company:.....

Telephone:.....

E-mail:.....

Address:.....  
.....

Payment by cheque    VISA    AMEX    Mastercard (Please complete section below)

Credit card number..... Expiry date.....

Cardholder name..... Cardholder signature.....

*Please make your cheque payable to CVCA and mail to the office. If you have indicated credit card payment, a receipt will be mailed to you. Please be advised that there will be no refund for cancellations. Substitutions are permitted.  
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Tel: (416) 487-0519 • Fax: (416) 487-5899 • E-mail: [cvca@cvca.ca](mailto:cvca@cvca.ca)**

# PRIVACY PRACTICE

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- ✓ where permitted or required by applicable laws, court orders or government regulations.

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