

# PROFESSIONAL DEVELOPMENT SERIES

Presented by



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

## 2011 SERIES SPONSORS



# FASTEN YOUR SEATBELTS: INVESTING AND EXITING IN TURBULENT TIMES

WEDNESDAY, NOVEMBER 23, 2011

MARS DISCOVERY DISTRICT  
101 COLLEGE STREET, TORONTO

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

Three years after the peak of the global financial crisis, volatility and uncertainty has returned to capital markets and the global economy. The outlook for credit markets, equity markets, and economic growth are all in question. How are these developments affecting private equity and venture capital? What are the implications for Canadian sponsors as they seek to make new investments and exit current investments? Hear leading Canadian investors and capital markets participants discuss their views.

	Eastern Standard Time
<b>NETWORKING LUNCH AND REGISTRATION</b>	12:30 – 1:30 p.m.
<b>INTRODUCTION</b>	1:30 – 1:35 p.m.
<b>Sarah Goel</b> , CVCA PD Committee Co-Chair and Vice President, <i>EdgeStone Capital Partners</i>	
<b>SESSION 1: KEYNOTE ADDRESS</b>	1:35 – 2:25 p.m.
<b>Jim Fasano</b> , Vice-President and Head of Principal Investing, CPPIB	
<b>SESSION 2: INVESTING IN UNCERTAIN MARKET CONDITIONS</b>	2:25 – 3:25 p.m.
Private equity and venture capital investing is affected by the lending environment, public markets, vendor expectations, and the outlook for economic growth. Our panelists will discuss how uncertainty is affecting deals in the second half of 2011 and some considerations for sponsors seeking to put capital to work.	
<b>Moderator:</b>	
<b>Richard Pay</b> , Partner, PwC Transaction Services	
<b>Panelists:</b>	
<b>Daniel Daviau</b> , Head of Canadian Investment Banking, Canaccord Genuity	
<b>Tawfiq Popatia</b> , Principal, Onex	
<b>John Ruffolo</b> , CEO of OMERS Ventures and Head of Knowledge Investing, OMERS Strategic Investments	
<b>Greg Woyrnarski</b> , Managing Director and Head of Global Debt Capital Markets, Scotia Capital	
<b>NETWORKING BREAK</b>	3:25 – 3:45 p.m.
<b>SESSION 3: EXIT PLANNING DURING TURBULENT TIMES</b>	3:45 – 4:45 p.m.
Positioning businesses for exit and choosing the right moment to sell is as much art as science – and economic uncertainty only complicates matters. This panel, including three Canadian sponsors who recently completed successful realizations, will discuss how sponsors are navigating a difficult exit environment.	
<b>Moderator:</b>	
<b>Bill Farrell</b> , Managing Director, CCC Investment Banking	
<b>Speakers:</b>	
<b>Andrew Federer</b> , Head of Corporate Finance, RBC Capital Markets	
<b>Marc Lipton</b> , Partner, TorQuest Partners	
<b>Stephen Marshall</b> , Partner, EdgeStone Capital Partners	
<b>Amar Varma</b> , Managing Partner, Extreme Ventures	

Please register by 9 a.m. Monday, November 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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## **FASTEN YOUR SEATBELTS: INVESTING AND EXITING IN TURBULENT TIMES**

**WEDNESDAY, NOVEMBER 23, 2011**

### **REGISTRATION FORM OR REGISTER ON-LINE AT WWW.CVCA.CA**

**DATE:** Wednesday, November 23, 2011

**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

Vancouver  Calgary  Winnipeg  Ottawa  Montreal  Halifax

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

\* Applies to attendance at same location.

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

Name:.....

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.  
HST Reg. No. R119699577*

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Tel: (416) 487-0519 • Fax: (416) 487-5899 • E-mail: cvca@cvca.ca**

# PRIVACY PRACTICE

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- ✓ to publish an attendee list for events with your contact information to distribute to all attendees of the event. The attendee list may also be used by sponsors to contact attendees about the sponsor's organizations or events;
- ✓ to provide information to third parties such as researchers for data collection and research reports;
- ✓ to aid service providers we use to support our business (e.g. technical support or third parties administering credit card payment systems), in which case we will require third parties to protect the privacy of the information they have access to; and
- ✓ where permitted or required by applicable laws, court orders or government regulations.

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