

# PROFESSIONAL DEVELOPMENT SERIES

Presented by



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

2012 SERIES  
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## VIDEO CONFERENCE IN MONTREAL

# GROWTH SUMMIT: Building Great Companies through Leadership and Acquisition

THURSDAY, FEBRUARY 23, 2012

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.

Eastern Standard Time

**REGISTRATION** 1:00 – 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 Tétrault LLP*

**PANELISTS: Alan Lever**, *Partner, TorQuest Partners*  
**John Billowits**, *CFO, Constellation Software*  
**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 Hosted by McCarthy Tétrault LLP** 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.

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

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

<b>DATE:</b> Thursday, February 23, 2012 Eastern Standard Time: 1:00 p.m. - 4:50 p.m.	<b>SPECIAL 4th person from the same company is FREE*</b>	<b>Video Conference Host</b>
<b>VENUE:</b> McCarthy Tétrault LLP Suite 2500, Dennis Room 1000 De La Gauchetière Street West Montréal, Québec H3B 0A3		<b>mccarthy tétrault</b>
<b>COST:</b> \$70.00 + HST (9.10) = \$ 79.10		<small>* Applies to attendance at same location.</small>

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

Name:.....

Title:.....

Company:.....

Tel:.....

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*

# PRIVACY PRACTICE

The CVCA collects personal information from you when you register for an event. By registering you consent to your personal information being used and disclosed by the CVCA in the following situations:

- ✓ to administer the CVCA and any events held by or in relation to the CVCA;
- ✓ to contact you to provide you with information about CVCA and industry events and sponsorship opportunities for CVCA events;
- ✓ 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.

You have the option to refuse the collection of personal information and, subject to certain legal or contractual restrictions and reasonable notice, to withdraw your consent to the continued use and disclosure by the CVCA of information previously collected. You may withdraw your consent by writing to the Privacy Officer at the address provided below. Please note that such refusal or withdrawal may render the CVCA unable to provide you with membership or participation in certain events or with certain CVCA services.

