

14th Annual Canadian

PRIVATE EQUITY SUMMIT

Emerging Investment Themes, Trends and Opportunities

November 7, 2012 | InterContinental Toronto Centre | Toronto



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Michael Lee-Chin
*Chairman, Portland Holdings Inc.
and Chairman, Portland Private Equity*

GALA DINNER "FIRESIDE CHAT" FEATURING:



André Bourbonnais
*Senior Vice-President,
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Marc Rowan
*Co-Founder and Senior
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- General Partners, Private Equity Firms, Financial Sponsors:
 - Executives, Partners, Associates
- Investment Banks, Asset Management Firms:
 - Private Equity
 - Acquisition/Leverage Finance
 - M&A
 - Structured Finance
 - Mezzanine Finance
- Deal Facilitators and Service Providers:
 - Placement Agents
 - Brokers
 - Law Firms
 - Accountants
 - Consultants
- Limited Partners and Institutional Investors:
 - Executives, investment officers and analysts

Marketing Partners



8:00 **Registration and Continental Breakfast**

8:30

Co-Chairs' Opening Remarks

David S. Brown

*Partner
WeirFoulds LLP*

Richard S. Pay

*Partner
PricewaterhouseCoopers LLP*

8:35

**Impact of the Global Economic Environment
on North American Private Equity**

Moderator: **Michael Akkawi**

*Partner
Torys LLP*

Prakash Melwani

*Senior Managing Director
Blackstone (New York)*

Earl Sweet

*Managing Director, Senior Economist
BMO Capital Markets*

Stuart Waugh

*Managing Director & Managing Partner
Northleaf Capital Partners*

How has today's economic climate - including the economic crisis in Europe, the slowing of growth in China and the weak US market - affected the private equity industry in North America?

The panel will discuss the following points:

- Have sponsors adjusted their investment philosophies and strategies, for example by moving away from a bottom-up company-focused model to a more macro analysis?
- Have there been effects on the asset allocation of the larger private equity funds and the pension funds, from traditional private equity to infrastructure, real estate and other investments?
- What has the impact been on fund raising - have investors come back to the North American market given its relative stability and strength?

9:35

Analyzing Structural Trends in Cross-Border Deals

Moderator: **Oliver C. Brahmst**

*Partner and Practice Group Head, M&A for the Americas
White & Case LLP (New York)*

Simon E. Brown

*Partner
Kohlberg Kravis Roberts & Co. L.P. (New York)*

Kosty Gilis

*Managing Director
Onex Corporation*

Randal Quarles

*Managing Director
The Carlyle Group (Washington, DC)*

In a persistent low-growth environment, with high premiums on good investments, innovative thinking and optimal deal structures may bridge the valuation gap and create significant returns for private equity. The panel will analyze some of the recent noteworthy cross-border deals between the US and Canada and discern trends and strategies used by firms today.

This discussion will cover:

- Highlighting significant transactions from the past 12 months
- What are the latest trends in:
 - Structures, deal terms, financing and sectors of high interest

10:50 **Networking Coffee Break**

11:05

**Limited Partner Perspectives: Role of Private Equity
in Portfolios**

Scott Hayman

*Co-Founder and President
Northwood Family Office LP*

Jennifer Morais

*Senior Principal
CPP Investment Board*

David Rogers

*Founder and Partner
Caledon Capital Management*

This panel discussion will evaluate how limited partners and direct investors are viewing private equity as a viable alternative in their portfolios and provide insight into the current pressures and requirements they face in seeking returns in a low growth, low interest rate economy.

- Current pressures and needs of institutional investors and family offices
- Where private equity fits into the portfolio
- Investor due diligence
- How has the low growth economy impacted private equity investments
- Other options and opportunities in alternatives
- View of the year ahead

11:50

Seeking Profitability in Small to Middle Market Deals

Moderator: **Gary R. Shiff**

*Partner
Blake, Cassels & Graydon LLP*

Rob Normandeau

*President
SeaFort Capital (Halifax)*

Marc Paiement

*Senior Advisor
NOVACAP*

Vince Simonelli

*Partner
Collins Barrow Toronto LLP*

Small and middle market deals can provide high returns on relatively lower investments. However the process of seeking the right deals, managing operations and growing businesses presents a greater challenge, especially with the economic risks that small to mid-size firms are facing. This panel will evaluate how funds can find returns in this higher risk, but higher reward market. This discussion will cover, among others, the following topics:

- Structuring the transaction including percentage of ownership, exit strategies etc.
- What to look for when selecting a small to mid-market deal
- Finding sustainable advantages
- Key growth sectors in Canada

12:35 **Networking Luncheon**

LUNCHEON KEYNOTE PRESENTATION

Pension Funds and Retail Investors: If the Needs are the Same, Why not the Portfolios?

Michael Lee-Chin

*Chairman, Portland Holdings Inc.
and Chairman, Portland Private Equity*



Spotlight on High Performance Sectors

This year's summit brings together leaders from industry sectors of high interest to the private equity community. Over the next three sessions we will hear from corporate leaders and private equity funds specialising in these sectors about the latest trends, performance, summary of activity and outlook for their respective industries. At the end of each presentation, the floor will be open for interactive discussions and networking.

1:45

Oil and Gas Services Presentation and Breakout

Art Robinson

*Partner
32 Degrees Capital (Calgary)*

Dan Themig

*President
Packers Plus (Calgary)*

Dan Themig is the President of Packers Plus, one of the premier providers of horizontal well fracturing services that helped spark the new shale revolution in North America. The ability to produce oil and gas trapped in shale and tight rock formations has been a game changer. The United States and Canada now possess some of the largest recoverable energy reserves in the world. Dan will provide his unique insight from the frontlines, into the current state of affairs and future outlook for the industry. Joining Dan on this panel is Art Robinson, Partner at 32 Degrees Capital, a private equity fund focusing on oil and gas services. Prior to moving into the private equity industry, Art was the Vice President of Corporate Development at Enermax Services Inc., a \$250 million energy services company with over 1,300 employees. With significant deals and investment experience under his belt, Art will review opportunities for private equity investors in this space.

2:45

Technology Presentation and Breakout

Clarence J. Chandran

*Executive Chairman, 4Front Capital Partners Inc.
and Former COO, Nortel Networks Inc.*

Chris Hoehn-Saric

*Co-Founder and Senior Managing Director
Sterling Partners (Chicago)*

This session will feature Clarence J. Chandran, a highly accomplished and respected global executive, investor and board member and Chris Hoehn-Saric, Co-Founder and Senior Managing Director of Sterling Partners, a leading private equity firm that focuses on investing in innovative, high-growth industries. Clarence retired as COO of Nortel Networks in March, 2001 after 28 years in the telecommunications and information technology sector. In May 2007, he was appointed by Hindalco Industries (Bombay Stock Exchange), the flag-ship of the \$30 Billion Aditya Birla Group, to the board of directors of the then newly acquired NOVELIS Inc. He is chair of the compensation committee of the board, and a member of the audit committee. Drawing from his personal experience, Clarence will provide his perspective on the outlook and challenges facing the technology industry today.

Chris Hoehn-Saric was one of the key proponents of the Mosaid Technologies Inc. transaction, a significant Canadian technology firm acquisition from the past twelve months. He will provide an investor's perspective on growth and development opportunities for private equity in the technology sector.

3:45

Agri-Food Presentation and Breakout

Tom Eisenhauer

*President
Bonfield Financial Inc.*

Andrew Muirhead

*Principal
Origin Merchant Partners*

Andrew Muirhead, Principal of Origin Merchant Partners, has over 15 years of experience as an advisor specializing in M&A with a focus on agriculture and resources. Andrew is the former SVP of Corporate Development at Viterra, where he was responsible for a number of acquisitions. A significant transaction he was involved in was the transformational acquisition of the Australian based agri-business, ABB Grain. Andrew will provide an industry perspective on the challenges and opportunities that he sees for growth in the agri-food sector. Joining Andrew will be Tom Eisenhauer of Bonfield Financial Inc., a leading farmland investment and property management firm that actively invests in farmland and agribusinesses across Canada. Tom will share the unique vantage point that he has when reviewing opportunities in farmland and agri-food investments for private equity.

4:45

Creating Quality Deal Flow that Works for You

Mark Borkowski

*President
Mercantile Mergers & Acquisitions Corporation*

Brian Nethercott

*Managing Director
Lincolnshire Management (New York)*

- What is the current state of deal flow?
- What can we expect in the next 12 months?
- What are specific techniques used to create deal flow?
- What new tools can be effectively used for deal sourcing?
- How has the role of the business development specialist changed?

5:30 Co-Chairs' Closing Remarks and Conference Concludes

5:30 Martini Bar Reception

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6:00 Gala Dinner

7:00 Gala Dinner "Fire-Side Chat"

Guests Include:

André Bourbonnais

*Senior Vice-President, Private Investments
CPP Investment Board*



Marc Rowan

*Co-Founder and Senior Managing Director
Apollo Global Management LLC*



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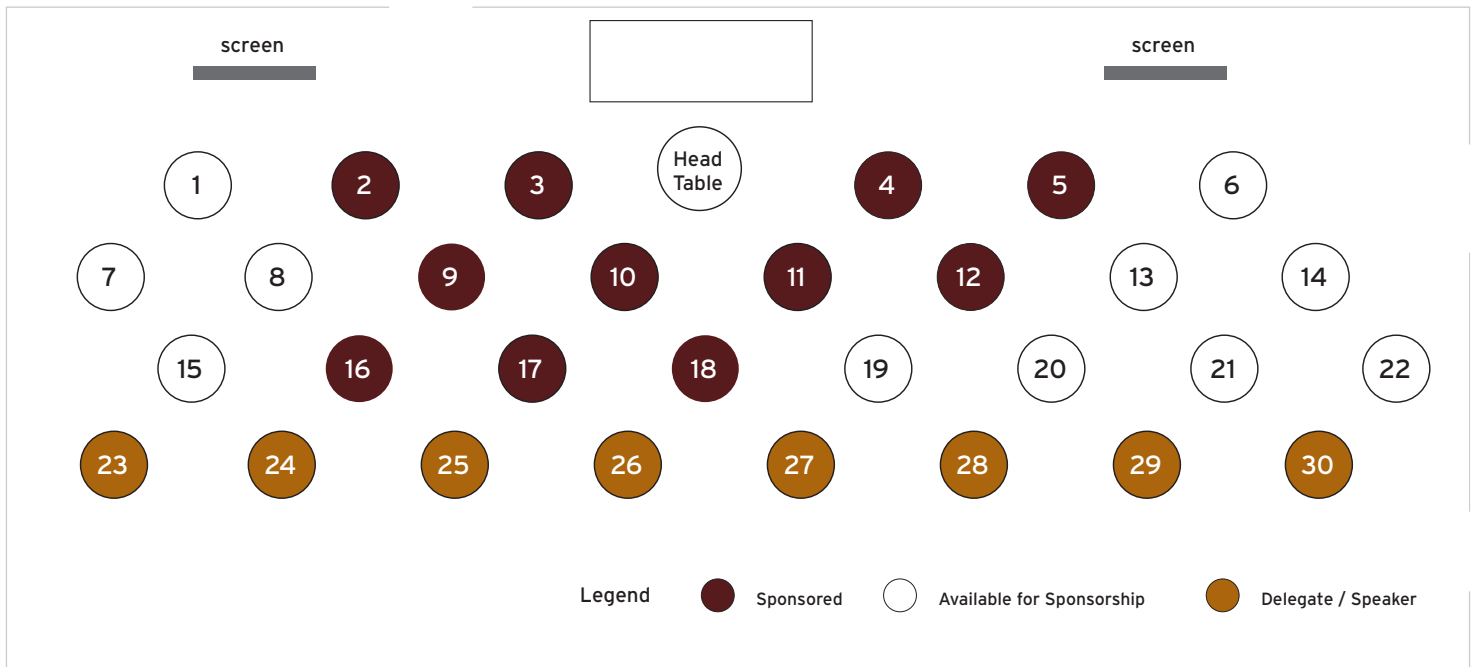


Table assignments and availability accurate at time of printing. Please see web site for updates.

Table Sponsors



TABLES 9 AND 18



TABLE 10



TABLE 17



TABLE 16



TABLE 3



TABLE 5



TABLE 11



TABLE 2



TABLES 4 AND 12

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Yes! Please register the following delegate(s) (photocopy for additional delegates)

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