



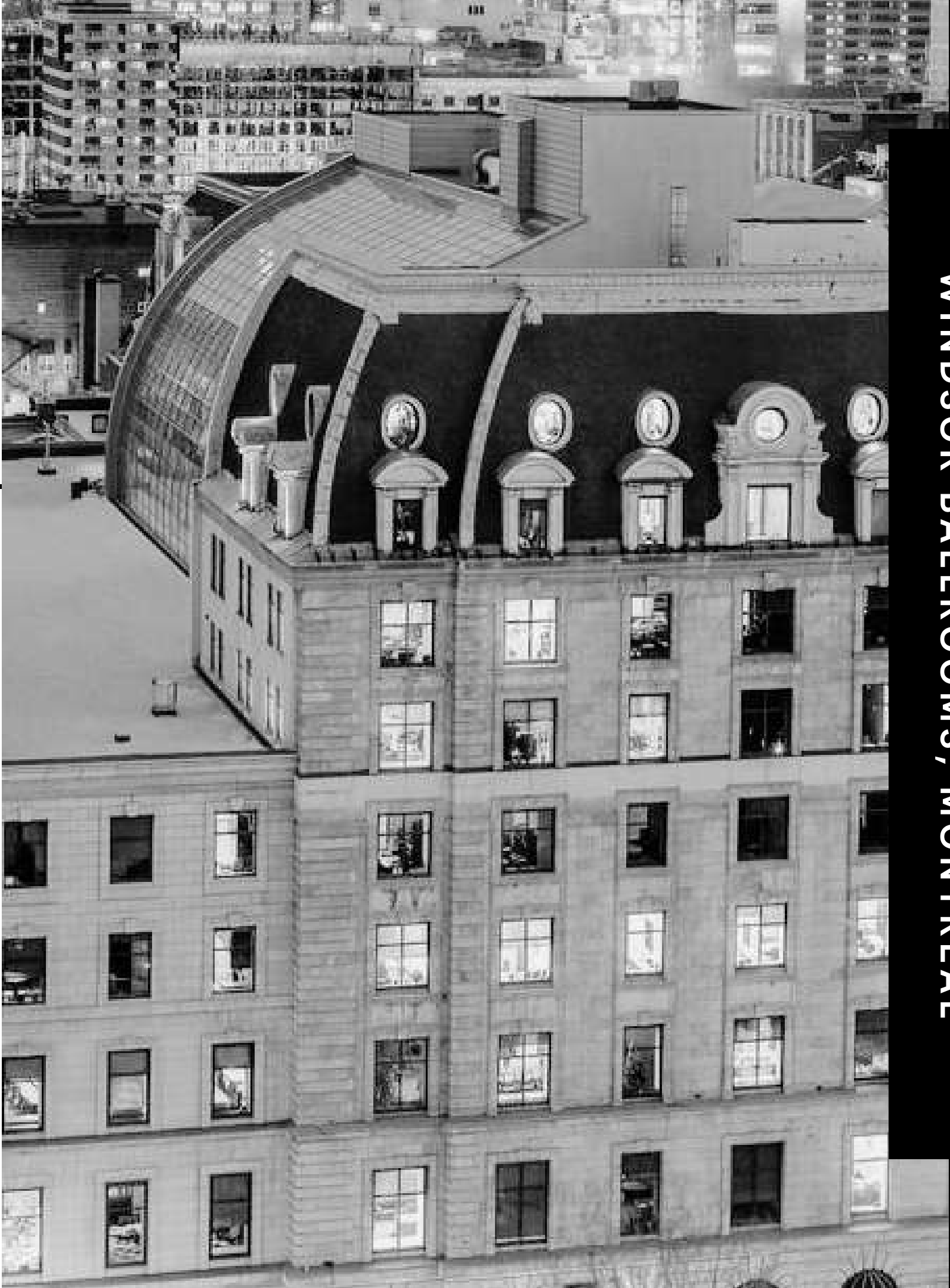
# N&A<sup>TM</sup> FORUM

NOVEMBER 28, 2023

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The M&A Club is the largest M&A association in Canada, providing networking and events to facilitate deal closings, with over 1,500 M&A and financing professional members.

The Forum provides networking opportunities and access to exhibitors, 400 participants, industry leaders & speakers. This annual event also offers workshop presentations.



**WINDSOR BALLROOMS, MONTREAL**

M&A Club members closed  
deals and financings totalling  
**3 billion dollars**  
since 2009

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18TH M&A FORUM



2023 M&A FORUM

## PROGRAM

- 12:00 - 12:30 Registration
- 12:30 - 2:00 Lunch & Keynote conversation with **Alexandre Taillefer**, Managing Partner, XPND
- 2:00 - 2:15 Capital
- 2:15 - 3:00 Coffee break & networking
- 3:00 - 3:30 Conference #1 (Economists)
- 3:30 - 3:45 Conference #2 (AI in M&A)
- 3:45 - 4:15 Coffee break & networking
- 4:15 - 5:00 Conference #3 (M&A Awards Gala Winners)
- 5:00 - 7:00 Conference #4 (Lightspeed CEO)

Networking Cocktail

*The M&A Club will draw a round-trip ticket offered by **Air Canada** during the cocktail.*





**Alexandre Taillefer**

Guest of honour

# LUNCH & KEYNOTE CONVERSATION

12:30 PM - 1:00 PM

Lunch

1:00 PM - 2:00 PM

**Alexandre Taillefer**, Managing Partner, XPND Capital  
in conversation with **Mathieu Dion**, Montreal Bureau  
Chief, Bloomberg LP.

**Bloomberg**

XPND**CAPITAL**





**Scotiabank.**

**Roynat Capital.**

# ECONOMISTS PANEL

2:15 PM - 3:00 PM

Discussion of current economic conditions: inflation, labor shortages, mortgage rates, debt, where are we and where are we going?

- **Pierre Cléroux**, Vice President, Research and Chief Economist, BDC
- **Mia Homsy**, Vice-President, Workforce and Economic Intelligence, Investissement Québec
- **Jean-François Perrault**, Senior Vice-President & Chief Economist, Scotiabank

Moderator:

**Claude Miron**, Managing Partner, Growth Equity Partners, BDC Capital

# AI IN M&A

3:00 PM - 3:30 PM

**Artificial intelligence in the M&A market: How is it affecting our practices and what can we expect in the future?**

- **Naïm Antaki**, Partner, Head, Montréal Tech Group and Co-Leader, Canadian Artificial Intelligence Group, Gowling WLG
- **Selena Lu**, Partner in the Business Law group, Lavery
- **Alexandre Baril**, Partner, M&A Transaction Services and Corporate Development Officer, Deloitte

Moderator: **Angelo Noce**, Partner, M&A, Private Equity and Agribusiness, Blakes

*Blakes*



**Deloitte.**

**Lavery**

# ANATOMY OF A WINNING TRANSACTION AT THE M&A AWARDS GALA

3:45 PM - 4:15 PM

Winner of the M&A Awards Gala, the story behind a winning transaction

In conversation:

- **François Tellier**, Managing Partner, Quebec and Eastern Canada, EY
- **Patrick Elie**, former CEO & Founder, Metrio Software





**LIGHTSPEED:  
GROWTH  
THROUGH  
ACQUISITION  
STRATEGY**

4:15 PM - 5:00 PM

**Jean-Paul Chauvet**, CEO, Lightspeed

Moderator:

**Mathieu Dion**, Montreal Bureau Chief, Bloomberg LP.

**Bloomberg**



SPONSORS





PACAKAGES

## TABLE OF 9 + HEAD TABLE + PROGRAM \$5,500

Seat at Head Table, logo on the table of 9 and marketing, advertising in Program Book and exhibition space or banner (optional).

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## TABLE OF 9 \$4,500

Logo on the table and marketing.

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## TABLE OF 5 \$2,500

Logo on the table and marketing.

*Taxes are not included.*

**EXHIBITOR TABLE**  
**\$1,000**

**FULL PAGE**  
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Advertisement in the Digital Program Book

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*Taxes are not included.*

**SPONSORSHIP OPPORTUNITIES**



**INDIVIDUAL ADMISSIONS**

**MEMBERS\***

**\$450**

Rate reserved for Club M&A members.

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**NON-MEMBERS\***

**\$500**

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**COCKTAIL ONLY**

**\$100**

Admission after 5:00 PM

*\*Purchasing individual tickets does not guarantee a seat at the same table.*

*Taxes are not included.*



# ACCOMMODATION LE GERMAIN MONTREAL

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Book a room at the Hotel Le Germain Montreal at the special rate of **\$269 + taxes**.

Booking procedure:

1. Use the direct link here: [Le Germain Montreal - Reserve here](#)
2. By calling **+1.877.333.2050** and quoting group code **2311CLUBMA**

**Le Germain Montréal** Montreal (*550m from the Windsor*)  
2050 Mansfield Street, Montreal, Quebec H3A 1Y9







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For more information:

<https://www.maclub.ca/ma-forum-november-2023/>