



PRIVATE CAPITAL MARKETS ASSOCIATION OF CANADA

# Fall Online Conference Agenda 2020



Connecting the Capital Markets *Virtually*

2.5 EDUC

## PCMA CANADA FALL ONLINE CONFERENCE 2020 AGENDA

Since its inception in 2012, the PCMA Private Capital Markets Conference has earned a reputation for pragmatic, insightful presentations that attracts a broad base of professionals eager to learn about new developments in the private capital markets including exempt market and ways to benefit from them.

One of the PCMA's paramount goals is to create opportunities to bring together the unique issues of our private capital markets into a single forum. The PCMA Conference is the ultimate opportunity to provide access to the top industry leaders and regulators and to bring forward the ideas and opportunities that will grow and transform the private capital markets.

Please join us online on November 19, to interact with leading experts on a range of topics dedicated to helping you grow your business, navigate complex regulatory issues and prepare for the private capital markets opportunities on the horizon.

**THURSDAY, NOVEMBER 19 • 2:30 - 6:00 PM ET / BREAKOUTS • 6:00 - 6:30 PM**

## CONFERENCE AGENDA\*

2:30 pm Welcome by PCMA Fall 2020 Conference Hosts: **Tommy Baltzis, PCMA Chair, CEO WhiteHaven Securities & Nancy Bacon, PCMA DR Committee Co-Chair, Managing Director of Chase Alternatives**

2:35 pm

**LUDOVIC PHALIPPOU**



Fireside Chat with Ludovic Phalippou on his controversial new book, "**Private Equity Laid Bare**" followed by Q&A.

*Moderator: Tommy Baltzis, PCMA Chair, WhiteHave Securities, CEO*

*Introduction: Horaine Carty, Eastern Canada, Private Capital Solutions, Computershare*

- Q&A

3:30 pm

**PCMA Fall Online Conference 2020 Sponsor Break**

3:35 pm

**PANEL 1 > Reactive vs. Opportunistic**

*"In the middle of difficulty lies opportunity." ~Einstein*

*Exploring the current disruption in the industry caused by the worldwide outbreak of COVID-19. How practicing industry professionals and those whom they partner might capitalize on the unanticipated opportunity that crisis brings as well as influence the private markets as a result.*

*Moderator: Craig Skauge, PCMA Co-Vice Chair, President and CEO of Olympia Trust*

*Panelist 1: Triumph Real Estate Investment Fund / David Wallach, President & Director*

*Panelist 2: CannalIncome Fund Corporation / Arthur Kwan, President & CEO*

*Panelist 3: IBK Capital / Michael White, President & CEO*

4:05 pm

**PCMA Fall Online Conference 2020 Sponsor Break**

4:15 pm

**WELCOME BACK**

# CONFERENCE AGENDA\*

4:20 pm

## PANEL 2 > Risk Mitigation and Cost of Capital in the Time of Covid

*Revisiting Capital Investment Plans: What capital investments can be postponed until the situation improves?*

- What capital investments are required to position for the rebound and for creating competitive advantage?
- Suggestions on how to reduce overall cost of capital or monthly burn rate!
- What are we seeing in mid- market at the time of COVID • What kind of government funding is available?

*Moderator: Jonathan Halwagi, Partner at Fasken Martineau DuMoulin LLP*

*Panelist 1: Liahona Capital Inc. / Cory Clapperton, CCO*

*Panelist 2: Raintree Financial Solutions / Peter Kinkaide, CFA*

*Panelist 3: Carrera Family Office / Rob Sinclair, CIO*

4:50 pm

## PCMA Fall Online Conference 2020 Sponsor Break

4:55 pm

## VIKRAM MANSHARAMANI



Fireside Chat with Vikram Mansharamani on his new book, **"THINK FOR YOURSELF: Restoring Common Sense in an Age of Experts and Artificial Intelligence"** followed by Q&A.

*Moderator: Tommy Baltzis, PCMA Chair, WhiteHaven Securities, CEO*

*Introduction: Felicia O'Neil, AVP Business Development, Private Capital Solutions, Computershare*

- Q&A

PCMA MEMBERS ATTENDING THE CONFERENCE WILL RECEIVE A COMPLIMENTARY COPY OF VIKRAM'S NEW BOOK!



## BREAKOUT SESSIONS

5:50 pm

### BREAKOUT #1: Risks, Challenges & Opportunities During & Post Pandemic in Commercial Real Estate

*Breakout Lead: David Wallach, President & Director, Triumph Real Estate Investment Fund*

5:50 pm

### BREAKOUT #2: Tax Planning in Uncertain Times

*Breakout Lead: Derek Innis, CPA, CA, Regional Tax Leader, MNP Toronto*

5:50 pm

### BREAKOUT #3: Diversify with Dentistry, Extract a New Opportunity

*Breakout Leads: Elroy Gust, President & CEO / Abbas Osman, CIO & Partner, Newlook Capital*

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REAL ESTATE INVESTMENT FUND

**MNP**

 **Newlook Capital**  
Dental Fund

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