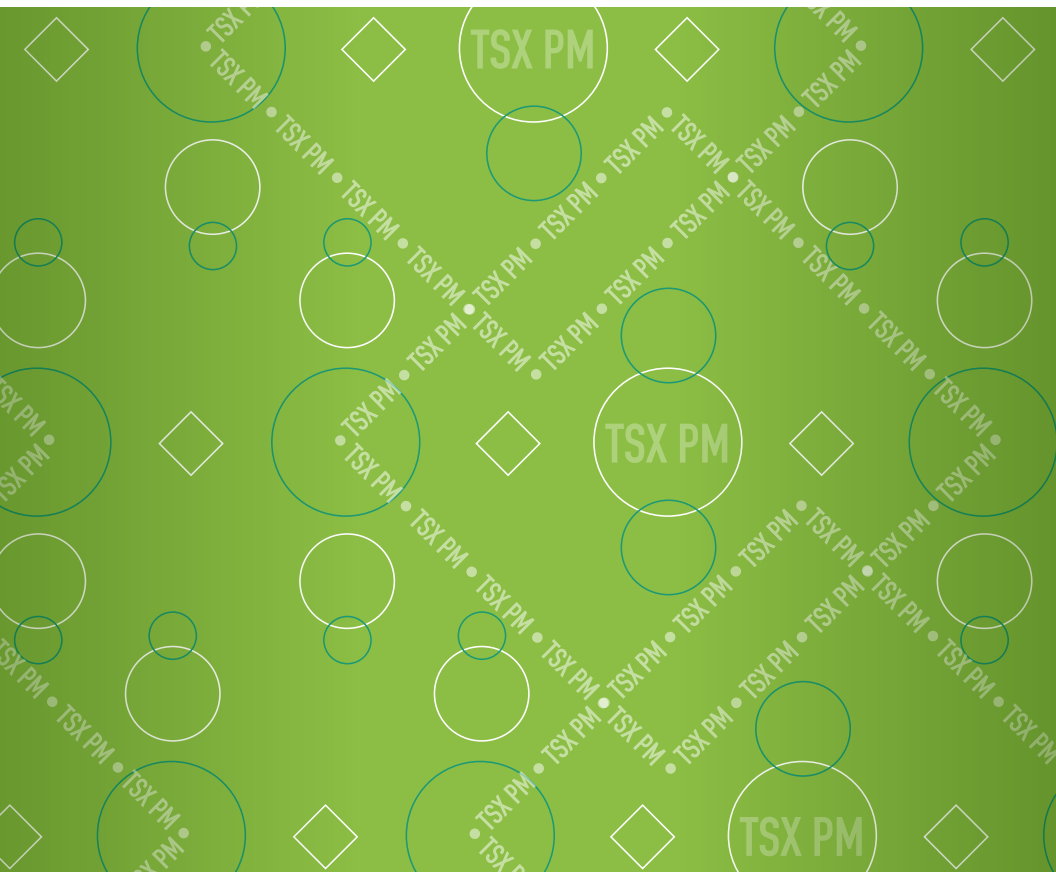


# ACCESSING CAPITAL IN THE CANADIAN EXEMPT MARKET



**TSX Private  
Markets**

# PARTICIPANT BIOGRAPHIES

## **Peter Hatges**

**President**

**KPMG Corporate Finance Inc.**



Peter Hatges is President of KPMG Corporate Finance in Canada and Chair of the Americas Corporate Finance. He is also a partner in KPMG LLP. Peter has significant experience in M&A and financing transactions and has completed a number of leveraged buyouts. Peter is a graduate of the Schulich Business School in Toronto.

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## **Jim Hynes**

**Managing Director**

**Rockspring Capital**



# Rockspring

Jim Hynes has served as Managing Director of Rockspring Capital since joining the company in 2010. Jim is primarily responsible for the structuring of new offerings for both U.S. and non-U.S. investors. In addition, he is an investment Committee member and plays a key role in the day-to-day management of the investment vehicles. Jim's background includes over 25 years in real estate in both the private and public sectors where he has held various executive leadership positions. Jim has been involved in more than \$3 billion of transactions including all types of real estate assets. Jim holds a BS in Accounting from Merrimack College and an MBA in Finance from Suffolk University.

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## **Martin Langlois**

**Partner**

**Stikeman Elliott**

**STIKEMAN ELLIOTT**

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Martin Langlois is a partner practicing corporate and securities law in Stikeman Elliott's Toronto office and is co-head of the Mergers & Acquisitions (M&A) and Private Equity Practice Group. He focuses on complex domestic and cross-border mergers and acquisitions (including leveraged buyouts), securities and corporate finance transactions as well as corporate governance and other commercial matters. Mr. Langlois has over 20 years of experience in a broad range of industries including technology, life sciences, financial services, diversified and renewable energy. Martin is the editor of the firm's M&A Update and also sits on the firm's Associates Committee.

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## **Tom Liston**

**Executive Vice President  
Difference Capital**



**DIFFERENCE CAPITAL FINANCIAL INC.**

Tom Liston has over 14 years of experience in technology research. Prior to joining Difference Capital, he worked at Yorkton Securities as a Research Analyst covering Software and IT Services companies. In early 2003, he joined Versant Partners in the same role and was promoted to Director of Research while maintaining his coverage of technology companies. As a technology analyst, Mr. Liston has been consistently ranked among the top technology analysts in several surveys, including: StarMine, Brendan Wood, Greenwich Associates and Reuters. He has received more StarMine stock picking awards than any other technology analyst. Mr. Liston is a CFA charterholder, completed a Bachelor of Business Administration degree in Finance from the University of New Brunswick in 1996 and a Master of Arts in Economics and Finance from Queen's University in 1998.

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## **Brian L. Prill**

**President and Founder  
BLP Law Professional Corporation**

**BLP LAW PROFESSIONAL**

Brian Prill has been practicing corporate and securities law in Toronto for over fourteen years. He has served on the PDAC Securities Committee for the last three years and has previously served as Corporate Secretary for a junior exploration company, Director and President of the Private Capital Markets Association, Director of the Toronto Business Development Centre and as a Director or Officer on several other corporations. Brian's practice focuses on all areas of corporate finance and securities transactions. He also serves as a member of the Securities Law Sub-Committee of the Ontario Bar Association and has served as a member of the Executive Boards of the Natural Resources Section and the Business Section of the Ontario Bar Association.

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## **Manoj Pundit**

**Partner  
Borden Ladner Gervais LLP**



**Borden Ladner Gervais**

Manoj Pundit is a partner at the national Canadian law firm of Borden Ladner Gervais LLP. He is a member of BLG's Securities and Capital Markets Practice and his practice covers the high tech, life sciences, natural resource and energy sectors. He is also the national leader of the firm's India Group. Manoj advises both Canadian and foreign issuers on corporate and securities transactions including private and public offerings. His clients also include leading North American investment banks. Manoj also advises boards and management on corporate governance matters and serves as counsel to special committees of public company boards.

**[www.blg.com](http://www.blg.com)**

**William (Bill) R. Tharp**

**Director, President & Chief Executive Officer**  
**Grenville Strategic Royalty Corp.**



Bill has been building and investing in companies and select entrepreneurs for over 20 years, after a successful 10 year investment banking career in both Canada & the United Kingdom and close to 20 years dedicated solely to what now is defined as CleanTech. As a CleanTech pioneer, Bill launched and co-launched over 10 CleanTech Funds with top decile returns; mobilized in excess of \$600M; and backed and founded over 30 companies. Bill and his partner conceived their royalty investment structure about 30 months ago and started their new company – TSXV-Listed – Grenville Strategic Royalty Corp., 6 months later. Over the last 24 months Bill has closed 7 financings, including a go-public transaction; just under 50 investments; and realized material buyouts on 3 investments to date. In addition to numerous directorships, association and University activities, Bill recently received The Environmental Responsibility Leadership Award from The CEO Global Network and also the Arbour Award from the University of Toronto.

**[www.grenvillesrc.com](http://www.grenvillesrc.com)**

## **Ungad Chadda**

**Senior Vice President, Toronto Stock Exchange  
Co-Managing Director, TSX Private Markets**

Ungad Chadda is Senior Vice President of Toronto Stock Exchange and is responsible for all aspects of Toronto Stock Exchange's listings business. Mr. Chadda joined TMX Group in 1997. Since then he has held progressively senior roles, including: Director of Listings for TSX Venture Exchange; Chief Operating Officer, TSX Venture Exchange; and Vice President, Business Development, Toronto Stock Exchange and TSX Venture Exchange. He assumed his current role in May of 2009. Mr. Chadda attended McMaster University, where he received an Honours Bachelor of Commerce in 1994 and he received his Chartered Accountancy designation while working with Ernst and Young LLP in 1996. Mr. Chadda currently serves as Chair of the Toronto Regional Board of Trade's Economic Development Committee and as Honourary Chair of Princess Margaret Hospital's Weekend to End Women's Cancers, now OneWalk to Conquer Cancer.

## **Peter Conroy**

**President, Shorcan Brokers Limited  
Co-Managing Director, TSX Private Markets**

Peter has worked in the financial services industry since the mid 1990s, starting at Dow Jones Telerate and Bridge Information Services (later Reuters). He was one of the founders of Canada's first registered ATS (Alternative Trading System), CollectiveBid Systems Inc./CBID Markets Inc. and worked as it's Vice President of Sales, Marketing & Customer Relations. Peter has also worked as Senior Account Manager at TSX Markets and served as Director of Business Development, Futures Market at the Montreal Exchange. Peter is currently President of the TMX Group Limited's fixed income inter-dealer broker, Shorcan Brokers Limited. He is also President of Calgary based Shorcan Energy Brokers Inc., and Co-Managing Director of TSX Private Markets. Peter serves on the board of directors of CanPX, a transparency system that is a joint venture of Investment Industry Association of Canada (IIAC), along with certain inter-dealer brokers operating in domestic debt markets. Peter is also past-chair and currently serves on the Board of Directors of The SandBox Project, a national charity whose vision is to make Canada the healthiest place on earth for children and youth to grow up.

## **Zulf Karim**

**Regional Head of Business Development  
TSX Private Markets**

Zulf Karim is Regional Head of Business Development, TSX Private Markets. He is responsible for the development and execution of TSX's strategy for increasing awareness of TSX Private Markets and attracting new issuers to the platform. Zulf's experience spans investment banking, strategic advisory, and venture capital, where for the past 10 years he has advised public and private companies and private funds on domestic and cross-border transactions, strategic reviews, and private capital investment in numerous industries. Prior to investment banking, Zulf worked in plant operations at a global base metals producer at sites in North and South America, and Europe. He holds a Master's degree in Chemical Engineering from Queen's University and a MBA from the University of Western Ontario, Richard Ivey School of Business as an Ivey Scholar.

## **Robert Peterman**

**Director, Global Business Development**

**Toronto Stock Exchange, TSX Venture Exchange and TSX Private Markets**

Robert Peterman is Director, Global Business Development at Toronto Stock Exchange (TSX) and TSX Venture Exchange (TSXV). He is responsible for domestic and international business development activities for TSX and TSXV. The exchanges combined, are home to over 3,800 public issuers and together are ranked the sixth largest in the world for equity capital raised with over \$51B in 2011. Robert has worked in Corporate Finance on TSX Venture Exchange working with companies and completing Exchange due diligence as they go public. In addition, he worked as the Head of Business Development for the Clean Technology sector during a period where the market capitalization of the sector increased by \$10B. Prior to working at TMX, Robert worked in Corporate Strategy for a subsidiary of Brookfield Asset Management. He completed his MBA at the Richard Ivey School of Business; and is a former council member of the Ivey Entrepreneurship Council; and an advisor to SVX (Social Venture Exchange) a joint venture between TMX Group and MARS.

## **Richard Rohan**

**Vice-President, Corporate Sales**

**TMX Equity Transfer Services**

At TMX Equity Transfer Services, Richard leads the team in executing the sales and marketing initiatives and relationship management for listed companies on the Toronto Stock Exchange (TSX) and TSX Venture Exchange (TSXV). His focus is the creation and execution of strategies that bring TMX Equity's unique strengths and capabilities to the attention of the marketplace and to develop and maintain key client relationships. Before joining Equity, Richard's 14-year background in Sales and Marketing in financial services and investment products includes a partnership at Hesperian Capital Management Limited (Calgary and Toronto), Investors Bank and Trust (Toronto, Dublin) and Tewksbury Capital Management Limited (Bermuda, Philadelphia). Richard holds a Bachelor of Arts degree from the University of Western Ontario.