



CapitalWest

P A R T N E R S

EXPERIENCE EXECUTION RESULTS

ABOUT CAPITAL WEST PARTNERS

- Independent transaction advisory firm, 100% owned by its partners
- 30+ year track record of successfully advising on and executing a wide range of corporate transactions for publicly and privately owned businesses
- Based in Vancouver, BC, with global reach through IMAP network
- Focused on serving clients with a presence in Western Canada
- Team with a combined 150+ years of M&A experience
- \$10 billion in completed deals since 1990, including over \$900 million in 2019

OUR SERVICES

We provide comprehensive advice and lead the execution on a wide range of transactions, including:

- Divestitures
- Mergers and Acquisitions
- Strategic Financings
- Fairness Opinions and Valuations
- Financial Advisory (Restructurings, Recapitalizations)

OUR TEAM

Partners

DOUG IRWIN - MBA
ANDREW KEMPER - CPA, CBV
PAUL LANGLEY - CFA
CHARLES ADDISON
NICK BESTER - CPA, CBV
MICHAEL JANICKI - CPA, CBV

Senior Advisors

FRED WRIGHT - LLB, CPA
JAMIE BRUCE - MBA, CPA, PEng

Associates

IVAN MA - CPA
GARY MAH - CPA, CBV
RONEIL GOUNDER - CPA
SCOTT HANNA - CPA

Office Management / Administrative Support

KIM DIXON
ARIEL LEE

THE CAPITAL WEST ADVANTAGE

Our reputation has been built on truly independent transaction advice combined with flawless deal execution that delivers maximum value for our clients.



**Unparalleled
Deal Expertise**



Independence



**Highly
Experienced Team**



**Success-
Driven Culture**



Integrity



Global Reach

We bring our deep expertise, tenacity, creativity and collaborative approach to add value on every assignment.

GLOBAL REACH

We are an active member of IMAP (www.imap.com), a global partnership of M&A advisory firms in over 40 countries.



IMAP

This well-established international network provides us with global reach in identifying the optimal transaction partner for our clients.

DEALS WEST QUARTERLY NEWSLETTER

Capital West Partners publishes a quarterly newsletter titled "Deals West" covering trends in mid-market M&A with a focus on Western Canada. Subscribe online at www.capwest.com.

SELECT TRANSACTION EXPERIENCE

Extensive track record of successful transactions with leading Canadian businesses, including:

Divestitures	 <p>BCBiomedical LABORATORIES</p> <p>MEDICAL LAB SERVICES</p> <p>Sale to LifeLabs</p>	 <p>ALBERTA PACIFIC FOREST INDUSTRIES INC</p> <p>PULP MILL</p> <p>Sale to Hokuetsu Kishu Paper</p>	 <p>DEELEY HARLEY-DAVIDSON CANADA</p> <p>MOTORCYCLE DISTRIBUTOR</p> <p>Sale to Harley Davidson</p>	 <p>DOLLAR GIANT</p> <p>DOLLAR STORE RETAILER</p> <p>Sale to Dollar Tree \$62 Million</p>	 <p>Sterling</p> <p>SHOE RETAILER</p> <p>Sale to Town Shoes \$18 Million</p>
	 <p>TOLKO</p> <p>BUILDING PRODUCTS</p> <p>Sale of Rail Tie Treating Business to Koppers \$32 Million</p>	 <p>SPECIAL RISK INSURANCE MANAGERS</p> <p>P&C MANAGING GENERAL AGENCY</p> <p>Sale to Brown & Brown</p>	 <p>Diamond Kote W3 Solutions</p> <p>WARRANTY PRODUCTS</p> <p>Sale to iA Financial Group</p>	 <p>CanSURE</p> <p>P&C MANAGING GENERAL AGENCY</p> <p>Sale to HUB International</p>	 <p>Premier Power</p> <p>HYDROELECTRIC POWER GENERATION</p> <p>Sale of 20% Interest in Long Lake Hydro to Regional Power</p>
	 <p>Rubicon PHARMACIES CANADA INC</p> <p>RETAIL PHARMACIES</p> <p>Sale to TorQuest Partners</p>	 <p>IPAC POWER CHEMICALS LTD CHEMICALS LTD</p> <p>SPECIALTY CHEMICALS</p> <p>Sale to DuBois Chemicals</p>	 <p>TRANSFERRA Nanosciences Inc.</p> <p>PHARMACEUTICAL MANUFACTURING</p> <p>Sale to Evonik Industries</p>	 <p>MARINA OPERATOR</p> <p>MARINA OPERATOR</p> <p>Sale to Investment Consortium Led by Prospero Realty</p>	 <p>imprint plus</p> <p>LABEL MAKING SYSTEMS</p> <p>Sale to Avery Products \$25 Million</p>
	 <p>IOI Industries Ltd.</p> <p>INDUSTRIAL & COMMERCIAL CONTRACTOR</p> <p>Sale to CIMS</p>	 <p>KPH KEITH PLUMBING & HEATING CO. LTD.</p> <p>MECHANICAL CONTRACTOR</p> <p>Sale to Modern Niagara</p>	 <p>PRT Trusted to grow™</p> <p>SILVICULTURE</p> <p>Sale to Mill Road Capital \$45 Million</p>	 <p>DETECTION TECHNOLOGIES</p> <p>ENERGY SOFTWARE</p> <p>Sale to Element Partners</p>	 <p>Bush INDUSTRIES</p> <p>FURNITURE MANUFACTURER</p> <p>Sale to Novacap</p>
	 <p>HARBOUR AIR SEAPLANES</p> <p>SEAPLANE AIRLINE</p> <p>Sale of 49% Interest to Zongshen Industrial Group</p>	 <p>lululemon athletica</p> <p>ATHLETIC APPAREL</p> <p>Sale of Equity Interest to Advent/Highland \$225 Million</p>	 <p>Aritzia</p> <p>WOMEN'S FASHION APPAREL</p> <p>Sale of Equity Interest to Berkshire Partners</p>	 <p>VITALUS</p> <p>DAIRY INGREDIENTS PRODUCER</p> <p>Debt & Equity Financing from BMO & Fulcrum Capital Partners</p>	 <p>Industrial Scaffold Services Limited FIRST IN SAFETY AND SERVICE</p> <p>SCAFFOLDING SERVICES</p> <p>Sale of Equity Interest to Mosaic Capital \$23 Million</p>
Strategic Financings	 <p>Edo Japan</p> <p>QUICK SERVICE RESTAURANTS</p> <p>Royalty Financing \$65 Million</p>	 <p>SEA TO SKY GONDOLA</p> <p>SIGHTSEEING GONDOLA LIFT</p> <p>Construction Financing \$20 Million</p>	 <p>CARSONAIR</p> <p>AIR CARGO SERVICES</p> <p>Sale of Equity Interest to Wynnchurch Capital</p>	 <p>CIMS</p> <p>INDUSTRIAL MAINTENANCE</p> <p>Sale of Equity Interest to Yellow Point Equity Partners</p>	 <p>YVR</p> <p>VANCOUVER AIRPORT AUTHORITY</p> <p>Non-Recourse Acquisition Debt Financing \$54 Million</p>
Acquisitions	 <p>Westland Insurance</p> <p>INSURANCE BROKERAGE</p> <p>Acquisition of Atkinson & Terry</p>	 <p>CMLS Financial</p> <p>MORTGAGE ORIENTATION</p> <p>Acquisition of Montrose Mortgage</p>	 <p>ROKSTAD</p> <p>POWER LINE MAINTENANCE & CONSTRUCTION</p> <p>Acquisition of Carillion's 60% Interest</p>	 <p>Vancity Community Investment Bank</p> <p>CREDIT UNION</p> <p>Acquisition of CoPower</p>	 <p>120 Pet</p> <p>PET ACCESSORIES</p> <p>Management Buyout</p>
Valuations & Fairness Opinions	 <p>PRISTINE POWER INC.</p> <p>POWER GENERATION</p> <p>Sale to Veresen \$314 Million</p>	 <p>Rye Patch GOLD CORP</p> <p>MINING</p> <p>Sale to Alio Gold \$128 Million</p>	 <p>DIVERSIFIED ROYALTY CORP.</p> <p>CASUAL RESTAURANTS</p> <p>Acquisition of Royalty from Original Joe's \$103 Million</p>	 <p>INTRAWEST</p> <p>RESORT OPERATOR</p> <p>Sale to Fortress Investment Group \$2.8 Billion</p>	 <p>carmanah® we put solar to work</p> <p>SOLAR POWER SYSTEMS</p> <p>Acquisition of Sol</p>