



CapitalWest

PARTNERS

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 partnership
- 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 \$2 billion in the past five years

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

Senior Vice Presidents

CHRIS HAUGHN – CFA

RONEIL GOUNDER – CPA

Vice President

GRANT NICHOLSON – CPA

Associates

SHAUN KALAIR – CPA

JASON CHAN – CPA

QUINTEN SCHMIDT – CPA

Vice President, Marketing

ARIEL LEE

Office Manager

LIVIA KOBOROVA

Senior Advisor

DAVID WOODWARD

SHANNON WALKER

JAMIE BRUCE – MBA, CPA, Peng

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 partner of IMAP (www.imap.com), a global organization of M&A advisory firms in over 50 countries.



IMAP

This well-established international organization 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:

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|--------------------------------|--|--|---|---|--|
| Divestitures |  Royalties Income Fund STEAKHOUSE RESTAURANTS Sale to Fairfax Financial \$324 million |  MOTORCYCLE DISTRIBUTOR Sale to Harley Davidson |  BUILDING PRODUCTS Sale of Rail Tie Treating Business to Koppers \$32 Million |  ALCOHOLIC BEVERAGES Sale to Ace Beverage Group |  DOLLAR STORE RETAILER Sale to Dollar Tree \$62 Million |
| |  SCAFFOLDING SERVICES Sale to Brock Group |  PORTABLE SANITATION SERVICES Sale to Total Sanitation |  ETHICS AND COMPLIANCE REPORTING SOFTWARE Sale to CaseIQ |  P&C MANAGING GENERAL AGENCY Sale to Axis Insurance |  HYDROELECTRIC POWER GENERATION Sale of 20% Interest in Long Lake Hydro to Manulife |
| |  TANK TRUCK TRANSPORTER Sale to TFI International |  SPECIALTY CHEMICALS Sale to DuBois Chemicals |  PHARMACEUTICAL MANUFACTURING Sale to Evonik Industries |  IT MANAGED SERVICES PROVIDER Sale to Fully Managed by TELUS |  PHARMACIES Sale to TorQuest Partners |
| |  MEDICAL LAB SERVICES Sale to LifeLabs |  BIO-BASED PACKAGING Sale to Hilco Capital |  MECHANICAL CONTRACTOR Sale to Modern Niagara |  MARINA OPERATOR Sale to an investment consortium |  ENERGY SOFTWARE Sale to Element Partners |
| Strategic Financings |  ATHLETIC APPAREL Sale of Equity Interest to Advent/Highland \$225 Million |  VANCOUVER AIRPORT AUTHORITY Non-Recourse Acquisition Debt Financing \$54 Million |  SEAPLANE AIRLINE Sale to Birch Hill Equity Partners |  QUICK SERVICE RESTAURANTS Royalty Financing \$65 Million |  MARINE SERVICES Investment by Western Stevedoring |
| |  WOMEN'S FASHION APPAREL Sale of Equity Interest to Berkshire Partners |  SIGHTSEEING GONDOLA LIFT Construction Financing \$20 Million |  AIR AMBULANCE SERVICES Sale to Exchange Income Corporation |  INDUSTRIAL MAINTENANCE Sale of Equity Interest to Yellow Point Equity Partners |  DAIRY INGREDIENTS PRODUCER Debt & Equity Financing from BMO & Fulcrum Capital Partners |
| Acquisitions |  CREDIT UNION Acquisition of CoPower |  REAL ESTATE DEVELOPER Acquisition of Cedarglen Homes |  INSURANCE BROKERAGE Acquisition of Atkinson & Terry |  MORTGAGE ORIENTATION Acquisition of Montrose Mortgage |  POWER LINE MAINTENANCE & CONSTRUCTION Acquisition of Carillion's 60% Interest |
| |  INVESTMENT DEALER Shareholder Buyout & Merger with Echelon Wealth Partners |  RESORT OPERATOR Sale to Fortress Investment Group \$2.8 Billion |  CARE FACILITY ACCESS CONTROLS Sale to ASSA ABLOY |  MINING Merger with Alio Gold |  SOLAR POWER SYSTEMS Acquisition of Sol |
| Valuations & Fairness Opinions | | | | | |