



# 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 \$3 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**  
**NICK BESTER** - CPA, CBV  
**MICHAEL JANICKI** - CPA, CBV

### Senior Vice President

**CHRIS HAUGHN** - CFA

### Vice President

**RONEIL GOUNDER** - CPA

### Associate

**SCOTT HANNA** - CPA

### Associate & Marketing Manager

**ARIEL LEE**

### Senior Advisor

**JAMIE BRUCE** - MBA, CPA, PEng

### Chairman Emeritus

**FRED WRIGHT** - LLB, CPA

### Office Manager

**KIM DIXON**

## 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](http://www.imap.com)), a global partnership of M&A advisory firms in over 40 countries.



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](http://www.capwest.com).

## SELECT TRANSACTION EXPERIENCE

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

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