



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 \$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

Associates

GRANT NICHOLSON - CPA

DOUG KROLMAN - CPA, CBV

SHAUN KALAIR - CPA

ALEXANDRA ASSAF-BOOTH

Associate & Marketing Manager

ARIEL LEE

Director of Operations

KIM DIXON

Senior Advisor

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 40 countries.



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:

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>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>DETECHTION 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</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 AMBULANCE 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>
	 <p>Westland Insurance</p> <p>INSURANCE BROKERAGE</p> <p>Acquisition of Atkinson & Terry</p>	 <p>CMLS Financial</p> <p>MORTGAGE ORIGINATION</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>pet</p> <p>PET ACCESSORIES</p> <p>Management Buyout</p>
Valuations & Fairness Opinions	 <p>v i g i l HEALTH SOLUTIONS</p> <p>SENIOR CARE</p> <p>Sale to ASSA ABLOY</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>