

# 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**

**NICK BESTER** - CPA, CBV

**MICHAEL JANICKI** - CPA, CBV

### Senior Vice President

**CHRIS HAUGHN** - CFA

### Vice Presidents

**RONEIL GOUNDER** - CPA

**GRANT NICHOLSON** - CPA

### Associates

**SHAUN KALAIR** - CPA

**JASON CHAN** - CPA

### Associate & Marketing Manager

**ARIEL LEE**

### Office Manager

**LIVIA KOBOROVA**

### 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**

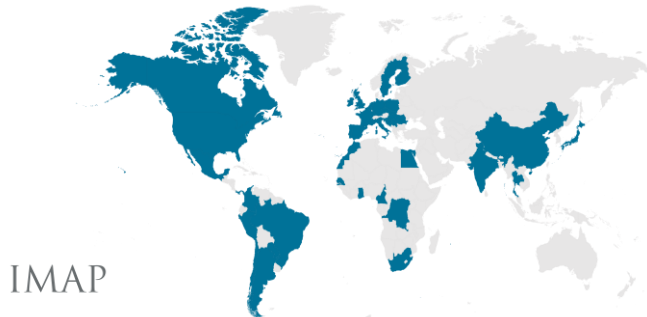


**Global Reach**

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](http://www.imap.com)), a global organization of M&A advisory firms in over 50 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](http://www.capwest.com).

## SELECT TRANSACTION EXPERIENCE

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

Divestitures	 <b>BCBiomedical LABORATORIES</b> MEDICAL LAB SERVICES Sale to LifeLabs	 <b>DEELEY HARLEY-DAVIDSON CANADA</b> MOTORCYCLE DISTRIBUTOR Sale to Harley Davidson	 <b>TOLKO</b> BUILDING PRODUCTS Sale of Rail Tie Treating Business to Koppers \$32 Million	 <b>nude®</b> ALCOHOLIC BEVERAGES Sale to Ace Beverage Group	 <b>DOLLAR GIANT</b> DOLLAR STORE RETAILER Sale to Dollar Tree \$62 Million
	 <b>CHINOOK SCAFFOLDING SERVICES</b> Sale to Brock Group	 <b>PIT STOP PORTABLES</b> PORTABLE SANITATION SERVICES Sale to Total Sanitation	 <b>WHISTLEBLOWER SECURITY</b> ETHICS AND COMPLIANCE REPORTING SOFTWARE Sale to CaseIQ	 <b>JT Insurance</b> P&C MANAGING GENERAL AGENCY Sale to Axis Insurance	 <b>Premier Power</b> HYDROELECTRIC POWER GENERATION Sale of 20% Interest in Long Lake Hydro to Regional Power
	 <b>EDDER TANK TRUCK TRANSPORTER</b> Sale to TFI International	 <b>IPAC POWER</b> SPECIALTY CHEMICALS Sale to DuBois Chemicals	 <b>TRANSFERRA NANOSCIENCES INC.</b> PHARMACEUTICAL MANUFACTURING Sale to Evonik Industries	 <b>bmc networks TECHNOLOGY SERVICES</b> IT MANAGED SERVICES PROVIDER Sale to Fully Managed by TELUS	 <b>Rubicon PHARMACIES CANADA INC.</b> PHARMACIES Sale to TorQuest Partners
	 <b>good.natured</b> BIO-BASED PACKAGING Sale to Hilco Capital	 <b>KPH KEITH PLUMBING &amp; HEATING CO. LTD.</b> MECHANICAL CONTRACTOR Sale to Modern Niagara	 <b>BOURGEOIS MARINA OPERATOR</b> Sale to an investment consortium	 <b>DETECHTION</b> ENERGY SOFTWARE Sale to Element Partners	 <b>Bush INDUSTRIES</b> FURNITURE MANUFACTURER Sale to Novacap
	Strategic Financings	 <b>lululemon</b> ATHLETIC APPAREL Sale of Equity Interest to Advent/Highland \$225 Million	 <b>YVR VANCOUVER AIRPORT AUTHORITY</b> Non-Recourse Acquisition Debt Financing \$54 Million	 <b>HARBOUR AIR SEAPLANES</b> SEAPLANE AIRLINE Sale to Birch Hill Equity Partners	 <b>edo Japan</b> QUICK SERVICE RESTAURANTS Royalty Financing \$65 Million
 <b>ARITZIA</b> WOMEN'S FASHION APPAREL Sale of Equity Interest to Berkshire Partners		 <b>SEA TO SKY GONDOLA</b> SIGHTSEEING GONDOLA LIFT Construction Financing \$20 Million	 <b>CARSONAIR</b> AIR AMBULANCE SERVICES Sale to Exchange Income Corporation	 <b>CIMS</b> INDUSTRIAL MAINTENANCE Sale of Equity Interest to Yellow Point Equity Partners	 <b>VITALUS</b> DAIRY INGREDIENTS PRODUCER Debt & Equity Financing from BMO & Fulcrum Capital Partners
 <b>Vancity Community Investment Bank</b> CREDIT UNION Acquisition of CoPower		 <b>Anthem</b> REAL ESTATE DEVELOPER Acquisition of Cedarglen Homes	 <b>Westland Insurance</b> INSURANCE BROKERAGE Acquisition of Atkinson & Terry	 <b>CMLS Financial</b> MORTGAGE ORIENTATION Acquisition of Montrose Mortgage	 <b>ROKSTAD</b> POWER LINE MAINTENANCE & CONSTRUCTION Acquisition of Carillion's 60% Interest
 <b>PI FINANCIAL</b> INVESTMENT DEALER Shareholder Buyout & Merger with Echelon Wealth Partners		 <b>INTRAWEST</b> RESORT OPERATOR Sale to Fortress Investment Group \$2.8 Billion	 <b>vigil HEALTH SOLUTIONS</b> CARE FACILITY ACCESS CONTROLS Sale to ASSA ABLOY	 <b>Rye Patch GOLD CORP.</b> MINING Merger with Alio Gold	 <b>carmanah®</b> SOLAR POWER SYSTEMS Acquisition of Sol