



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 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), 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:

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