



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

Associate

SHAUN KALAIR - CPA

Associate & Marketing Manager

ARIEL LEE

Office Manager

LIVIA KOROBOVA

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