

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

DAVID WOODWARD
SHANNON WALKER
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

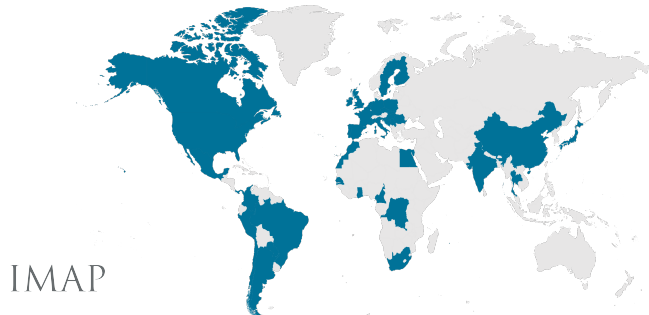


Global Reach

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	 Royalties Income Fund STEAKHOUSE RESTAURANTS Sale to Fairfax Financial \$324 million	 MOTORCYCLE DISTRIBUTOR Sale to Harley Davidson	 BUILDING PRODUCTS Sale of Rail Tie Treating Business to Koppers \$32 Million	 ALCOHOLIC BEVERAGES Sale to Ace Beverage Group	 DOLLAR STORE RETAILER Sale to Dollar Tree \$62 Million
	 SCAFFOLDING SERVICES Sale to Brock Group	 PORTABLE SANITATION SERVICES Sale to Total Sanitation	 ETHICS AND COMPLIANCE REPORTING SOFTWARE Sale to CaseIQ	 P&C MANAGING GENERAL AGENCY Sale to Axis Insurance	 HYDROELECTRIC POWER GENERATION Sale of 20% Interest in Long Lake Hydro to Manulife
	 TANK TRUCK TRANSPORTER Sale to TFI International	 SPECIALTY CHEMICALS Sale to DuBois Chemicals	 PHARMACEUTICAL MANUFACTURING Sale to Evonik Industries	 IT MANAGED SERVICES PROVIDER Sale to Fully Managed by TELUS	 PHARMACIES Sale to TorQuest Partners
	 MEDICAL LAB SERVICES Sale to LifeLabs	 BIO-BASED PACKAGING Sale to Hilco Capital	 MECHANICAL CONTRACTOR Sale to Modern Niagara	 MARINA OPERATOR Sale to an investment consortium	 ENERGY SOFTWARE Sale to Element Partners
Strategic Financials	 ATHLETIC APPAREL Sale of Equity Interest to Advent/Highland \$225 Million	 VANCOUVER AIRPORT AUTHORITY Non-Recourse Acquisition Debt Financing \$54 Million	 SEAPLANE AIRLINE Sale to Birch Hill Equity Partners	 QUICK SERVICE RESTAURANTS Royalty Financing \$65 Million	 MARINE SERVICES Investment by Western Stevedoring
	 WOMEN'S FASHION APPAREL Sale of Equity Interest to Berkshire Partners	 SIGHTSEEING GONDOLA LIFT Construction Financing \$20 Million	 AIR AMBULANCE SERVICES Sale to Exchange Income Corporation	 INDUSTRIAL MAINTENANCE Sale of Equity Interest to Yellow Point Equity Partners	 DAIRY INGREDIENTS PRODUCER Debt & Equity Financing from BMO & Fulcrum Capital Partners
	 CREDIT UNION Acquisition of CoPower	 REAL ESTATE DEVELOPER Acquisition of Cedarglen Homes	 INSURANCE BROKERAGE Acquisition of Atkinson & Terry	 MORTGAGE ORIGINATION Acquisition of Montrose Mortgage	 POWER LINE MAINTENANCE & CONSTRUCTION Acquisition of Carillon's 60% Interest
	 INVESTMENT DEALER Shareholder Buyout & Merger with Echelon Wealth Partners	 RESORT OPERATOR Sale to Fortress Investment Group \$2.8 Billion	 CARE FACILITY ACCESS CONTROLS Sale to ASSA ABLOY	 MINING Merger with Alo Gold	 SOLAR POWER SYSTEMS Acquisition of Sol