

SELECT RECENT DEALS



EXPERIENCE

EXECUTION

RESULTS



Sale to
Neltume Ports S.A.

Advised the Seller
September 2021

- ▶ Marine services provider operating in several Western US ports

DEAL DRIVERS:

- ▶ South American strategic buyer seeking to expand its presence in the US



Sale to
Exchange Income
Corporation

Advised the Seller
July 2021

- ▶ Air ambulance and air cargo services provider in Western Canada

DEAL DRIVERS:

- ▶ Attractiveness of businesses providing essential healthcare services under long-term contract



Sale to
PRT Growing
Services

Advised the Seller
January 2021

- ▶ Producer of container-grown forest seedlings in BC

DEAL DRIVERS:

- ▶ Attractive industry consolidation opportunity
- ▶ Strong buyer demand for companies that support environmental sustainability

FinTech Business

Sale to
Canadian private
equity firm

Advised the Seller
December 2020

- ▶ FinTech business with strong market position in the Canadian automotive sector and a significant US expansion opportunity

DEAL DRIVERS:

- ▶ Partial liquidity to shareholders and growth capital for US expansion



Acquisition of the
Cobra Group of
Companies

Advised the Buyer
December 2020

- ▶ Mainroad, one of BC's most diversified infrastructure maintenance and construction groups, acquired electrical services contractor Cobra Group

DEAL DRIVERS:

- ▶ Acquisition complemented Mainroad's existing government / P3 infrastructure services and positioned it for further long-term government contracts



Sale to
Emil Anderson
Maintenance |
Skeena

Advised the Seller
July 2020

- ▶ Road and bridge maintenance contractor servicing Northern BC provincial highways


DEAL DRIVERS:

- ▶ Attractive long-term government contract for road maintenance
- ▶ Buyer seeking to add a new regional presence

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EXPERIENCE EXECUTION RESULTS

January 2022




Sale to
BM Group

Advised the Seller
July 2020

- ▶ Manufacturer of concrete products and supplier of ready-mix concrete in BC

DEAL DRIVERS:

- ▶ Industry buyers seeking to add capacity and scale




Sale to
CIMS

Advised the Seller
January 2020

- ▶ Trade contractor in northwest BC providing mechanical, architectural, structural, and fabrication services

DEAL DRIVERS:

- ▶ Robust acquirer demand to establish Northern BC platform to support high level of industrial activity e.g., LNG



Sale to
Bestar

Advised the Seller
January 2020

- ▶ US-based manufacturer and distributor of home and office furniture via e-commerce channels

DEAL DRIVERS:

- ▶ Complementary product offering, distribution channel and global manufacturing capabilities



Sale of majority interest to
Grupo SEB

Advised the Seller
January 2020

- ▶ A global franchisor of private K-12 education programs with operations in 15 countries

DEAL DRIVERS:

- ▶ Ability for Brazil-based strategic buyer SEB to establish a global presence via a well-known education brand




Sale to
Brown & Brown, Inc.

Advised the Seller
January 2020

- ▶ One of Canada's largest independent specialty P&C managing general agents

DEAL DRIVERS:

- ▶ Significant consolidation in P&C insurance sector at robust valuations
- ▶ Brown & Brown, a major US industry player, was seeking to establish a substantial Canadian platform



Sale to
iA Financial Group

Advised the Seller
January 2020

- ▶ Distributor of warranties to automotive dealers and appliance, furniture, and electronics retailers







DEAL DRIVERS:

- ▶ Attractiveness of Finance & Insurance (F&I) products / services to augment profitability in many industries
- ▶ Substantial synergies from combining with larger industry player

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EXPERIENCE EXECUTION RESULTS

January 2022

 <p>Acquisition of CoPower</p> <p>Advised the Buyer November 2019</p>	<ul style="list-style-type: none"> ▶ Vancity acquired CoPower, a lender to the clean energy sector <p>DEAL DRIVERS:</p> <ul style="list-style-type: none"> ▶ Provided Vancity with an established platform to grow its green-focused investment initiatives 	 <p>Sale to Generac Holdings</p> <p>Advised the Seller March 2019</p>	<ul style="list-style-type: none"> ▶ Home energy management hardware and software provider <p>DEAL DRIVERS:</p> <ul style="list-style-type: none"> ▶ Buyer seeking complementary technologies to add to existing product suite
 <p>Sale to TorQuest Partners</p> <p>Advised the Seller March 2019</p>	<ul style="list-style-type: none"> ▶ Manufacturer and distributor of affordable, quality, ready-to-assemble home furniture products via e-commerce channels <p>DEAL DRIVERS:</p> <ul style="list-style-type: none"> ▶ Opportunity to capitalize on an industry leader in the under-penetrated furniture e-commerce segment 	 <p>Acquisition of Integrated Design</p> <p>Advised the Buyer January 2019</p>	<ul style="list-style-type: none"> ▶ Crosier Kilgour, a Western Canadian engineering firm, acquired engineering services firm Integrated Design <p>DEAL DRIVERS:</p> <ul style="list-style-type: none"> ▶ Buyer seeking expansion of service offering and geographic coverage across Canadian prairie provinces
 <p>Sale to Foley's Chocolates & Candies</p> <p>Advised the Seller December 2018</p>	<ul style="list-style-type: none"> ▶ Well-known brand in the chocolate manufacturing sector <p>DEAL DRIVERS:</p> <ul style="list-style-type: none"> ▶ Sale provided liquidity for owners as well as ongoing equity participation and involvement of next generation of the family in management 	 <p>Fairness opinion on sale of select assets to SPX</p> <p>Advised the Seller December 2018</p>	<ul style="list-style-type: none"> ▶ Carmanah, a developer of products focused on energy optimized LED solutions for infrastructure, sold its aviation and marine businesses to SPX <p>DEAL DRIVERS:</p> <ul style="list-style-type: none"> ▶ Sale of non-core assets at a robust valuation to an industry buyer, SPX, with a synergistic consolidation plan

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