

News Release

Western Canada's Independent Corporate Finance Advisor

April 14, 2015

Capital West Closes Sale of the Premier Group

Capital West Partners, Western Canada's independent corporate finance advisor, is pleased to announce the closing of the following transaction:



has been acquired by

The Co-operators

Established in 1989, the Premier Group of Companies ("Premier" or the "Company") is one of Canada's leading, independent Managing Underwriting Agencies ("MUA") providing one of the broadest, innovative product offerings in the property and casualty sector to its network of more than 4,000 broker locations. Based in Vancouver, British Columbia, with four additional offices in Canada and the United States, Premier employs over 100 staff and administers more than 80,000 policies annually.

The Co-operators Group Limited is a Canadian-owned co-operative with more than \$38 billion in assets under administration. Through its group of companies it offers home, auto, life, group, travel, commercial and farm insurance, as well as investment products. The Co-operators is well known for its community involvement and its commitment to sustainability. The Co-operators is listed among the 50 Best Employers in Canada by Aon Hewitt; Corporate Knights' Best 50 Corporate Citizens in Canada; and the Top 50 Socially Responsible Corporations in Canada by Sustainalytics and Maclean's magazine.

Terms of the acquisition were not disclosed. The Premier brand will be retained and the existing senior management team, including CEO Troy Moreira, will remain in place. Premier will operate as an independent entity as part of The Co-operators.

In this transaction, Capital West Partners acted as the exclusive financial advisor to the Premier Group, leading all aspects of the deal marketing process, providing deal structuring advice, negotiating definitive transaction agreements and closing the sale.



Capital West Partners delivers specialized financial advice to management teams, publicly and privately owned businesses, corporations and government entities in Western Canada. Established in 1990, Capital West is an independent corporate finance firm based in Vancouver, BC, providing advisory services in the areas of:

- *Divestitures*
- *Mergers & Acquisitions*
- *Financial Advisory*
- *Valuation & Fairness Opinions*
- *Restructuring*

Active in all industry sectors, Capital West has a proven track record of success, working closely with entrepreneurs and management teams to structure, negotiate and flawlessly execute complex mid-market deals, all in the most efficient and effective manner in order to maximize shareholder value.