

Ernst & Young
Orenda Corporate
Finance Inc.

2021 Closed Transactions

Getting deals done in
extraordinary times

Ernst & Young Orenda Corporate Finance Inc.

A selection of our 2021 M&A and Equity Capital transactions

WESTMORLAND FISHERIES LTD.

has been acquired by

B Premium Brands

EY* acted as exclusive financial advisor to Westmorland Fisheries Ltd.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

SPECTRA PREMIUM

has been acquired by

TURNSPIRE CAPITAL PARTNERS

EY* acted as financial advisor to Spectra Premium Industries

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TOSUTA INTERNATIONAL

has been acquired by

Regal

EY* acted as the exclusive financial advisor to Regal Confections

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C&C INSURANCE CONSULTANTS

has been acquired by

A leading insurance and risk management brokerage firm

EY* acted as the exclusive financial advisor to C&C Insurance Consultants Ltd.

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CORNERSTONE CAPABILITIES

has been acquired by

An Industry Leader in Global Measurement and Data Analytics for Retail and Consumer Intelligence

EY* acted as exclusive financial advisor to Cornerstone Capabilities Inc.

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ACR ALL CHOICE RENTALS

has acquired

DV RENTALS

EY* acted as exclusive financial advisor to All Choice Rentals.

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3vGEOMATICS

has been acquired by

RST MEASURAND

RST/Measurand, a portfolio company of Vance Street Capital LLC

EY* acted as the exclusive financial advisor to 3v Geomatics Inc.

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*Ernst and Young Orenda Corporate Finance Inc.

inter·co DIVISION INC.

has sold a majority stake to

A Canadian specialty hardware distribution and manufacturing company

EY* acted as the exclusive financial advisor to Inter-Co Inc.

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ENJAY CONVERTERS

has been acquired by

CFC CHAMPLAIN FINANCIAL CORPORATION

EY* acted as exclusive financial advisor to Enjay Converters Ltd.

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EXCESS UNDERWRITING

has been acquired by

A leading global insurance brokerage and risk management services firm

EY* acted as exclusive financial advisor to Excess Underwriting Company

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THE WILLIAMS BROTHERS CORPORATION

have been acquired by

Strike First Corporation

Regimen Equity Partners

EY* acted as exclusive financial advisor Williams Brothers Corporation and Strike First Corporation

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Guillevin

has acquired

DUBO l'expert conseil

EY* acted as the exclusive financial advisor to Guillevin International Co.

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Solutions vistavu

Has acquired

achieveit SOLUTIONS

EY* acted as the exclusive financial advisor to VistaVu Solutions Inc.

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abilis

has divested its business intelligence solutions and services division to

Passerelle

EY* acted as exclusive financial advisor to Abilis Solutions Inc.

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WELLNESS CHECKPOINT

has been acquired by

Carebook

EY* advised InfoTech Inc., doing business as Wellness Checkpoint, on its sale to Carebook Technologies Inc.

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Guillevin

has acquired

M'LOUGHLAN'S MCL SINCE 1960

EY* acted as the exclusive financial advisor to Guillevin International Co.

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MAD OILFIELD SOLUTIONS

has been acquired by

VERTEX

EY* acted as exclusive financial advisor to MAD Oilfield Solutions

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FASTFRATE

has acquired

ASL Distribution Services

EY* acted as exclusive financial advisor to Fastfrate Group

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refresh FINANCIAL

has been acquired by

Borrowell

EY* acted as the exclusive financial advisor to Refresh Financial on its sale to Borrowell

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EHC GLOBAL

has been acquired by

Prysmian Group

EY* acted as exclusive financial advisor to EHC Global Inc.

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*Ernst and Young Orenda Corporate Finance Inc.

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Ernst & Young Orenda Corporate Finance Inc.

A selection of our 2021 M&A and Equity Capital transactions

<p>Tom Berry, founder and minority shareholder of</p>  <p>sold a minority ownership position to</p>  <p>EY* acted as exclusive financial advisor to Tom Berry</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>sold its European Hospital Packaging business comprised of a manufacturing site in France as well as sales offices in Spain and Germany</p> <p>to:</p>  <p>EY* acted as exclusive financial advisor to Amcor plc</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>completed a minority equity raise with a global Canadian institutional investor</p> <p>EY* acted as exclusive financial advisor to M3 Financial Group in managing and closing the equity raise.</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>has completed a capital raise comprised of:</p> <p>A structured debt solution with one of Canada's largest financial institutions and</p> <p>A minority equity investment from</p>  <p>EY* acted as the exclusive financial advisor to Eau Claire Distillery Ltd.</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>received a strategic investment from</p>  <p>and</p> <p>an Edmonton-based private investment company and family office</p> <p>EY* acted as the exclusive financial advisor to Fresnel Software Corporation</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>
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A selection of our 2021 Debt Markets transactions

 <p>\$2.075 billion</p> <p>inaugural rated private placement bonds</p> <p>EY* acted as the exclusive financial advisor to Calgary Airport Authority</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>senior secured revolving and term debt financing</p> <p>EY* acted as Debt Capital Advisor to the CleanMark group of companies</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	<p>A research, design, engineering, manufacturing, and technologies sales company</p> <p>dividend recapitalization loan</p> <p>EY* acted as Debt Capital Advisor to a research, design, engineering, manufacturing, and technologies sales company</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>senior secured revolving and term debt financing</p> <p>EY* acted as Debt Capital Advisor to New Tecumseth Optometry Clinic and related entities</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>US\$39,500,000</p> <p>senior secured debt</p> <p>EY* acted as Debt Capital Advisor to Succession Capital Inc. in arranging senior secured debt for working capital and growth capital purposes</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>
 <p>US\$65,000,000</p> <p>senior secured revolving and term debt facility</p> <p>EY* acted as Debt Capital Advisor to Opta Inc. in arranging senior secured debt for working capital and growth capital purposes</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>senior debt financing</p> <p>EY* acted as financial, transaction and procurement advisor to Falconeri Rumble Harrison LLP</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	<p>A private enterprise consolidator of automotive dealerships</p> <p>\$260,000,000</p> <p>Senior debt financing</p> <p>EY* acted as the exclusive financial advisor to a private enterprise consolidator of automotive dealerships</p>  <p><small>*Ernst & Young Orenda Corporate Finance Inc.</small></p>	 <p>WANT TO LEARN MORE?</p> <p>Visit: ey.com/ca/SaT</p>	

What we do



M&A advisory

- ▶ Sell-side advisory
- ▶ Buy-side advisory
- ▶ Spin-offs and divestitures
- ▶ Joint ventures/strategic alliances
- ▶ Management buyouts and leveraged buyouts
- ▶ Go-private transactions



Strategic advisory

- ▶ Sophisticated, analytically-driven advice on business strategy
- ▶ Capital Agenda-focused analysis and decisions
- ▶ Proprietary methodologies for raising, investing, optimizing and preserving capital



Capital Markets advisory

- ▶ Debt and equity financing
- ▶ Debt and equity recapitalizations
- ▶ Raising growth capital
- ▶ Capital structures assessment
- ▶ Preparation and assessment of financial forecast models

EY¹ is one of Canada's largest mid-market focused corporate finance advisory firms

We provide sector-specific advice on mergers, acquisitions and divestitures, debt and equity capital markets, and real estate and infrastructure transactions. We also advise on corporate strategy. We bring deep industry knowledge to every transaction to support your corporate finance strategies and priorities. We can help you navigate your business issues, capitalize on your transaction opportunities and achieve your strategic objectives.

How we're different



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About EY

EY exists to build a better working world, helping to create long-term value for clients, people and society and build trust in the capital markets.

Enabled by data and technology, diverse EY teams in over 150 countries provide trust through assurance and help clients grow, transform and operate.

Working across assurance, consulting, law, strategy, tax and transactions, EY teams ask better questions to find new answers for the complex issues facing our world today.

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