

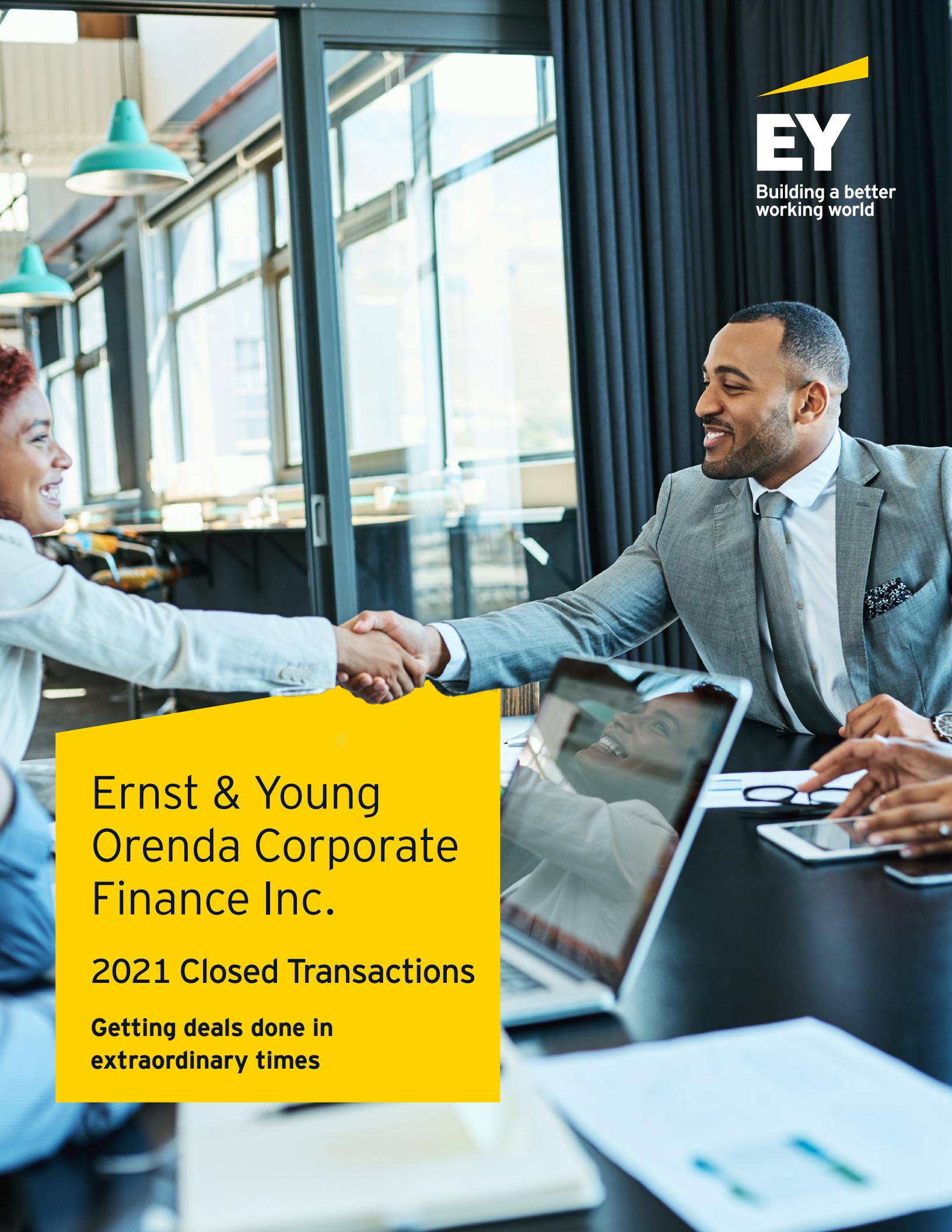


Building a better  
working world

# 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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **TOSUTA**  
INTERNATIONAL

has been acquired by

 **Regal**

EY\* acted as the exclusive financial advisor to Regal Confections

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **C&C** INSURANCE  
CONSULTANTS

has been acquired by

 **Regal**

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **CORNERSTONE**  
CAPABILITIES

has been acquired by

 **Regal**

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

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **ALL CHOICE**  
**RENTALS**  
Building a better Community Since 2009

has acquired

 **DV RENTALS**

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **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.

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **inter·co**  
— DIVISION INC. —

has sold a majority stake to

 **ENJAY**  
CONVERTERS

A Canadian specialty hardware distribution and manufacturing company

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **CFC**  
CHAMPLAIN FINANCIAL  
CORPORATION

has been acquired by

 **ENJAY**  
CONVERTERS

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **EXCESS**  
UNDERWRITING

has been acquired by

 **CFC**  
CHAMPLAIN FINANCIAL  
CORPORATION

A leading global insurance brokerage and risk management services firm

EY\* acted as exclusive financial advisor to Excess Underwriting Company

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **THE WILLIAMS**  
BROTHERS  
CORPORATION

 **STRIKE FIRST**  
CORPORATION

has been acquired by

 **Regiment** Equity Partners

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **Guillevin**

has acquired

 **Dubo**  
l'expert conseil

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **vistavu**  
Solutions

Has acquired

 **achieveit**  
SOLUTIONS

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **abilis**  
it  
**Passerelle**

Has divested its business intelligence solutions and services division to

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **WELLNESS**  
CHECKPOINT®

has been acquired by

 **Carebook**

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **Guillevin**

has acquired

 **McL**  
SINCE 1966

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **MAD**  
OILFIELD  
SOLUTIONS

has been acquired by

 **VERTEX**

EY\* acted as exclusive financial advisor to MAD Oilfield Solutions

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **FASTFRATE**

has acquired

 **ASL** Distribution  
Services

EY\* acted as exclusive financial advisor to Fastfrate Group

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **refresh**  
FINANCIAL

has been acquired by

 **Borrowell**

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

 **EHC** GLOBAL

has been acquired by

 **Prysmian**  
Group

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

 EY Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

Continued on next page → 

# Ernst & Young Orenda Corporate Finance Inc.

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

Tom Berry, founder and minority shareholder sold a minority ownership position to

**REEL ONE ENTERTAINMENT**  
sold a minority ownership position to

**A+E NETWORKS**  
EY\* acted as exclusive financial advisor to Tom Berry

**EY**  
Building a better working world

\*Ernst & Young Orenda Corporate Finance Inc.

sold its European Hospital Packaging business comprised of a manufacturing site in France as well as sales offices in Spain and Germany to:

**amcor**  
sold its European Hospital Packaging business comprised of a manufacturing site in France as well as sales offices in Spain and Germany to:

**STERIMED INFECTION CONTROL**  
EY\* acted as exclusive financial advisor to Amcor plc

**EY**  
Building a better working world

\*Ernst & Young Orenda Corporate Finance Inc.

completed a minority equity raise with a global Canadian institutional investor

**M3**  
EY\* acted as exclusive financial advisor to M3 Financial Group in managing and closing the equity raise.

**EY**  
Building a better working world

\*Ernst & Young Orenda Corporate Finance Inc.

has completed a capital raise comprised of:

**EAU CLAIRE DISTILLERY**  
A structured debt solution with one of Canada's largest financial institutions and A minority equity investment from

**THE MANCAL GROUP**  
EY\* acted as the exclusive financial advisor to Eau Claire Distillery Ltd.

**EY**  
Building a better working world

\*Ernst & Young Orenda Corporate Finance Inc.

received a strategic investment from

**FRESNEL SOFTWARE vitruvi**  
and

**FAFL**  
an Edmonton-based private investment company and family office

EY\* acted as the exclusive financial advisor to Fresnel Software Corporation

**EY**  
Building a better working world

\*Ernst & Young Orenda Corporate Finance Inc.

## | A selection of our 2021 Debt Markets transactions

**YYC CALGARY AIRPORT AUTHORITY**  
\$2.075 billion

inaugural rated private placement bonds

EY\* acted as the exclusive financial advisor to Calgary Airport Authority

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

**CleanMark Be Brilliant**  
senior secured revolving and term debt financing

EY\* acted as Debt Capital Advisor to the CleanMark group of companies

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

A research, design, engineering, manufacturing, and technologies sales company

dividend recapitalization loan

EY\* acted as Debt Capital Advisor to a research, design, engineering, manufacturing, and technologies sales company

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

**NTOC New Tecumseth Optometry Clinic**  
senior secured revolving and term debt financing

EY\* acted as Debt Capital Advisor to New Tecumseth Optometry Clinic and related entities

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

**SUCCESSION CAPITAL**  
A Subsidiary of Lyne Equity Limited

US\$39,500,000

senior secured debt

EY\* acted as Debt Capital Advisor to Succession Capital Inc. in arranging senior secured debt for working capital and growth capital purposes

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

**OPTA**  
US\$65,000,000

senior secured revolving and term debt facility

EY\* acted as Debt Capital Advisor to Opta Inc. in arranging senior secured debt for working capital and growth capital purposes

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

**FRH FALCONERI RUMBLE HARRISON LLP**  
senior debt financing

EY\* acted as financial, transaction and procurement advisor to Falconeri Rumble Harrison LLP

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.

A private enterprise consolidator of automotive dealerships

\$260,000,000

Senior debt financing

EY\* acted as the exclusive financial advisor to a private enterprise consolidator of automotive dealerships

**EY**  
Building a better working world

\*Ernst and Young Orenda Corporate Finance Inc.



## | 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

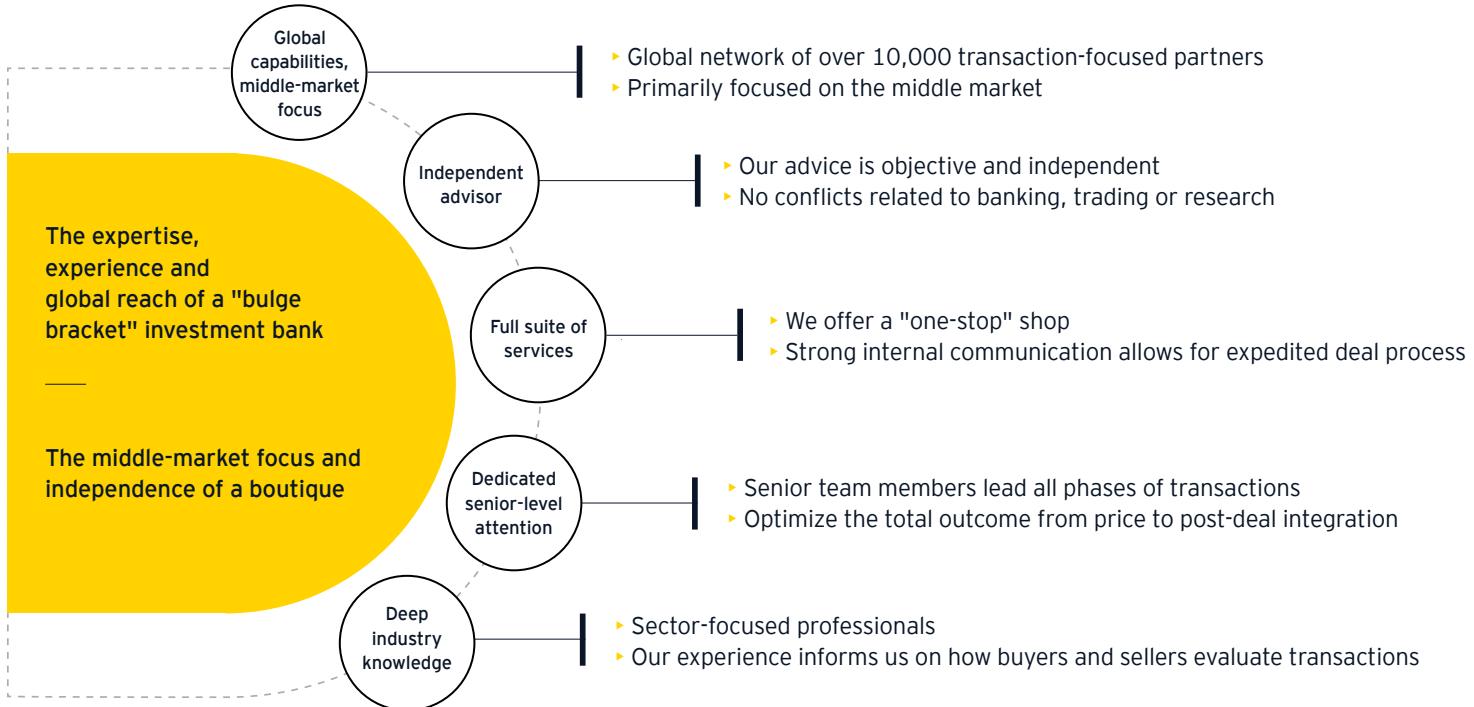
- Debt and equity financing
- Debt and equity recapitalizations
- Raising growth capital
- Capital structures assessment
- Preparation and assessment of financial forecast models



# EY<sup>1</sup> 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



### National Leader Barry Munro\*

barry.g.munro@ca.ey.com  
+1 403 206 5017

### Atlantic

**Jim Lutes \***  
jim.d.lutes@ca.ey.com  
+1 506 634 2158

### Québec

**Ken Brooks \***  
ken.m.brooks@ca.ey.com  
+1 514 874 4412

**Walid Safi**  
walid.safi@ca.ey.com  
+1 514 879 8029

### Ontario

**Andrew Schaefer**  
andrew.schaefer@ca.ey.com  
+1 416 932 6244

**Jatinder Wadhwa**  
jatinder.wadhwa@ca.ey.com  
+1 416 943 3078

**Steve McLaughlin**  
steven.j.mclaughlin@ca.ey.com  
+1 506 388 7762

**Todd Caluori \***  
todd.m.caluori@ca.ey.com  
+1 514 879 2793

**François Tellier \***  
francois.tellier@ca.ey.com  
+1 514 874 4351

### Western Canada

**Barry Munro \***  
barry.g.munro@ca.ey.com  
+1 403 206 5017

**Brock McMillan \***  
brock.mcmillan@ca.ey.com  
+1 403 206 5335

**Darcy Yamada \***  
darcy.yamada@ca.ey.com  
+1 780 441 2456

**Shane Dunn \***  
shane.dunn@ca.ey.com  
+1 403 206 5011

**Logan Day \***  
logan.s.day@ca.ey.com  
+1 780 441 4226

**Robert Withers**  
robert.withers@ca.ey.com  
+1 604 899 3550

### Capital Markets

**Bill Wu**  
bill.wu@ca.ey.com  
+1 416 943 2545

**Kevin Casey \***  
kevin.j.casey@ca.ey.com  
+1 519 571 3311

**Sid Nair**  
sid.nair@ca.ey.com  
+1 416 943 3404

**Don McKinnon \***  
don.mckinnon@ca.ey.com  
+1 519 571 7686

\* A registered Exempt Market Dealing Representative

EY | Building a better working world

#### 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.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. Information about how EY collects and uses personal data and

a description of the rights individuals have under data protection legislation are available via [ey.com/privacy](http://ey.com/privacy). EY member firms do not practice law where prohibited by local laws. For more information about our organization, please visit [ey.com](http://ey.com).

© 2021 Ernst & Young LLP.  
All Rights Reserved.

3934659

This material has been prepared for general informational purposes only and is not intended to be relied upon as accounting, tax, legal or other professional advice. Please refer to your advisors for specific advice.

[ey.com/ca](http://ey.com/ca)