

Ontario M&A and Capital Markets Team



Our team to serve you



M&A team

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Service overview

We provide sector-specific advice on mergers, acquisitions, divestitures, refinancing's, and capital raises. We bring deep industry knowledge to every transaction to support your corporate finance strategies and priorities.

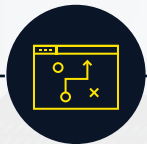
We can help you navigate your business issues, capitalize on your transaction opportunities and achieve your strategic objectives.

What we do



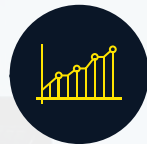
M&A advisory

- ▶ 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

Sector Focus Areas



Want to be added to our mailing lists for sector specific insights and market updates?

Get in touch with a member of our team.

Our select M&A transactions

StepUp
has been sold to
XTEL
backed by
KANTAR SilverTree

EY* acted as the exclusive financial advisor to StepUp HCM BV

EY
Member of the EY network of member firms

*EY and Young & Rubicam Corporate Finance Inc.

ORGANIZATIONAL SOLUTIONS INC.
SOLUTIONS.ORGANISATIONNELLES INC.

is partnering with
people
CORPORATION®

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

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DRIVETEC
MANUFACTURING

has been acquired by
a distributor and
upfitter of custom
vocational vehicles.

EY* acted as the exclusive financial advisor to Drivotec Manufacturing Ltd. on its sale.

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BRIGHTWORKS

has been acquired by
believeco:

EY* acted as the exclusive financial advisor to Brightworks Interactive Marketing Inc.

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Ecometrica

has been acquired by
EcoOnline
Apax
PARTNERS

EY* acted as exclusive financial advisor to Ecometrica Limited

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Yale

has been acquired by
ALTA EQUIPMENT
COMPANY

EY* acted as the exclusive financial advisor to Yale Industrial Trucks Inc., on its sale to Alta Equipment Company Inc.

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Little Kickers

has been acquired by
Soccer
Shots

EY* acted as the exclusive financial advisor to Little Kickers

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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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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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BRISTOL
SINKS INC.

has been acquired by
David Moss, an Ontario-Based
Entrepreneur; and
MATBRIDGE
INVESTMENTS

EY* acted as the exclusive financial advisor to Bristol Sinks Inc.

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inter·co
— DIVIS10N 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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MASSY
UNITED
INSURANCE

has been acquired by
CG

Coralis Group Ltd.

EY* acted as the exclusive financial advisor to Massy United Insurance Ltd., on its sale to Coralis Group Ltd.

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C&C INSURANCE
CONSULTANTS

has been acquired by
NAVACORD

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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Waterloo
BIOFILTER

has been acquired by
Birchview
Capital

EY* acted as exclusive financial advisor to Biofilter-Birchview Systems Inc.

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FASTFRATE
GROUP

has acquired a majority interest in
CHALLENGER
We go the Distance

EY* acted as the exclusive financial advisor to FastRate Group

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FigBytes

has been acquired by
AMCS

EY* acted as exclusive financial advisor to FigBytes Inc.

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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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SOROC

received an investment from
CenterGate
CAPITAL

EY* acted as exclusive financial advisor to Soroc Technology Inc.

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BANDZOOGE

has been acquired by
DISTROKID

EY* acted as exclusive financial advisor to Stizooogie Inc. d/b/a Bandzoogle.com

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ECLIPSE
AUTOMATION

has been acquired by
accenture

EY* acted as financial structuring and closing advisor to Eclipse Automation

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Mercedes-Benz

has been acquired by
ZANCHIN
AUTOMOTIVE GROUP & a large Toronto
automotive dealer

EY* acted as the exclusive financial advisor to Mercedes-Benz Group AG

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PROGRESSIVE
COUNTERTOP

has been acquired by
AD Capital

EY* acted as exclusive financial advisor to 2111589 Ontario Inc. (the Progressive Countertop)

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fired

Has entered into a \$330 million
transaction involving the
acquisition of an Ontario resort
portfolio

EY* acted as a financial advisor to Fired Developments on the transaction

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Our select Capital Markets transactions

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.

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About Ernst & Young Orenda Corporate Finance Inc.

We are 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 bring deep industry knowledge to each transaction to support our clients' corporate finance strategies and priorities.

We are part of the EY global network, which provides us with direct insights and access to entrepreneurs, companies, private equity firms, capital providers and public sector entities operating around the world.







































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 <p>SUCCESSION CAPITAL A Subsidiary of Lyon Real Estate Advisors</p> <p>US\$39,500,000</p> <p>senior secured debt</p> <p><small>EYTM acted as Debt Capital Advisor to Succession Capital Inc. in arranging senior secured debt for working capital and growth capital purposes.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>OPTA</p> <p>US\$65,000,000</p> <p>senior secured revolving and term debt facility</p> <p><small>EYTM acted as Debt Capital Advisor to Opta Inc. in arranging senior secured debt for working capital and growth capital purposes.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>CleanMark Be Brilliant</p> <p>senior secured revolving and term debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to the CleanMark group of companies.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>NTOC New Tecumseth Optometry Clinic</p> <p>senior secured revolving and term debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to New Tecumseth Optometry Clinic and related entities.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>FALCONERI RUMBLE HARRISON LLP</p> <p>senior debt financing</p> <p><small>EYTM acted as financial, transaction and procurement advisor to Falconeri/Rumble Harrison LLP.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>MOUNTAIN PROVINCE DIAMONDS</p> <p>USD \$195 million secured second lien notes</p> <p><small>EYTM acted as the Financial Advisor to Mountain Province Diamonds Inc. in advising second lien notes.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>
 <p>YYC CALGARY AIRPORT AUTHORITY</p> <p>\$2.075 billion</p> <p>inaugural rated private placement bonds</p> <p><small>EYTM acted as the exclusive financial advisor to Calgary Airport Authority.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>Elliott Cogeneration Inc.</p> <p>\$25.4 million senior debt financing.</p> <p><small>EYTM acted as the exclusive financial advisor to Elliott Cogeneration Inc.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A real estate holding company</p> <p>US \$100,000,000</p> <p>senior secured debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a real estate holding company.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A leading, privately-owned company that owns and operates heavy equipment for the mining and oil sands industries</p> <p>\$84,000,000</p> <p>senior secured revolving and term debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a leading, privately-owned company that owns and operates heavy equipment for the mining and oil sands industries.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A food & beverage company</p> <p>CA \$215,000,000 and US \$20,000,000</p> <p>senior secured debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a food & beverage company.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>touchette</p> <p>Received debt financing to support a key acquisition and future growth</p> <p><small>EYTM acted as the exclusive Debt Capital Advisor to Groupe Touchette Inc. in structuring and managing the syndication of the debt financing.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>
<p>A leading Canadian integrator of industrial minerals</p> <p>US \$42,000,000</p> <p>senior secured revolving and term debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a leading Canadian integrator of industrial minerals.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A leading Canadian packaging solutions company</p> <p>US \$75,000,000</p> <p>senior secured debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a leading Canadian packaging solutions company.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>blue ant media</p> <p>Senior secured revolving and term debt financing</p> <p><small>EY acted as Debt Capital Advisor to Blue Ant Media Inc. in arranging senior secured working capital, acquisition and production financing for growth purposes.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>Matrix Solutions Inc. ENVIRONMENTAL & ENGINEERING</p> <p>has received financing to support its growth objectives and balance shareholder liquidity needs from</p> <p>Scotiabank.</p> <p><small>EYTM acted as the exclusive financial advisor to Matrix Solutions Inc.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>PASSION DENTAL GROUP INC. CREATING GREAT SMILES</p> <p>has secured a strategic growth equity investment from</p> <p>LIGHTBAY CAPITAL</p> <p><small>EYTM acted as the exclusive financial advisor to the Passion Dental Group Inc.</small></p>  <p><small>Ernst and 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><small>EYTM acted as the exclusive financial advisor to a private enterprise consolidator of automotive dealerships.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>
<p>A leading propane distributor and supplier of engineered products</p> <p>\$38,000,000</p> <p>senior secured revolving and term debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a leading propane distributor and supplier of engineered products.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>MORRIS GROUP OF CANADA</p> <p>Received value-added debt capital advisory services on a material refinancing transaction</p> <p><small>EYTM acted as the exclusive financial advisor to Morris Group (Saskary) Inc.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>Simplicity CAR CARE</p> <p>Received value-added debt capital advisory services on a material financing transaction</p> <p><small>EYTM acted as the exclusive financial advisor to Simplicity Car Care Inc.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>Supplier of high quality confections, snacks, toppings, and inclusions</p> <p>\$19,000,000</p> <p>senior debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a supplier of high quality confections, snacks, toppings, and inclusions.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	 <p>KARVE BUILDERS</p> <p>received debt capital financing to support the company's rapid growth profile</p> <p><small>EYTM acted as the exclusive financial advisor to Karve Builders Canada Inc.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A full service HVAC distributor</p> <p>\$26,000,000</p> <p>senior debt financing</p> <p><small>EYTM acted as Debt Capital Advisor to a full service HVAC distributor.</small></p>  <p><small>Ernst and Young Orenda Corporate Finance Inc.</small></p>