

# Ernst & Young Orenda Corporate Finance Inc.

## 2020 Closed Transactions

Getting deals done in  
extraordinary times



**EY**

Building a better  
working world

# Ernst & Young Orenda Corporate Finance Inc.

## A selection of our closed 2020 M&A transactions

**FYidocitors.**

Has received a strategic minority equity investment from

One of the world's largest consumer-focused private equity firms


EY\* acted as exclusive financial advisor to FYidocitors




\*Ernst & Young Orenda Corporate Finance Inc.

**PENNER INTERNATIONAL**

has been acquired by




EY\* acted as exclusive financial advisor to Penner International Inc.




\*Ernst & Young Orenda Corporate Finance Inc.

**CRESCENT ORAL SURGERY**

has partnered with



EY\* acted as the exclusive financial advisor to Crescent Oral Surgery



\*Ernst & Young Orenda Corporate Finance Inc.

**FERONIA**

Feronia Inc. interest in

Plantations et Huileries du Congo

has been sold to

Feronia KNM and Larry Seruma

EY\* acted as financial advisor to Feronia Inc.



\*Ernst & Young Orenda Corporate Finance Inc.

**ENTREC OILFIELD GROUP LTD.**

**CAPSTAN HAULING LTD.**

Assets relating to the Fort McMurray and Capstan Hauling Ltd. operations of ENT Oilfield Group Ltd. (a subsidiary of ENTREC Corporation) have been acquired by

**LAPRAIRIE**

EY\* acted as financial advisor to ENT Oilfield Group Ltd. and Capstan Hauling Ltd.



\*Ernst & Young Orenda Corporate Finance Inc.

**amcor**

sold its UK based bread bag packaging business to

**ST. JOHNS PACKAGING**

EY\* acted as exclusive financial advisor to Amcor plc



\*Ernst & Young Orenda Corporate Finance Inc. & Ernst & Young LLP, UK

**INNOVATIVE VENTILATION SYSTEMS INC.**

has been acquired by

**onpoint INDUSTRIAL SERVICES**

a portfolio company of

**CAPSTREET**

EY\* acted as exclusive financial advisor to Innovative Ventilation Systems Inc. and its parent, Smogbuster, Inc.




\*Ernst & Young Orenda Corporate Finance Inc.

**UNIVERSAL GROUP**  
We Provide Peace of Mind

has merged with

**ansan traffic group**

EY\* acted as exclusive financial advisor to Universal Group



\*Ernst & Young Orenda Corporate Finance Inc.

**GEOTERRA INTEGRATED RESOURCE SYSTEMS**

has been acquired by

**CCI**

EY\* acted as exclusive financial advisor to Geoterra Integrated Resource Systems Ltd.



\*Ernst & Young Orenda Corporate Finance Inc.

**ENTREC**

Assets relating to the Bonnyville operation of ENTREC Corporation have been acquired by

**ENT OILFIELD**  
(formerly 4-Way Developments Ltd.)

EY\* acted as financial advisor to ENTREC Corporation



\*Ernst & Young Orenda Corporate Finance Inc.

**ALPINE**

has acquired a controlling interest in

**domus**

EY\* provided transaction advisory services to Alpine Building Maintenance Inc.




\*Ernst & Young LLP

**LHG Foods Inc.**

has acquired

**DRUMMOND EXPORT**  
Les Aliments Trans Gras Inc.

EY\* acted as exclusive financial advisor to LHG Foods Inc. in structuring, managing and financing the transaction.




\*Ernst & Young Orenda Corporate Finance Inc.

A multinational chemical company

has acquired

A Quebec-based specialized industrial safety and process optimization business

EY\* acted as exclusive financial advisor to a multinational chemical company



\*Ernst & Young Orenda Corporate Finance Inc.

**amcor**

sold its Argentina based disposables packaging business to

**ENVASES Group**

EY\* acted as exclusive financial advisor to Amcor plc



\*Ernst & Young Orenda Corporate Finance Inc. & Pirovelli, Henry Martin y Asociados SRL

**CANADIAN CASING ACCESSORIES INC.**

has been acquired by

**VARI GATE TECHNOLOGIES**

EY\* acted as the exclusive financial advisor to Canadian Casing Accessories Inc.



\*Ernst & Young Orenda Corporate Finance Inc.

**SIAPARTNERS**

has acquired an interest in

**R&G ADVISORY**

EY\* acted as the exclusive financial advisor to R&G Advisory Inc.



\*Ernst & Young Orenda Corporate Finance Inc.

**SOROC**

received an investment from

**CenterGate CAPITAL**

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



\*Ernst & Young Orenda Corporate Finance Inc.

**filefacets**

has sold intellectual property rights and assets to

**DATA 443**  
All Things Data Security (Stock Symbol: ATDS)

EY\* acted as exclusive financial advisor to Filefacets, Inc.












\*Ernst & Young Orenda Corporate Finance Inc.

Want to learn more?

Visit: [ey.com/ca/SaT](https://ey.com/ca/SaT)

# Ernst & Young Orenda Corporate Finance Inc.

## A selection of our closed 2020 Capital Markets transactions

<p>A private enterprise consolidator of automotive dealerships</p> <p><b>\$260,000,000</b></p> <p>Senior debt financing</p> <p><small>EY* 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><b>\$38,000,000</b></p> <p>senior secured revolving and term debt financing</p> <p><small>EY* 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>A multi-faceted power, controls and automation company offering electrical, instrumentation, manufacturing, engineering and training</p> <p><b>\$11,900,000</b></p> <p>senior debt financing</p> <p><small>EY* acted as Debt Capital Advisor to a multi-faceted power, controls and automation company offering electrical, instrumentation, manufacturing, engineering and training</small></p>  <p><small>*Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A frozen food manufacturer</p> <p><b>\$13,500,000</b></p> <p>revolving senior secured ABL debt financing</p> <p><small>EY* acted as Debt Capital Advisor to a frozen food manufacturer</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><b>\$19,000,000</b></p> <p>senior debt financing</p> <p><small>EY* 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><b>\$4.5 million</b></p> <p>Capital financing</p> <p><small>EY* acted as exclusive financial advisor to Sublatus Inc.</small></p>  <p><small>*Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A full service HVAC distributor</p> <p><b>\$26,000,000</b></p> <p>senior debt financing</p> <p><small>EY* acted as Debt Capital Advisor to a full service HVAC distributor</small></p>  <p><small>*Ernst and Young Orenda Corporate Finance Inc.</small></p>	<p>A distributor of acoustical ceilings, wall panels and grid products</p> <p>senior debt growth financing</p> <p><small>EY* acted as Debt Capital Advisor to a leading distributor of acoustical ceilings, wall panels and grid products</small></p>  <p><small>*Ernst and Young Orenda Corporate Finance Inc.</small></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

# 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

**Steve McLaughlin**

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

### Québec

**Ken Brooks \***

ken.m.brooks@ca.ey.com  
+1 514 874 4412

**Todd Caluori \***

todd.m.caluori@ca.ey.com  
+1 514 879 2793

**Walid Safi**

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

**François Tellier \***

francois.tellier@ca.ey.com  
+1 514 874 4351

### Ontario

**Andrew Schaefer**

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

**Chris Hutchinson \***

chris.hutchinson@ca.ey.com  
+1 416 932 6002

**Jatinder Wadhwa**

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

**Kevin Casey \***

kevin.j.casey@ca.ey.com  
+1 519 571 3311

### Western Canada

**Robert Withers**

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

**Shane Dunn \***

shane.dunn@ca.ey.com  
+1 403 206 5011

**Brock McMillan \***

brock.mcmillan@ca.ey.com  
+1 403 206 5335

**Logan Day \***

logan.s.day@ca.ey.com  
+1 780 441 4226

**Darcy Yamada \***

darcy.yamada@ca.ey.com  
+1 780 441 2456

**Barry Munro \***

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

### Capital Markets

**Bill Wu**

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

\* 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.

3317754

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)

<sup>1</sup> Ernst & Young Orenda Corporate Finance Inc. is a registered exempt market dealer in Canada. We provide services in the U.S. through our affiliate, Ernst & Young Corporate Finance (Canada) Inc., a U.S. registered broker-dealer