

Ontario M&A and Capital Markets Team

Our team to serve you



M&A team



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Capital Markets team



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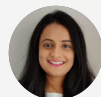
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Service overview

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 recent M&A transactions

DAIMLER

has sold its Vancouver Mercedes-Benz retail operations to

DILAWRI | CANADA'S LARGEST AUTOMOTIVE GROUP

EY* acted as sole M&A, financial, tax, carve-out and real estate advisor to Daimler AG.

EY Building a better working world

*Ernst & Young Ontario Corporate Finance Inc.

deep
deep foundations contractors inc.

has been acquired by

GFL
K.S.I.L.A.M.M.K.A.L.I

EY* acted as exclusive financial advisor to Deep Foundations Group.

EY Building a better working world

*Ernst & Young Ontario Corporate Finance Inc.

tiffany gate
"tiffany gate"

has been acquired by

COUNTRY OF PEARL
a portfolio company of **KAINOS**

EY* acted as financial advisor to Tiffany Gate Foods Inc.

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*Ernst & Young Ontario Corporate Finance Inc.

BRIGHTWORKS

has been acquired by

believeco:

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

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*Ernst & Young Ontario Corporate Finance Inc.

HENRY'S

has acquired

Lozeau

EY* acted as exclusive financial advisor to Cranbrook Glen Enterprises Limited (Henry's)

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*Ernst & Young Ontario Corporate Finance Inc.

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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*Ernst & Young Ontario Corporate Finance Inc.

THE WILLIAMS BROTHERS CORPORATION | **STRIKE FIRST CORPORATION**

has been acquired by

Regimen Equity Partners

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

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*Ernst & Young Ontario Corporate Finance Inc.

TOSUTA INTERNATIONAL

has been acquired by

Regal

EY* acted as the exclusive financial advisor to Regal Confections

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*Ernst & Young Ontario Corporate Finance Inc.

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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*Ernst & Young Ontario Corporate Finance Inc.

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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*Ernst & Young Ontario Corporate Finance Inc.

interco
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.

EY Building a better working world

*Ernst & Young Ontario Corporate Finance Inc.

MASSY UNITED INSURANCE

has been acquired by

CG
Coralisle Group Ltd.

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

EY Building a better working world

*Ernst & Young Ontario Corporate Finance Inc. and Ernst & Young Services Limited (Barristers)

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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*Ernst & Young Ontario Corporate Finance Inc.

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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*Ernst & Young Ontario Corporate Finance Inc.

Waterloo BIOFILTER

has been acquired by

Birchview Capital

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

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*Ernst & Young Ontario Corporate Finance Inc.

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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*Ernst & Young Ontario Corporate Finance Inc.

CRESCENT ORAL SURGERY

has partnered with

dentalcorp

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

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*Ernst & Young Ontario Corporate Finance Inc.

EHC GLOBAL

has been acquired by

Prysmian Group

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

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*Ernst & Young Ontario Corporate Finance Inc.

SOROC

received an investment from

CenterGate CAPITAL

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

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*Ernst & Young Ontario Corporate Finance Inc.

SIAPARTNERS

has acquired an interest in

R&G ADVISORY

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

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*Ernst & Young Ontario Corporate Finance Inc.

ECLIPSE AUTOMATION

has been acquired by

accenture

EY acted as financial structuring and closing advisor to Eclipse Automation

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*Ernst & Young Ontario Corporate Finance Inc.

Mercedes-Benz

has been acquired by

ZANCHIN & 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 2111599 Ontario Inc. (aka Progressive Countertop)

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*Ernst & Young Ontario Corporate Finance Inc.

freed

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

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

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*Ernst & Young Ontario Corporate Finance Inc.

Our recent 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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ey.com/ca

SUCCESSION CAPITAL
A Subsidiary of Lynx 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.

CleanMark
Be Brilliant

senior secured revolving and term debt financing

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

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Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

NT
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.

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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.

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*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.

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*Ernst and Young Orenda Corporate Finance Inc.

YYC CALGARY AIRPORT AUTHORITY

\$2.075 billion

inaugural rated private placement bonds

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

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*Ernst and Young Orenda Corporate Finance Inc.

Elliott Cogeneration Inc.

\$25.4 million senior debt financing.

EY* acted as the exclusive financial advisor to Elliott Cogeneration Inc.

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*Ernst and Young Orenda Corporate Finance Inc.

A real estate holding company

US \$100,000,000

senior secured debt financing

EY* acted as Debt Capital Advisor to a real estate holding company.

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*Ernst and Young Orenda Corporate Finance Inc.

A leading, privately-owned company that owns and operates heavy equipment for the mining and oil sands industries

\$84,000,000

senior secured revolving and term debt financing

EY* acted as Debt Capital Advisor to a leading, privately-owned company that owns and operates heavy equipment for the mining and oil sands industries.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

A food & beverage company

CA \$215,000,000 and US \$20,000,000

senior secured debt financing

EY* acted as Debt Capital Advisor to a food & beverage company.

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Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

groupe **touchette** | PASSION. INNOVATION.

Received debt financing to support a key acquisition and future growth

EY* acted as the exclusive Debt Capital Advisor to Groupe Touchette Inc. in structuring and managing the syndication of the debt financing.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

A leading Canadian integrator of industrial minerals

US \$42,000,000

senior secured revolving and term debt financing

EY* acted as Debt Capital Advisor to a leading Canadian integrator of industrial minerals.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

A leading Canadian packaging solutions company

US \$75,000,000

senior secured debt financing

EY* acted as Debt Capital Advisor to a leading Canadian packaging solutions company.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

A large Québec-based multi-brand automotive dealership group

has completed a renegotiation of its revolving credit facility and covenant package

EY* acted as exclusive financial advisor to the large Québec-based multi-brand automotive dealership group.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

Matrix Solutions Inc.
ENVIRONMENT & ENGINEERING

has received financing to support its growth objectives and balance shareholder liquidity needs from

Scotiabank.

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

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

PASSION
DENTAL GROUP INC.
CREATING GREAT SMILES

has secured a strategic growth equity investment from

LIGHTBAY CAPITAL

EY* acted as the exclusive financial advisor to the Passion Dental Group Inc.

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.

A leading propane distributor and supplier of engineered products

\$38,000,000

senior secured revolving and term debt financing

EY* acted as Debt Capital Advisor to a leading propane distributor and supplier of engineered products.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

MORRIS GROUP
OF COMPANIES

Received value-added debt capital advisory services on a material refinancing transaction

EY* acted as the exclusive financial advisor to Morris Group (Saulbury) Inc.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

Simplicity
CAR CARE

Received value-added debt capital advisory services on a material financing transaction

EY* acted as the exclusive financial advisor to Simplicity Car Care Inc.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

Supplier of high quality confections, snacks, toppings, and inclusions

\$19,000,000

senior debt financing

EY* acted as Debt Capital Advisor to a supplier of high quality confections, snacks, toppings, and inclusions.

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Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

SUBLATUS
ENVIRONMENTAL

\$4.5 million

Capital financing

EY* acted as exclusive financial advisor to Sublatus Inc.

EY
Building a better working world

*Ernst and Young Orenda Corporate Finance Inc.

A full service HVAC distributor

\$26,000,000

senior debt financing

EY* acted as Debt Capital Advisor to a full service HVAC distributor.

EY
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*Ernst and Young Orenda Corporate Finance Inc.