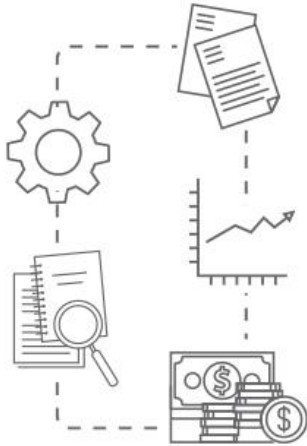


The DEAL PIPELINE

Our featured deals



Emission monitoring and process analytical solutions

Ontario-based provider of custom turnkey emission monitoring and process analytical solutions throughout North America for 25 years is seeking an acquirer. The company leverages exclusive and preferred distribution agreements with key suppliers and manufacturers to serve large clients in high polluting industries. – **Revenue (2018F): C\$6.8M; EBITDA (2018F): C\$1.3M**

Claims management software

Ontario-based insurance technology company that specializes in claims management software and other cloud-based software and services is seeking an acquirer. The company serves clients globally and uses a SaaS business model, which has built a strong recurring revenue base.

– **Financials available upon request**

Established restaurant brand expansion

Premier fine dining steakhouse that is expanding to Toronto is seeking financing to begin construction on leased premises. The company has significant experience developing successful restaurants & brands, and plans to continue expansion of their premier brand to other major North American metropolitan cities. – **US\$3.0M Equity and/or alternative financing**

Daily fantasy sports platform

Daily fantasy sports company providing a simplified game play experience that appeals to a diverse user base is seeking financing for the continued roll out of their business plan after achieving over 20K paid entries in their first month of paid games. The company has over 7K users, an impressive social media presence, celebrity athlete endorsements, and the backing of experienced management. – **US\$1.12M Equity and/or alternative financing**

Medical marijuana cultivation and distribution

Licensed producer applicant with exclusive rights to use patented indoor cultivation systems from an established U.S.-based technology provider. The company is seeking funding to develop its 15,000 sq. ft. facility (owned property) with an initial designed production capacity of 4.1 tons.

– **C\$2.5M Debt and/or alternative financing**

FOR ACCREDITED INVESTORS ONLY. This summary is for informational purposes only and is intended for review by the recipient to determine whether it wishes to proceed with receiving additional information. It is not intended to form the basis of any investment decision. Information contained herein is subject to updates and other amendments. The financial highlights are intended for analytical purposes only and are not meant to replace audited financial reporting. The financial information is based on information provided by the Company to RSM Canada Corporate Finance Inc. ("RSMCF"). RSMCF has reviewed the information contained herein only in conjunction with its obligations under NI 31-103, reflecting our general duty to deal fairly, honestly and in good faith with our investor clients. RSMCF shall not be liable for damages resulting from the use or reliance upon the information contained herein. RSMCF is an Exempt Market Dealer.

Succession and acquisition opportunities

Industry	Overview
<i>Fibre-to-home infrastructure company</i>	<p>Revenue (2018F): C\$12.1M; EBITDA (2018F): C\$4.9M</p> <p>Ontario-based company providing coaxial and fibre drop services is seeking an acquirer of the business. As an industry leader, the company is a trusted provider of specialty services to major telecom companies in Ontario.</p>
<i>Fine meat products and packaged foods</i>	<p>Revenue (2018F): C\$29.0M; EBITDA (2018F): C\$2.3M</p> <p>The shareholders of a privately owned and operated manufacturer of high quality, gourmet delicatessen and fine meat products located in Alberta, Canada are seeking expressions of interest for an acquisition of the company.</p>
<i>Fresh fish processor & distributor</i>	<p>Revenue (2018F): C\$10.2M; EBITDA (2018F): C\$2.0M</p> <p>Canadian-based fish processor and distributor is seeking an acquirer of the business. The company is a trusted processor and distributor of Canadian inland fresh fish across North America and other markets globally.</p>
<i>Custom kitchen and cabinet manufacturer</i>	<p>Revenue (2018F): C\$2.4M; EBITDA (2018F): C\$564K</p> <p>Ontario-based custom kitchen and cabinet manufacturer specializing in custom high-quality cabinetry for residential and commercial customers. The company manufactures custom cabinets, vanities for kitchens, bath and office.</p>
<i>Elementary school catering services</i>	<p>Revenue (2018F): C\$2.7M; EBITDA (2018F): C\$432K</p> <p>Ontario-based catering company focused on delivering nutritious lunches to elementary school children and summer camp patrons. The company works in partnership with schools, youth institutions and parents to deliver healthy, balanced meals on a daily basis.</p>

Growth financing, venture capital, and fund investment opportunities

Industry	Overview
<i>Mixed-use real estate development</i>	<p>C\$120M Capital raise / Joint venture financing</p> <p>Condominium and events rental development group seeking funding for the construction of a 25-story mixed-use condo development in Downtown, Toronto. The company owns the underlying real estate and has partnered with established architectural and construction management organizations for the project.</p>
<i>Waste-to-energy technology company</i>	<p>C\$50M Equity and/or alternative financing</p> <p>Canadian-based technology company seeking funding to construct a waste to energy generation facility using established pyrolysis technology to create electricity and fuel oil from plastics.</p>
<i>Community clean technology solutions</i>	<p>C\$30M Debt and/or alternative financing</p> <p>Ontario-based designer, developer and financier of integrated waste-to-energy systems and greenhouses used to produce food, energy, clean water and green products for communities utilizing local waste materials. The Company is seeking a \$5.0M operating line and to refinance existing debt using its real estate and equipment assets as collateral.</p>
<i>Alternative commercial IP fund</i>	<p>C\$25M Partnership units - minimum investment: C\$100K</p> <p>Fund focused on backing IP-centric SME's in North America with a proprietary method for collateralizing intangible assets. The fund has the potential for higher risk-adjusted returns relative to other alternative investments, with a projected target yield of 11% to 13%.</p>
<i>Fitness club chain</i>	<p>C\$20M Debt and/or alternative financing</p> <p>Full service fitness club venture developed by a team of tenured fitness club industry operators. Seeking capital for the construction and development of club facilities in Quebec.</p>
<i>Biosensor driven technology company</i>	<p>C\$5M Equity financing</p> <p>Ontario-based developer of the first patented interlocking steering wheel, analyzing gasses exuded from a drivers hands to prevent drunk driving, is seeking to develop technology to sense other inhibitors. The company created the largest fleet of alcohol interlocks in North America and is gaining traction with automotive, transportation and industrial industries.</p>
<i>Customer monetization enterprise solution</i>	<p>US\$2.0M Equity financing</p> <p>B2B enterprise software company that is leveraging AI to help large companies understand their customers by monetizing individual customer journeys is seeking Series A financing. The company helps its clients to understand customer patterns in order to predict future spending & retention. The company has signed enterprise customers in the financial services & automotive space, a strong pipeline, and have filed patents on their solutions.</p>
<i>Mobile application software</i>	<p>US\$1.5M Equity financing</p> <p>Software development company providing a suite of mobile applications to help brick and mortar retailers execute customer loyalty through refunding consumers' travel expenses (via ride-sharing and traditional transit) incurred while coming to their stores.</p>

Contact Information

Ben Gibbons, Partner *
ben.gibbons@rsmcanada.com
647 725 1749

Otto Cheung, Manager *
otto.cheung@rsmcanada.com
647 726 0208

Matt Stone, Manager *
matt.stone@rsmcanada.com
647 727 3505

Karishma Balani, Associate
karishma.balani@rsmcanada.com
647 727 3656

Billy Hughes, Analyst
billy.hughes@rsmcanada.com
416 322 1651

Erik Mosney, Analyst
erik.mosney@rsmcanada.com
647 794 3874

Miguel Amaral, Partner
miguel.amaral@rsmcanada.com
647 727 3663

Timothy Nakai, Senior Manager
tim.nakai@rsmcanada.com
647 726 0464

Saad Arif, Senior Manager
saad.arif@rsmcanada.com
647 794 3532

James Fang, Manager
james.fang@rsmcanada.com
647 997 3752

Varoon Parekh, Senior Analyst
varoon.parekh@rsmcanada.com
647 727 3531

FOR ACCREDITED INVESTORS ONLY. This summary is for informational purposes only and is intended for review by the recipient to determine whether it wishes to proceed with receiving additional information. It is not intended to form the basis of any investment decision. Information contained herein is subject to updates and other amendments. The financial highlights are intended for analytical purposes only and are not meant to replace audited financial reporting. The financial information is based on information provided by the Company to RSM Canada Corporate Finance Inc. ("RSMCF"). RSMCF has reviewed the information contained herein only in conjunction with its obligations under NI 31-103, reflecting our general duty to deal fairly, honestly and in good faith with our investor clients. RSMCF shall not be liable for damages resulting from the use or reliance upon the information contained herein. RSMCF is an Exempt Market Dealer.

* Dealer Representatives for RSMCF. For questions about any capital raising opportunity please contact one of these individuals.