

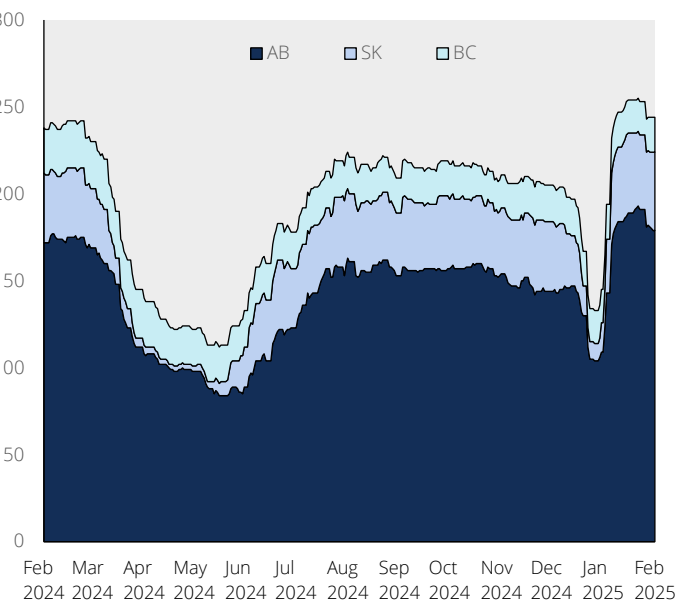
Marketplace Perspectives

- **Refreshed Newsletter** – ElkLake Partners is pleased to announce a refreshed Western Canadian M&A Update newsletter. This newsletter will remain a monthly distribution. Please contact us if you have any questions or would like to discuss any of the contents in greater detail.
- **January Transaction Activity** – A total of fifteen transactions were recorded, involving seven Western Canadian buyers, three Eastern Canadian buyers and five featuring cross-border components.
- **Interest Rate Cuts** – The Bank of Canada's rate cuts are making capital cheaper, but lenders remain cautious. While businesses may seize expansion opportunities, expect a divergence—stronger firms will benefit, while weaker players may still struggle to secure financing.
- **Trump Trade Whiplash** – Uncertainty around U.S.-Canada trade relations has businesses hedging their bets—some are fast-tracking deals before potential disruptions, while others are diversifying away from U.S. dependence, looking to Europe and Asia.
- **Western Canada Attractiveness** – We continue to see inbound activity from buyers outside the local market, as companies seek exposure to a strong resource sector.

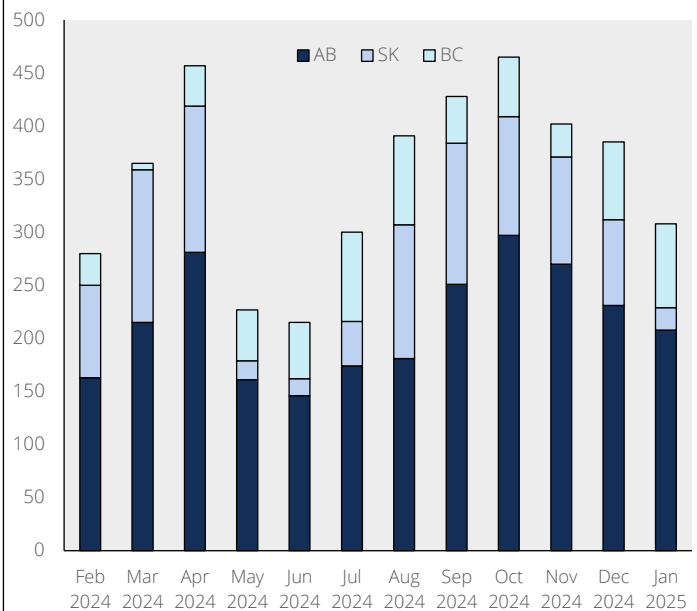
Select Western Canadian Transactions

- On January 15, Toronto-based **Aliter Technologies** announced the acquisition of Edmonton-based **3C Information Solutions Incorporated (3CIS)**, including its U.S. subsidiary. This strategic move aims to strengthen Aliter's presence in North America and expand its portfolio of products and services. 3CIS specializes in providing advanced wireless communication and networking solutions, catering to industries such as oil and gas, public safety, and defense.
- On January 8, Illinois-based **ENTRUST Solutions Group** announced it had acquired Calgary-based **Maskwa High Voltage Ltd.** The acquisition expands ENTRUST's presence in the Canadian market and enhances its capabilities in electric transmission, distribution, substation, and renewables design and engineering services. Approved unanimously by ENTRUST's board, the transaction was finalized in early January 2025.
- On January 7, 2025, Dallas-based **PakEnergy LLC** (Charlesbank Capital Partners' portfolio company) announced it had acquired Calgary-based **Petrosight Inc.**, an advanced well management software provider. This acquisition aims to enhance PakEnergy's end-to-end well-lifecycle management solutions, offering services from site planning to decommissioning. Petrosight specializes in real-time data analytics and visualization, enabling energy companies to optimize well performance and operational efficiency.

Active Drilling Rigs by Province



Wells Completed by Province

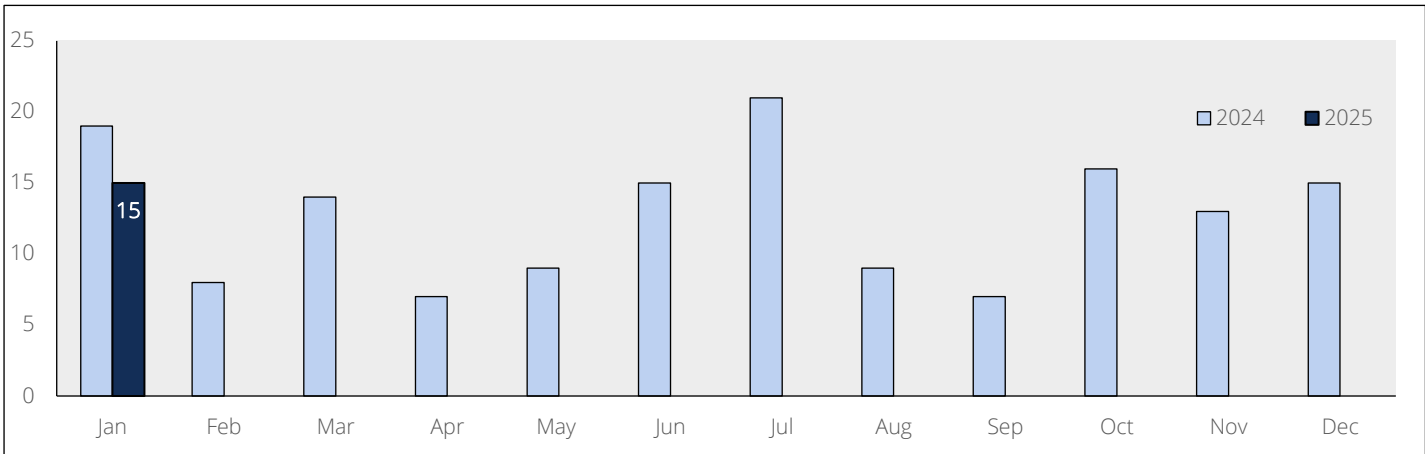


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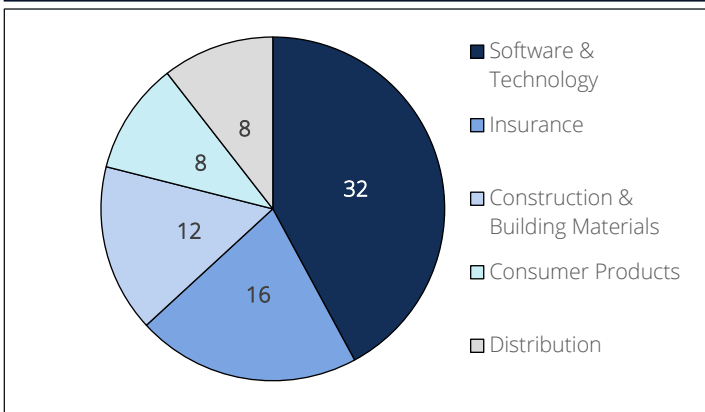
Western Canadian Transaction Details January 2025

Date	Target	Sector	City	Buyer	Buyer HQ	Press
2025-01-28	Fintracker	Software & Technology	Winnipeg, MB	First Canadian Title	Oakville, ON	Link
2025-01-27	Rokstad Power	Electrical Services / Utilites	Coquitlam, BC	Stellex Capital Management	New York, NY	Link
2025-01-27	ASQS	Software & Technology	Calgary, AB	Comply365	Beloit, WI	Link
2025-01-21	SkyNorth Air	Transportation	Winnipeg, MB	Northway Aviation	St. Andrews, MB	Link
2025-01-15	GHY International	Business Services	Winnipeg, MB	SeaFort Capital Inc.	Halifax, NS	Link
2025-01-15	Sparrow Connected	Software & Technology	Edmonton, AB	ThoughtExchange	Rossland, BC	Link
2025-01-15	Seair Seaplanes	Transportation	Vancouver, BC	Krystal Growth Partners	Vancouver, BC	Link
2025-01-15	3C Information Solutions	Electrical Services / Utilites	Edmonton, AB	Aliter Technologies	Toronto, ON	Link
2025-01-14	Acuva Technologies	Manufacturing	Burnaby, BC	Watersprint	Lund, Sweden	Link
2025-01-13	Purecan	Distribution	Frankfurt, Germany	High Tide	Calgary, AB	Link
2025-01-08	Maskwa High Voltage	Electrical Services / Utilites	Calgary, AB	ENTRUST Solutions	Warrenville, IL	Link
2025-01-07	Petrosight	Energy Services	Calgary, AB	PakEnergy	Abilene, TX	Link
2025-01-07	WebPurify	Software & Technology	Irvine, CA	IntouchCX	Winnipeg, MB	Link
2025-01-07	Matic	Insurance	Columbus, OH	Vistara Growth	Vancouver, BC	Link
2025-01-06	MmHg	Healthcare	Edmonton, AB	Myant	Mississauga, ON	Link

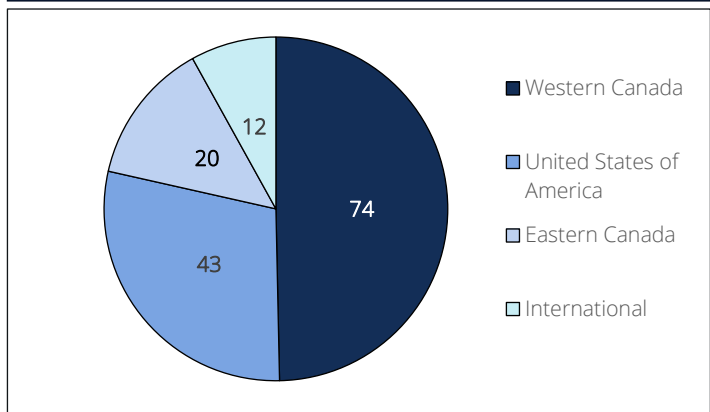
Historical Western Canadian Monthly Transaction Activity



Top 5 Sectors – Last 12 Months



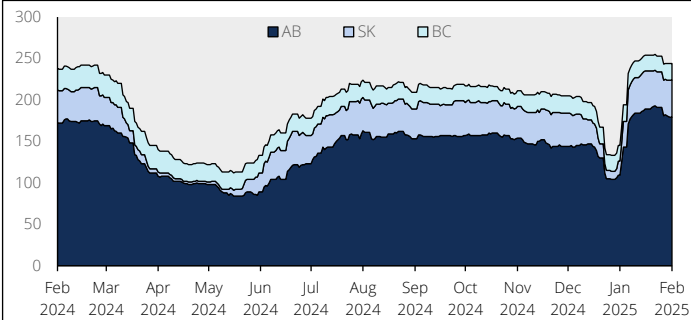
Buyer Location – Last 12 Months



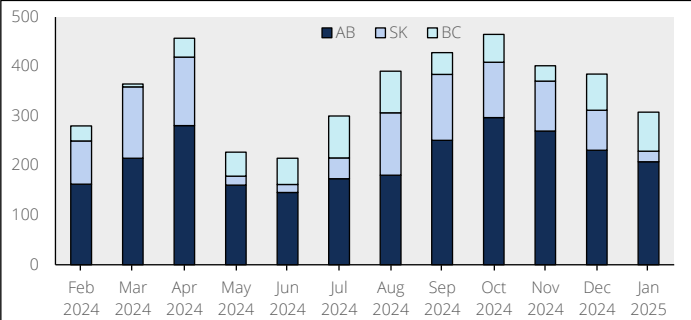
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Regional Economic Indicators January 2025

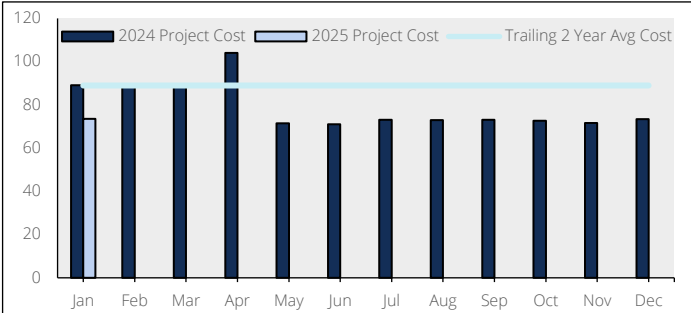
Active Drilling Rigs by Province



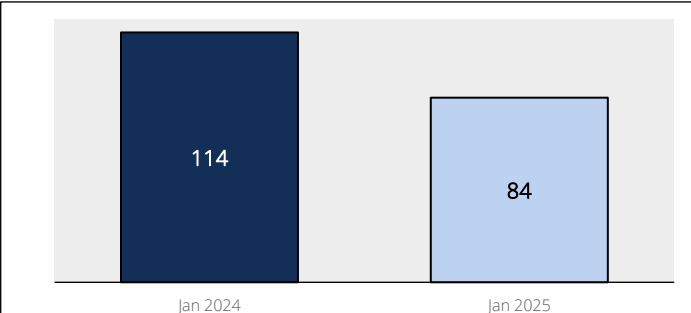
Wells Completed by Province



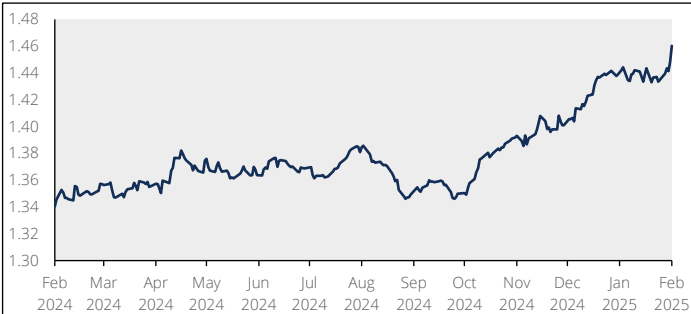
Alberta Projects – Under Construction (\$ billions)



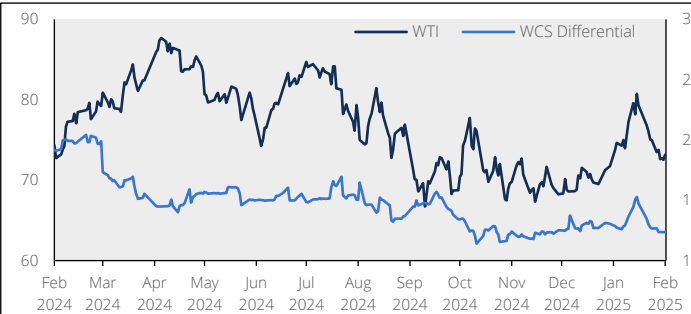
Alberta Projects – Proposed (\$ billions)



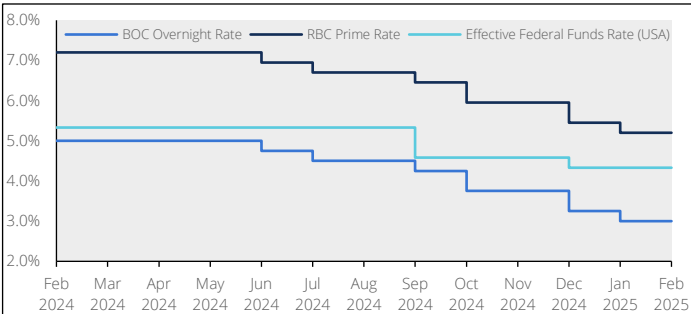
USD / CAD Exchange Rate (\$CAD)



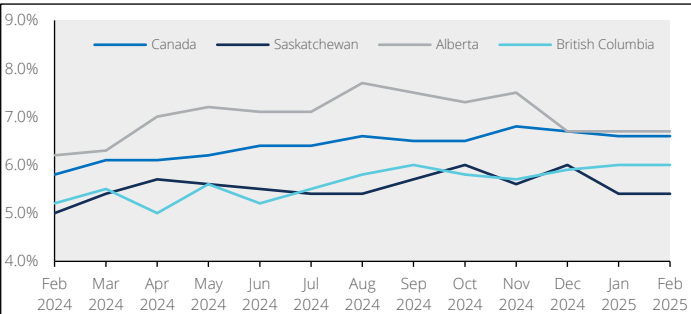
Oil Historical Spot Prices (\$USD/bbl.)



Key Interest Rates



Select Unemployment Rates

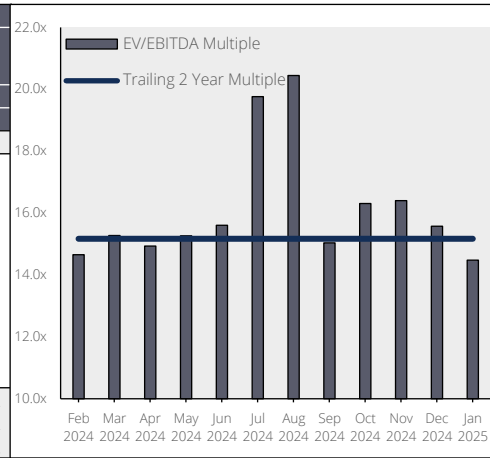


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Public Company Trading Multiples January 2025

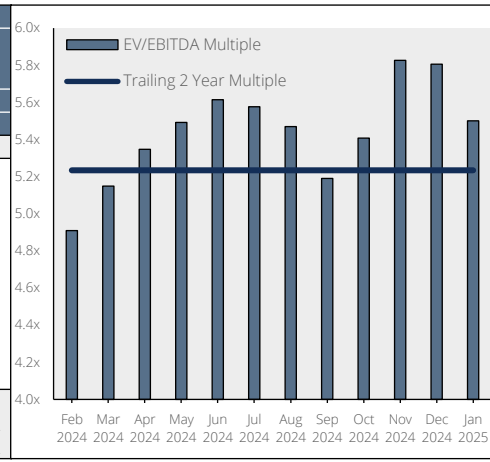
Engineering & Construction Sector

Company	Ticker	Cur.	Market Information			Financials			Multiples	
			Stock Price	Market Cap	EV	Rev	EBITDA	Diluted EPS	EV/EBITDA	P/E
			(\$)	(\$mm)	(\$mm)	(\$mm)	(\$mm)	(\$)		
Aecon Group	ARE	CAD	23.81	1,506	1,475	4,396	47	-1.10	14.0x	n.m.
AECOM	ACM	USD	104.72	13,985	15,748	16,106	1,104	2.95	14.3x	28.4x
AtkinsRéalis Group	ATRL	CAD	71.46	12,732	14,637	10,021	840	1.96	16.0x	37.2x
Bird Construction	BDT	CAD	23.25	1,310	1,494	3,482	138	1.81	8.6x	13.1x
KBR	KBR	USD	53.57	7,251	9,631	7,350	647	2.39	13.9x	22.8x
Jacobs Solutions	J	CAD	139.60	17,379	19,074	11,501	1,218	6.33	15.7x	29.3x
NV5 Global	NVEE	USD	18.34	1,226	1,447	914	122	0.54	11.8x	34.9x
Stantec	STN	CAD	109.29	12,829	14,898	6,028	820	3.29	15.6x	34.3x
Tetra Tech	TTEK	USD	33.89	9,863	10,700	4,504	609	0.95	17.6x	38.7x
WSP Global	WSP	CAD	244.92	32,147	36,371	16,309	1,781	5.52	17.3x	44.8x
Min									8.6x	13.1x
Average									14.5x	31.5x
Max									17.6x	44.8x



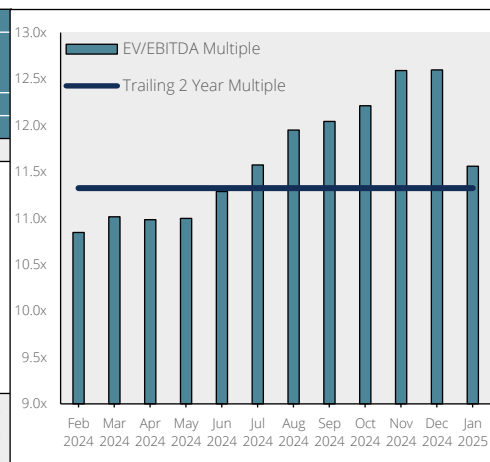
Energy Services Sector

Company	Ticker	Cur.	Market Information			Financials			Multiples	
			Stock Price	Market Cap	EV	Rev	EBITDA	Diluted EPS	EV/EBITDA	P/E
			(\$)	(\$mm)	(\$mm)	(\$mm)	(\$mm)	(\$)		
Enerflex	EFX	CAD	13.86	1,708	2,740	2,425	327	-0.63	5.5x	n.m.
Ensign Energy Services	ESI	CAD	2.91	584	1,675	1,807	490	0.18	3.4x	17.6x
Pason Systems	PSI	CAD	13.11	1,051	984	428	156	1.52	6.3x	8.7x
PHX Energy Services	PHX	CAD	9.05	417	457	692	106	1.68	4.2x	5.5x
Precision Drilling	PD	CAD	80.76	1,168	2,009	2,078	578	17.89	3.4x	4.7x
Source Energy Services	SHLE	CAD	13.20	184	419	732	81	12.90	3.8x	1.1x
SECURE Waste Infra.	SES	CAD	14.76	3,521	4,010	11,188	517	2.39	7.4x	6.3x
TerraVest industries	TVK	CAD	130.41	2,595	2,901	976	192	3.52	14.3x	37.8x
Total Energy Services	TOT	CAD	10.98	427	518	935	178	1.13	2.9x	9.9x
Trican Well Services	TCW	CAD	4.54	873	898	1,028	236	0.58	3.8x	8.0x
Min									2.9x	1.1x
Average									5.5x	11.1x
Max									14.3x	37.8x



Midstream & Utilities Sector

Company	Ticker	Cur.	Market Information			Financials			Multiples	
			Stock Price	Market Cap	EV	Rev	EBITDA	Diluted EPS	EV/EBITDA	P/E
			(\$)	(\$mm)	(\$mm)	(\$mm)	(\$mm)	(\$)		
AltaGas	ALA	CAD	33.70	9,990	20,701	13,358	1,678	1.78	12.4x	18.9x
Canadian Utilities	CU	CAD	33.95	9,220	21,496	3,999	1,755	1.67	12.3x	20.4x
Capital Power	CPX	CAD	52.13	7,396	12,997	4,061	1,530	4.43	8.4x	12.0x
Enbridge	ENB	CAD	62.45	136,890	240,379	51,983	15,612	3.14	15.4x	20.0x
Fortis	FTS	CAD	62.41	30,907	65,546	12,252	5,522	3.46	11.9x	17.9x
Gibson Energy	GEI	CAD	24.68	3,998	6,521	13,095	582	1.37	10.7x	17.9x
Keyera	KEY	CAD	41.25	9,450	13,324	8,034	1,409	2.09	9.2x	19.8x
Pembina Pipeline	PPL	CAD	51.80	30,455	45,937	10,566	3,392	3.51	13.2x	15.0x
TC Energy	TRP	CAD	65.89	67,976	147,862	17,822	10,414	5.25	14.2x	12.5x
TransAlta	TA	CAD	16.36	4,987	9,801	2,988	1,226	0.56	7.9x	30.1x
Min									7.9x	12.0x
Average									11.6x	18.5x
Max									15.4x	30.1x

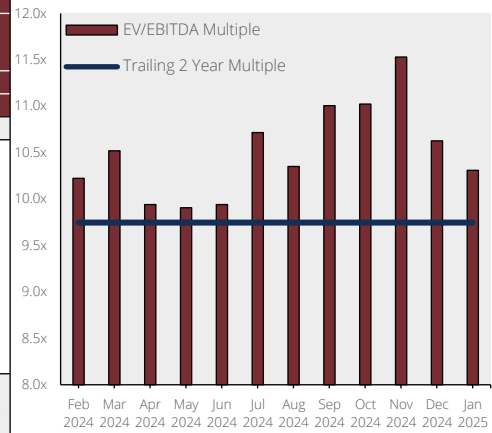


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Public Company Trading Multiples January 2025

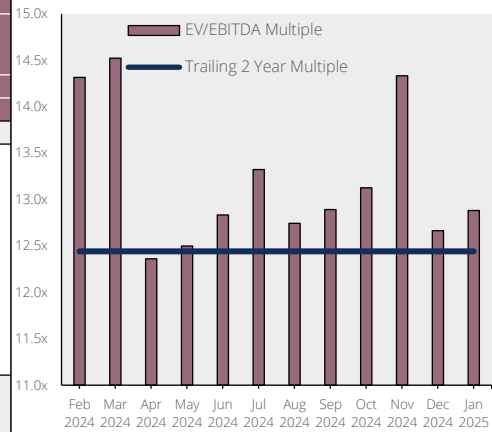
Distribution Sector

Company	Ticker	Cur.	Market Information			Financials			Multiples	
			Stock Price	Market Cap	EV	Rev	EBITDA	Diluted EPS	EV/EBITDA	P/E
			(\$)	(\$mm)	(\$mm)	(\$mm)	(\$mm)	(\$)		
ADENTRA	ADEN	CAD	34.17	867	1,668	2,168	135	2.01	6.6x	11.9x
Doman Building Mat.	DBM	CAD	7.66	690	1,342	2,658	144	0.69	7.1x	11.4x
Fastenal Company	FAST	USD	74.04	41,990	42,220	7,546	1,685	2.00	25.1x	36.6x
Finning International	FTT	CAD	35.09	4,937	7,474	11,774	1,186	3.41	5.9x	10.7x
Richelieu Hardware	RCH	CAD	40.43	2,268	2,494	1,894	208	1.58	12.0x	26.0x
Russel Metals	RUS	CAD	41.00	2,321	2,424	4,541	316	3.25	7.1x	12.5x
Taiga Building Pro.	TBL	CAD	3.78	416	338	1,727	75	0.50	4.1x	7.7x
Toromont Industries	TIH	CAD	114.62	9,422	9,429	5,290	914	6.52	10.2x	17.8x
Wajax	WJX	CAD	20.15	453	1,055	2,221	136	2.54	6.2x	8.2x
W.W. Grainger	GWW	USD	1,045.01	51,752	53,899	17,168	2,874	38.71	18.8x	27.5x
Min									4.1x	7.7x
Average									10.3x	17.0x
Max									25.1x	36.6x



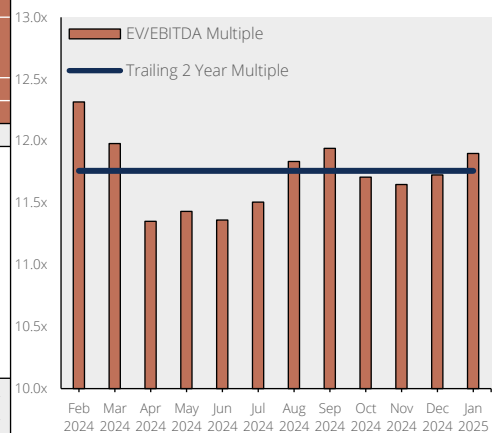
Transport & Logistics Sector

Company	Ticker	Cur.	Market Information			Financials			Multiples	
			Stock Price	Market Cap	EV	Rev	EBITDA	Diluted EPS	EV/EBITDA	P/E
			(\$)	(\$mm)	(\$mm)	(\$mm)	(\$mm)	(\$)		
Canadian Nat. Railway	CNR	CAD	145.62	95,377	116,359	17,166	8,732	7.06	13.3x	21.5x
Canadian Pac. Kansas	CP	CAD	109.60	107,819	130,701	14,648	7,596	4.01	17.2x	28.8x
Knight-Swift Transport.	KNX	USD	56.70	9,242	12,309	7,410	1,077	0.73	11.4x	n.m.
Mullen Group	MTL	CAD	14.42	1,306	2,186	2,129	334	1.43	5.8x	10.4x
Old Dominion Freight	ODFL	USD	184.25	39,627	39,613	5,925	1,971	5.72	20.1x	32.4x
Saia	SAIA	USD	480.00	12,735	13,029	3,171	696	14.01	18.7x	34.3x
Schneider National	SNDR	USD	29.30	5,212	5,621	5,291	579	0.66	9.7x	45.1x
TFI International	TFII	CAD	187.25	16,211	20,418	8,289	1,128	5.49	11.0x	24.1x
Titanium Transport.	TTNM	CAD	2.11	99	264	499	37	-0.05	5.5x	n.m.
XPO	XPO	USD	131.15	15,559	19,380	8,090	1,205	3.08	16.1x	43.3x
Min									5.5x	10.4x
Average									12.9x	30.0x
Max									20.1x	45.1x



Retail & Apparel Sector

Company	Ticker	Cur.	Market Information			Financials			Multiples	
			Stock Price	Market Cap	EV	Rev	EBITDA	Diluted EPS	EV/EBITDA	P/E
			(\$)	(\$mm)	(\$mm)	(\$mm)	(\$mm)	(\$)		
Aritzia	ATZ	CAD	67.81	7,900	8,587	2,611	311	1.18	20.3x	n.m.
Canada Goose	GOOS	CAD	15.44	1,541	2,377	1,418	207	0.69	8.1x	23.0x
Canadian Tire	CTCA	CAD	157.56	9,345	21,712	17,452	1,812	12.46	10.0x	13.1x
Dollarama	DOL	CAD	137.38	38,123	42,486	6,429	1,694	4.09	21.7x	33.7x
Gildan Activewear	GIL	CAD	74.28	11,547	13,539	3,232	787	2.52	11.7x	20.6x
Groupe Dynamite	GRGD	CAD	15.52	1,748	2,159	962	239	0.30	7.4x	n.m.
Leon's Furniture	LNF	CAD	24.94	1,772	1,937	2,697	175	2.06	6.1x	12.6x
Lululemon Athletica	LULU	USD	409.28	50,283	50,609	10,182	2,796	13.87	18.1x	29.9x
Pet Valu	PET	CAD	25.36	1,822	2,521	1,166	199	1.30	10.6x	19.7x
Roots	ROOT	CAD	2.40	97	217	270	25	0.07	5.0x	36.2x
Min									5.0x	12.6x
Average									11.9x	23.6x
Max									21.7x	36.2x



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- Mark has nearly fifteen years experience advising clients on corporate strategy, financings, mergers, acquisitions and divestitures. He is passionate for growth and assisting his clients through some of their toughest business issues.
- Mark built his career with the corporate finance businesses at both Deloitte LLP and KPMG LLP. He has held Vice President roles at both companies and has led a team of finance professionals at both investment banks to assist clients on the execution of major strategic initiatives.
- Mark holds a Bachelor of Arts in Economics (honours) from the University of Victoria. He obtained a Masters of Business Administration from the University of Alberta. Mark is also a Chartered Business Valuator.



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- Originally from New Zealand, Felix joined ElkLake Partners after spending 3 years as an Investment Banking Analyst at boutique Investment Bank / Corporate Advisory firm, Campbell MacPherson (based out of Auckland, New Zealand).
- During his tenure at Campbell MacPherson, Felix gained significant experience in public and private company valuations, transactions across multiple industries, budgeting/forecasting, banking reviews and extensive financial modeling.
- Felix holds a Bachelor of Commerce (Accounting and Finance majors) from the University of Otago. In addition, Felix gained a Master of Finance (Distinction), also from the University of Otago.

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