

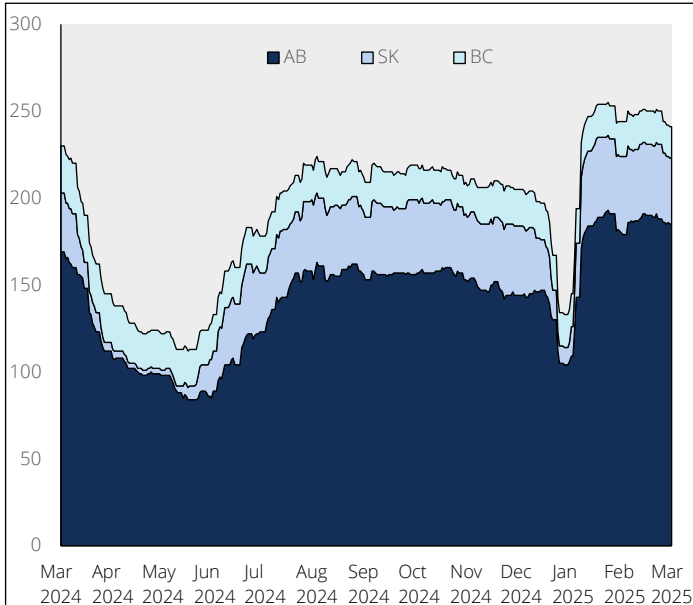
Marketplace Perspectives

- **February Deal Activity** – A total of eleven transactions were recorded, involving eight Western Canadian buyers and three featuring cross-border components.
- **Trade and Politics** – President Trump continues to enact and extend tariffs, keeping the business environment in flux. Meanwhile, as of this past Sunday, Mark Carney has been named Canada's incoming Prime Minister. While Parliament is prorogued until March 24, we expect a non-confidence motion to quickly trigger a federal election. We are optimistic that Carney's Liberal Party will shift toward the political center from its recent leftward stance; however, the government has yet to present a clear plan to address ongoing economic and political instability.
- **Impacts on Deal Activity** – Political uncertainty, trade tensions, and commodity price fluctuations are creating headwinds for private market transactions. Our experience, along with insights from private equity investors and M&A lawyers in Western Canada, indicates a slowdown in deal flow as both buyers and sellers pause to assess the shifting business climate. However, businesses with minimal tariff exposure are attracting stronger interest, particularly from private equity firms seeking high-quality opportunities amid the ongoing trade war.

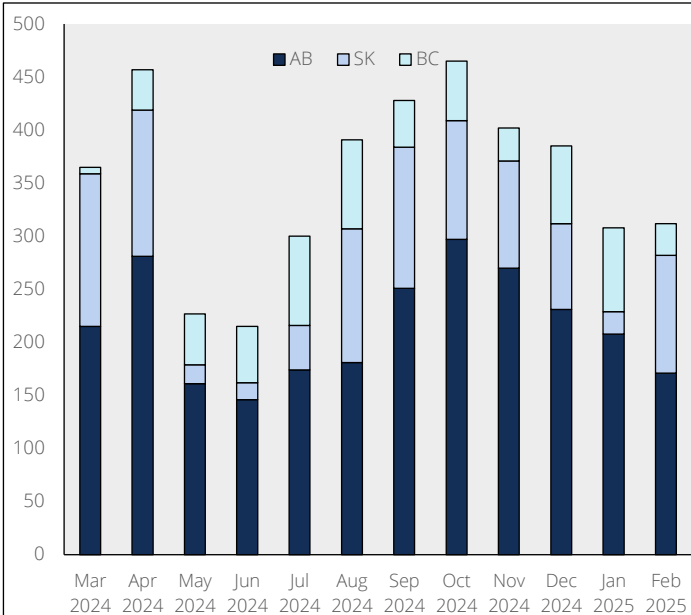
Select Western Canadian Transactions

- On February 20, 2025, Vancouver-based **EarthDaily Analytics** announced it had acquired **SkyForest**, a leading platform specializing in wildfire risk assessment and forestry analytics. This strategic acquisition aims to enhance EarthDaily's Earth Observation capabilities, providing real-time, AI-powered geospatial insights to address critical environmental challenges. SkyForest's technology offers near real-time, high-resolution insights for forestry and wildfire risk management, including comprehensive wildfire risk assessments and forestry ecosystem analysis.
- On February 18, 2025, Milwaukee-based **Twin Disc, Inc.**, a global leader in power transmission technology for marine and land-based applications, announced it had acquired British Columbia-based **Kobelt Manufacturing Co. Ltd.** for \$16.5 million. Kobelt specializes in brake, control, and steering systems, with in-house foundry and bronze die casting capabilities, ensuring comprehensive quality control.
- On February 11, 2025, Vancouver-based **Fulcrum Capital Partners** announced its investment in Burnaby-based **Sunco Foods**, a leading manufacturer of nut-based butters, snacks, and value-added food ingredients. This strategic partnership aims to accelerate Sunco's growth strategy while maintaining its focus on product quality and customer service. Sunco serves food retailers, manufacturers, and foodservice providers globally, offering a wide range of private label and branded products.

Active Drilling Rigs by Province



Wells Completed by Province

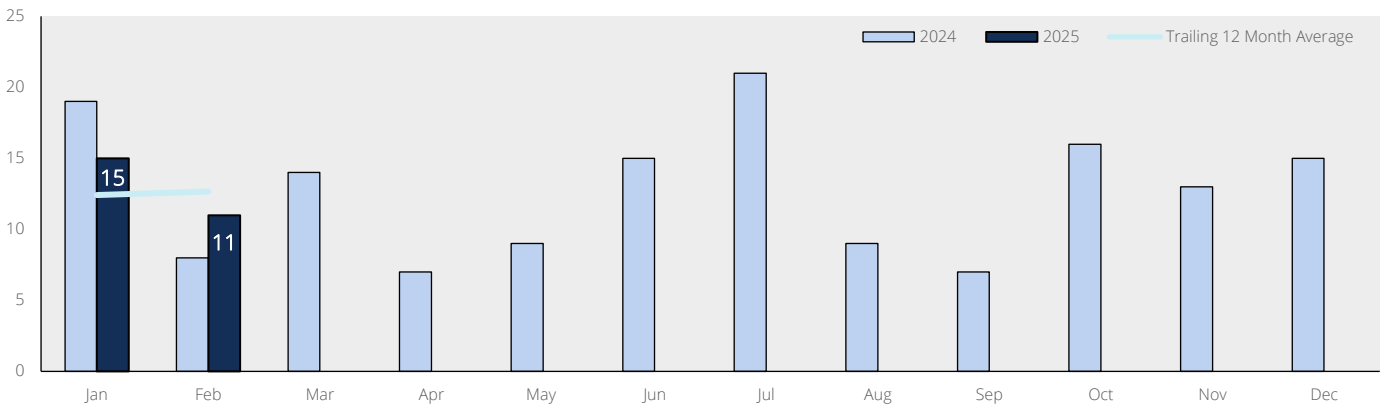


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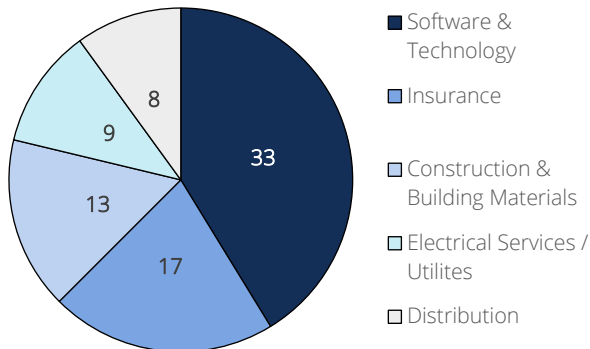
Western Canadian Transaction Details February 2025

Date	Target	Sector	City	Buyer	Buyer HQ	Press
2025-02-28	Lake Country Modular	Construction	Kelowna, BC	Built Prefab	Kelowna, BC	Link
2025-02-24	Fuse Insurance	Insurance	Calgary, AB	Axis Insurance Managers	Vancouver, BC	Link
2025-02-24	Canadian North	Transportation	Kanata, ON	Exchange Income	Winnipeg, MB	Link
2025-02-20	SkyForest	Software & Technology	Seattle, WA	EarthDaily Analytics	Vancouver, BC	Link
2025-02-19	Synchena Consulting – IT Div	Software & Technology	St. Paul, MB	HUB Technology Solutions	Winnipeg, MB	Link
2025-02-19	Lion Gaming	Software & Technology	Calgary, AB	Adventure Box Technology	Sweeden	Link
2025-02-18	Gateway Medical Pharmacy	Healthcare	Portland, OR	Medicure	Winnipeg, MB	Link
2025-02-18	Kobelt	Manufacturing	Surrey, BC	Twin Disc	Milwaukee, WI	Link
2025-02-11	Sunco	Food & Beverages	Burnaby, BC	Fulcrum Capital Partners	Vancouver, BC	Link
2025-02-05	R.K. Batra Group	Oil & Gas Upstream	Noida, India	Rektron Group	Vancouver, BC	Link
2025-02-04	Palliser Insurance	Insurance	Saskatoon, SK	Farmers Mutual Hail	West Des Moines, IA	Link

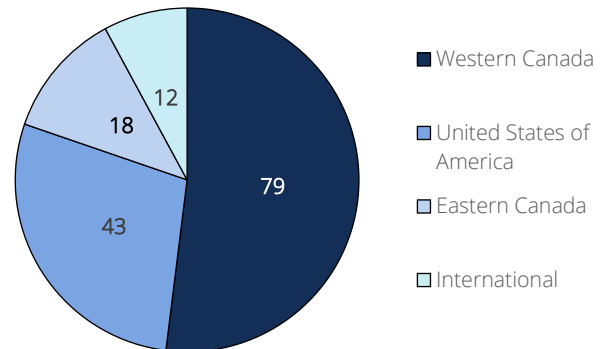
Historical Western Canadian Monthly Transaction Activity



Top 5 Sectors – Last 12 Months



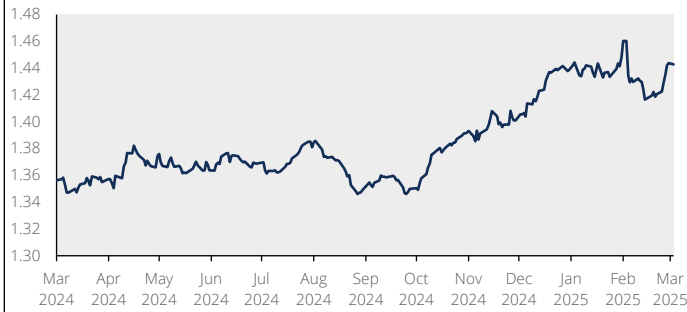
Buyer Location – Last 12 Months



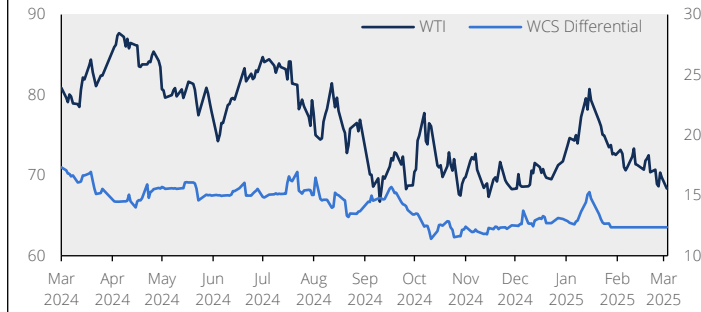
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Regional Economic Indicators February 2025

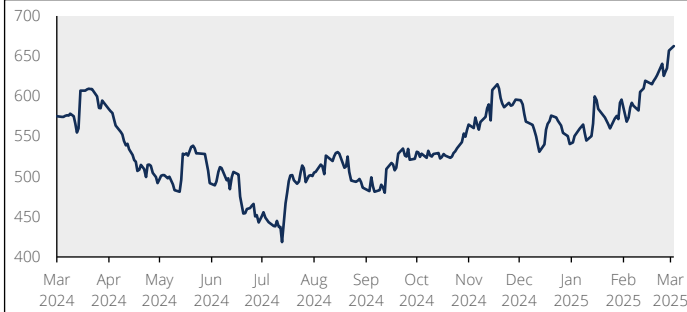
USD / CAD Exchange Rate (\$CAD)



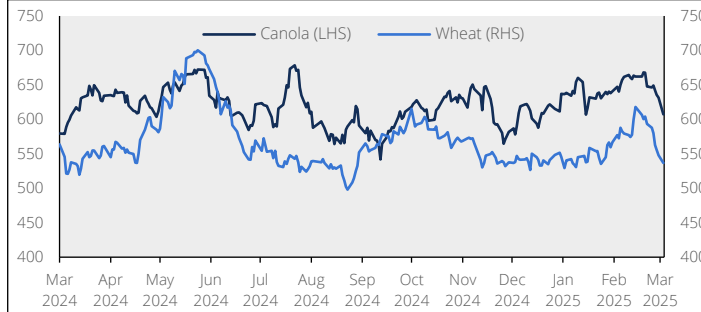
Crude Oil Prices (\$USD/bbl.)



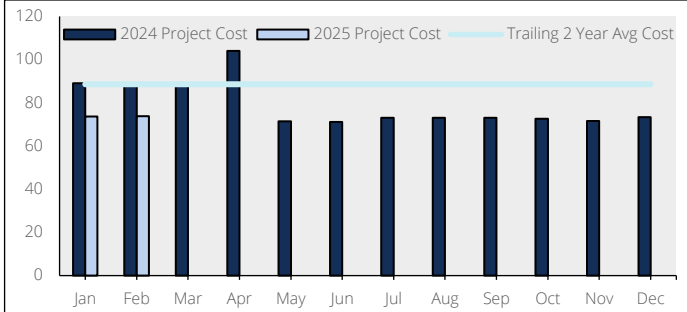
Lumber Prices (\$USD/mbf)



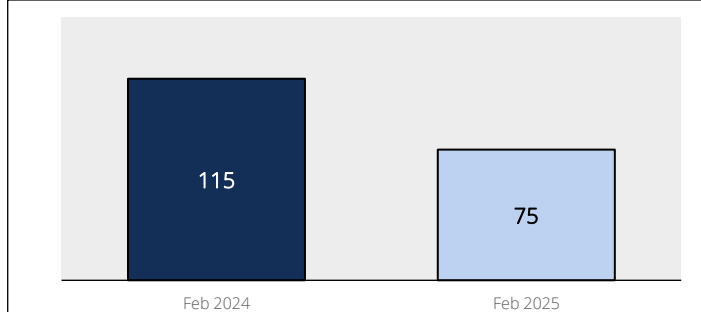
Canola Prices (\$CAD/tonne) & Wheat Prices (\$USD/bushel)



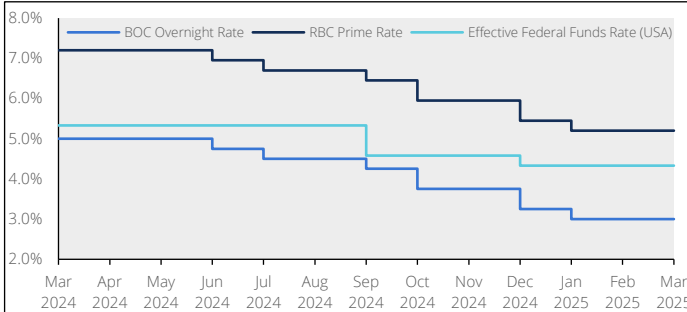
Alberta Projects – Under Construction (\$ billions)



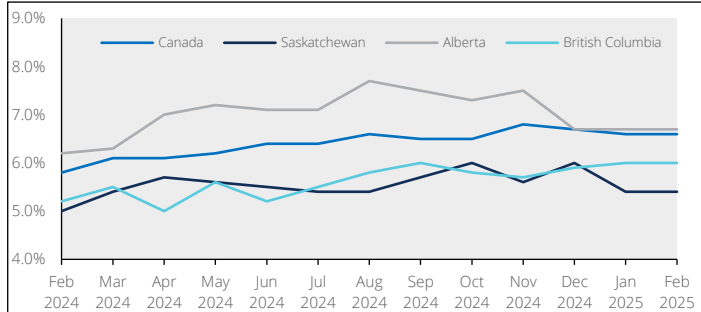
Alberta Projects – Proposed (\$ billions)



Key Interest Rates



Select Unemployment Rates

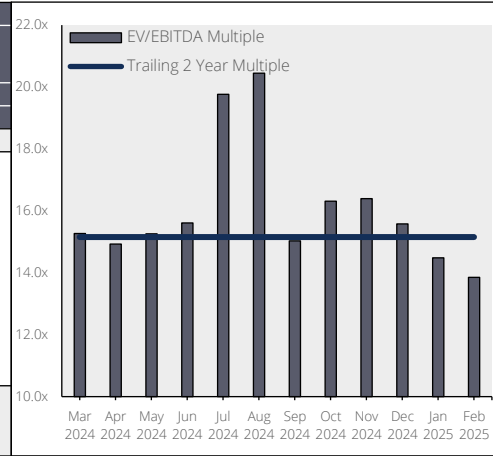


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Public Company Trading Multiples February 2025

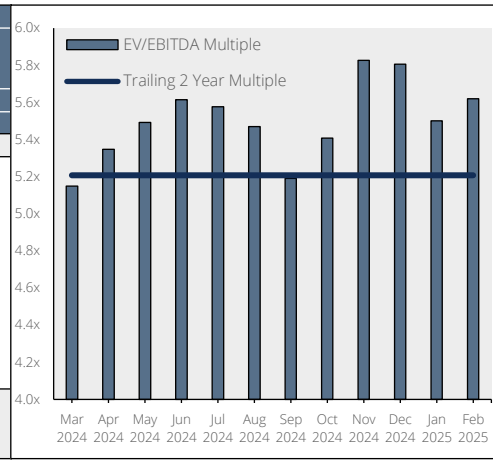
Engineering & Construction Sector

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	22.54	1,448	1,417	4,354	47	-1.09	13.9x	n.m.
AECOM	ACM	USD	100.02	12,905	14,650	16,220	1,122	3.50	13.1x	22.5x
AtkinsRéalis Group	ATRL	CAD	72.78	12,471	14,376	9,926	832	1.94	15.8x	36.6x
Bird Construction	BDT	CAD	22.07	1,210	1,394	3,449	136	1.79	8.0x	12.1x
KBR	KBR	USD	49.04	6,396	8,931	7,350	647	2.39	12.9x	20.6x
Jacobs Solutions	J	CAD	128.05	15,507	17,459	11,624	1,243	4.86	14.3x	35.1x
NV5 Global	NVEE	USD	18.05	1,187	1,424	941	110	0.44	12.6x	40.3x
Stantec	STN	CAD	123.26	13,937	15,745	5,971	812	3.26	15.4x	33.7x
Tetra Tech	TTEK	USD	29.19	7,963	8,800	4,504	609	0.95	14.5x	31.5x
WSP Global	WSP	CAD	258.04	33,283	38,451	16,154	1,764	5.46	18.0x	46.7x
Min									8.0x	12.1x
Average									13.9x	31.0x
Max									18.0x	46.7x



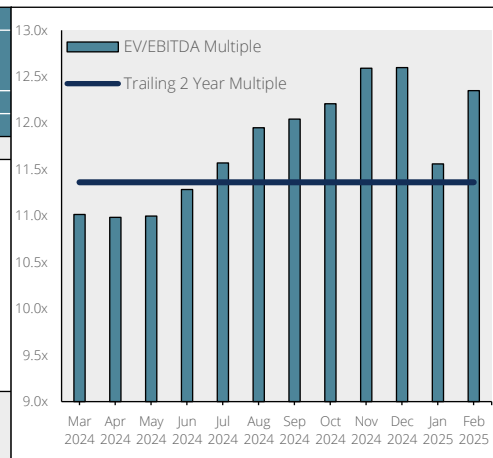
Energy Services Sector

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	11.51	1,407	2,393	2,425	327	-0.63	5.4x	n.m.
Ensign Energy Services	ESI	CAD	2.76	510	1,602	1,790	485	0.18	3.4x	17.3x
Pason Systems	PSI	CAD	12.31	1,026	952	424	154	1.50	6.4x	8.9x
PHX Energy Services	PHX	CAD	9.05	409	447	685	105	1.66	4.2x	5.4x
Precision Drilling	PD	CAD	71.75	999	1,817	1,898	520	7.79	3.6x	10.0x
Source Energy Services	SHLE	CAD	11.71	157	400	725	80	12.78	3.8x	1.0x
SECURE Waste Infra.	SES	CAD	14.39	3,242	3,670	10,645	444	2.24	8.6x	6.4x
TerraVest industries	TVK	CAD	113.11	2,295	2,606	916	177	3.78	13.9x	31.3x
Total Energy Services	TOT	CAD	10.10	389	481	927	176	1.12	2.9x	9.8x
Trican Well Services	TCW	CAD	4.54	851	845	978	218	0.54	4.0x	8.9x
Min									2.9x	1.0x
Average									5.6x	11.0x
Max									13.9x	31.3x



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	35.45	10,395	21,106	13,231	1,662	1.76	12.8x	20.0x
Canadian Utilities	CU	CAD	34.84	9,317	21,820	3,961	1,738	1.65	12.6x	21.1x
Capital Power	CPX	CAD	50.74	7,054	11,778	4,022	1,515	4.39	8.6x	12.3x
Enbridge	ENB	CAD	61.81	131,331	242,279	53,337	15,155	2.33	16.0x	25.8x
Fortis	FTS	CAD	63.44	31,326	68,497	11,479	5,279	3.23	13.1x	19.6x
Gibson Energy	GEI	CAD	21.50	3,517	6,107	11,750	495	0.93	11.8x	23.2x
Keyera	KEY	CAD	42.43	9,602	13,384	7,120	1,159	2.11	11.3x	20.2x
Pembina Pipeline	PPL	CAD	56.24	30,484	43,664	10,465	3,359	3.47	13.3x	15.0x
TC Energy	TRP	CAD	64.72	64,030	136,183	13,736	8,576	4.41	16.1x	16.0x
TransAlta	TA	CAD	14.98	4,372	9,633	2,838	1,209	0.58	7.9x	26.8x
Min									7.9x	12.3x
Average									12.4x	20.0x
Max									16.1x	26.8x

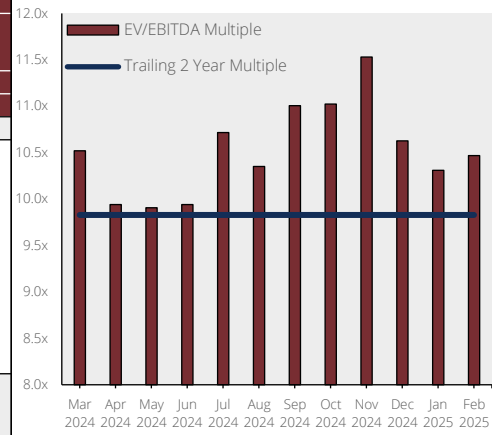


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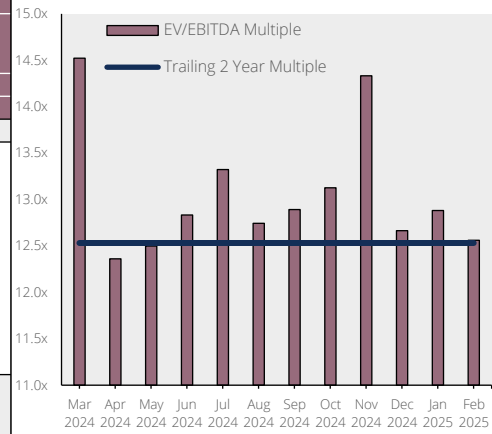
Distribution Sector

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	33.51	828	1,629	2,168	135	2.01	6.6x	11.6x
Doman Building Mat.	DBM	CAD	7.56	655	1,306	2,633	143	0.69	7.0x	11.0x
Fastenal Company	FAST	USD	75.73	42,485	42,714	7,546	1,685	2.00	25.6x	37.4x
Finning International	FTT	CAD	42.70	5,733	8,010	11,178	1,089	3.61	6.9x	11.9x
Richelieu Hardware	RCH	CAD	36.65	2,010	2,236	1,876	206	1.57	10.9x	23.3x
Russel Metals	RUS	CAD	41.03	2,351	2,502	4,250	278	2.72	8.4x	15.3x
Taiga Building Pro.	TBL	CAD	3.92	423	345	1,710	74	0.50	4.3x	8.1x
Toromont Industries	TIH	CAD	121.47	9,804	9,603	5,008	862	6.11	11.2x	20.1x
Wajax	WJX	CAD	20.06	442	1,044	2,200	135	2.52	6.2x	8.1x
W.W. Grainger	GWW	USD	1,020.45	48,743	51,235	17,168	2,890	38.71	17.6x	26.0x
Min									4.3x	8.1x
Average									10.5x	17.3x
Max									25.6x	37.4x



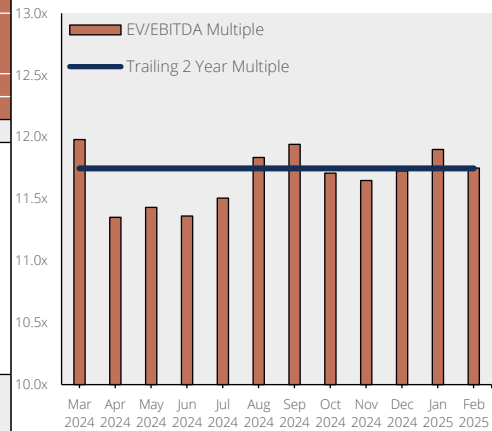
Transport & Logistics Sector

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	146.68	90,400	111,382	17,003	8,649	6.99	13.3x	21.4x
Canadian Pac. Kansas	CP	CAD	112.69	103,119	126,001	14,509	7,524	3.97	16.9x	28.1x
Knight-Swift Transport.	KNX	USD	50.45	7,934	11,000	7,410	1,077	0.73	10.7x	n.m.
Mullen Group	MTL	CAD	13.16	1,159	2,030	1,984	288	1.23	6.2x	11.0x
Old Dominion Freight	ODFL	USD	176.50	37,147	37,206	5,815	1,885	5.48	24.9x	32.9x
Saia	SAIA	USD	409.44	10,568	10,873	3,209	692	13.51	16.0x	30.1x
Schneider National	SNDR	USD	26.36	4,578	5,024	5,291	579	0.66	9.0x	41.3x
TFI International	TFII	CAD	131.20	10,872	15,164	8,397	1,119	4.96	8.6x	19.2x
Titanium Transport.	TTNM	CAD	1.43	65	230	494	36	-0.05	5.0x	n.m.
XPO	XPO	USD	123.05	14,132	17,803	8,072	1,216	3.23	15.0x	38.6x
Min									5.0x	11.0x
Average									12.6x	27.8x
Max									24.9x	41.3x



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	66.64	7,522	8,210	2,586	308	1.17	19.8x	n.m.
Canada Goose	GOOS	CAD	14.79	1,445	2,006	1,315	192	0.73	7.3x	20.4x
Canadian Tire	CTC.A	CAD	142.73	8,262	19,918	16,271	1,642	15.84	10.2x	9.1x
Dollarama	DOL	CAD	150.83	41,412	45,775	6,368	1,678	4.05	22.9x	35.8x
Gildan Activewear	GIL	CAD	78.15	11,793	13,968	3,271	815	2.46	11.8x	22.1x
Groupe Dynamite	GRGD	CAD	15.45	1,710	2,122	953	237	0.30	7.9x	n.m.
Leon's Furniture	LNF	CAD	24.59	1,650	1,750	2,671	173	2.04	6.2x	12.8x
Lululemon Athletica	LULU	USD	365.61	43,965	44,291	10,182	2,796	13.87	15.7x	25.9x
Pet Valu	PET	CAD	23.53	1,699	2,398	1,155	201	1.28	10.5x	19.6x
Roots	ROOT	CAD	2.56	103	222	268	25	0.07	5.2x	39.7x
Min									5.2x	9.1x
Average									11.8x	23.2x
Max									22.9x	39.7x



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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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