



RBC Royal Bank Mid-Market Mergers & Acquisitions

Global Platform
Supporting
**Canadian
Mid-Market
Companies**

Largest
Mid-Market M&A
Group Among
Canadian Banks

Top-10 Global
Investment Bank⁽¹⁾

\$2.5B+ of
transactions closed in
the last 5 years

30+ Dedicated
M&A Professionals

6 Regional
Coverage Offices

WHO WE ARE

EXPERIENCED ADVICE | SENIOR TEAM | PROVEN TRACK RECORD | GLOBAL ACCESS

RBC's Mid-Market M&A team provides mergers and acquisitions advisory services to Canadian companies operating within the industrial, consumer, technology & innovation, and healthcare sectors. The group works with business owners, management teams, and shareholder groups to provide advice on strategic growth considerations, liquidity options and value maximization.

As part of a global financial institution, RBC Mid-Market M&A has access to international expertise and relationships for truly global access. Over half of our transactions are cross-border.

WHAT WE DO

The team is relationship focused, working with companies across the Canadian Mid-Market. Primary areas of focus include:

Sell Side Transactions: We work with owners of privately held businesses to evaluate their options, which may include a sale of all or a majority of the business to a strategic acquirer, private equity firm, or family office

Acquisitions: Extensive experience assisting companies manage the acquisition process including valuation, negotiations, and capital structure

Portfolio Value Creation: By accessing RBC's global capabilities, working with Financial Sponsors and Family Offices on a relationship basis to increase overall returns

Carve-Outs: We work with corporate owners of businesses, divisions or assets to develop and execute value creation strategies

WHAT WE OFFER

As a dedicated Canadian Mid-Market team, the group offers a specialized and comprehensive suite of transaction services to support stakeholders including:

- Insight into current capital market trends
- Exploration of financial options
- Perspectives on valuation
- Sound advice based on extensive experience
- Comprehensive transaction support through closing



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SELECTED TRANSACTIONS

LEADERSHIP TEAM

 <p>Seaside Communications Inc. and Seaside Wireless Communications Inc. have been acquired by Rogers Communications Inc.</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Telecommunications</p>	 <p>Central Place Retirement Community has been acquired by a Private Investor</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Healthcare</p>	 <p>CYC Design Corporation has been acquired by Aritzia Inc.</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Consumer</p>	 <p>APPS Transport Group Inc. has been acquired by Mullen Group Ltd. (TSX: MTL)</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Industrials</p>
 <p>Reliance Ventures Inc. has entered into a business partnership with Caron Transportation Systems Partnership</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Industrials</p>	 <p>BlackRock Capital Investment Corporation has sold its investment in Red Apple Stores Inc. to an affiliate of Blackstreet Capital Holdings, LLC</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Consumer</p>	 <p>Varitron has been acquired by East West Manufacturing LLC</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Technology & Innovation</p>	 <p>Bellai Group Ltd. has entered into a business partnership with Verdi Alliance Group of Companies</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Industrials</p>
 <p>Precision Fab Inc. has received a majority equity investment from BDG & Partners</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Industrials</p>	 <p>PakFab Engineered Solutions Inc. has received a majority equity investment from BDG & Partners</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Industrials</p>	 <p>McCain Foods Canada has received a majority equity investment in its Wong Wing Business Unit</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Consumer</p>	 <p>Crofters Food Ltd. has received a majority equity investment from Frontenac Company</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Consumer</p>
 <p>BBH Group Inc. has been acquired by Phoenix Partners</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Healthcare</p>	 <p>Ironflow Technologies Inc. has been acquired by SherWeb Inc.</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Technology & Innovation</p>	 <p>Valley Gravel Sales Ltd. has been acquired by Mainland Construction Materials ULC</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Industrials</p>	 <p>Price's Alarm Systems Ltd. has been acquired by TELUS Communications Inc.</p> <p>RBC Mid-Market M&A acted as exclusive financial advisor to the seller</p>  <p>Consumer</p>

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1. Global Investment Banking Fees, Dealogic (11/30/2019 – 9/01/2020)

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