

Private Equity Investment Opportunity



“Turning trucks and vans into work tools”



COMPANY OVERVIEW

- Commercial vehicle upfitter and light metal parts fabricator
- Founded in 1966
- CEO with business since 1991. Experienced management team
- 100 employees - facilities in Windsor and Toronto
- Annual sales of \$15-\$20 million.

INVESTMENT RATIONALE

- Market leader in niche industry
- Established business with a history of generating predictable cash flows
- Good platform from which to make further acquisitions
- Alignment of interests - current owner will retain 25% of the company and continue to run the business
- Private equity partner (Carpedia Capital) brings significant manufacturing and assembly experience



INVESTMENT HIGHLIGHTS - WHY INVEST?

- Attractive return potential:
 - » *Income and capital growth potential*
 - » *Target Return†: 20 - 25% per annum*
- Industry: Reasonable insulation against changes in economic activity
- Company: Market leader with blue-chip customer base, strong management, good growth strategy, experienced private equity partners

COMPETITIVE ADVANTAGES

- Vertically integrated – manufactures parts used for outfitting division
- Strong brand recognition
- Economies of scale as market leader
- Established, blue-chip customer base that includes:



GROWTH STRATEGY

- Professionalize business and increase productivity
- Build scale and create value through targeted acquisitions
- Increase sales to major commercial fleets
- Grow relationship with Caterpillar