



Celebrating the Art of Doing Private Equity and Venture Capital Deals

September 27, 2011

Dear CVCA Member,

The CVCA is a Supporting Partner of the **Canadian Dealmakers Awards Program** which is managed by its founding partners Deloitte, Lexpert, The Globe and Mail and Thomson Reuters. This is the only awards program that honours Canadian businesses that have created significant value through mergers and acquisitions.

The program is unique in that it recognizes the multiple stakeholders (the companies, capital providers and advisors) **involved in the front-end of transactions**. The Canadian Dealmakers Awards honour the multiple parties who clearly created superior value in the acquisition phase of investments. This is NOT the CVCA Deal of the Years Awards, which honour superior investment realizations.

The Dealmakers Awards program honours Canadian investors and service providers whose recent transactions (i.e. acquisitions, taking private transactions in 2011 etc.) have significantly impacted a particular industry through innovation and growth; through the establishment of best practices; enhancement of customer needs and products; and creation of value through active management, expertise and access to markets.

The Canadian Dealmakers judging panel considers quantitative factors, including value creation, financial soundness and improved industry ranking; as well as qualitative factors, including strength of deal thesis, complexity of the deal, pre-integration planning, degree of active management and extent of post-merger integration activities. Further information on the overall program is available at www.canadiandealmakers.ca.

Through the activities of its Private Equity and Venture Capital investing members and its numerous Service Provider members, the CVCA and its members are actively involved in M&A activities in Canada.

The CVCA is currently seeking 2011 Nominations for up to three (3) CVCA Sponsored Awards for **M&A transactions that have or will have Closed in 2011:**

- One Award for M&A transactions with Enterprise Values of **less than \$100 Million** at Close.
- One Award for M&A transactions with Enterprise Values in the **range of \$100 Million to \$500 Million** at Close; and
- One Award for M&A transactions with Enterprise Values **over \$500 Million** at Close.

It is anticipated that the first category will honour M&A transactions involving earlier stage companies, and will most likely emanate from the investors and service providers from the Venture Capital side of the CVCA membership.

The other two awards, which will honour M&A transactions involving well established mature businesses, will emanate from investors or service providers from the Private Equity side of the CVCA membership.

To qualify for one of the CVCA Sponsored Canadian Dealmakers Awards, the Nominating Member must submit a completed Information Sheet (attached), **prior to October 12, 2011**. The information gathered will be kept confidential and only made available to the CVCA Selection Committee and Dealmakers Awards Judges. The winners will be honoured at the Dealmakers Awards Gala on February 29, 2012.

Thank you for your participation and we look forward to receiving your submission. Should you have any questions or require further information, please contact the undersigned at 416-507-5106 or email at richard.kinlough@cit.com.

Best Regards,



Richard Kinlough
Chair, CVCA Awards Program



INFORMATION SHEET (2 PAGES)

(Return prior to October 12, 2011, by email to cvca@cvca.ca or fax to 416-487-5899)

FOR M&A TRANSACTIONS THAT HAVE OR WILL HAVE CLOSED IN 2011
THIS IS NOT FOR THE DEAL OF THE YEAR AWARDS

Fund/Sponsor Information (Buyers/Investors):

(Must be CVCA Member)

Buyer (Nominee) Name: _____

Address: _____

Phone Number: _____ Fax Number: _____ Email: _____

Primary Contact Person: _____

Company Information (Target)

Company/Target Name: _____

Address: _____

Phone Number: _____ Fax Number: _____ Email: _____

Key Advisors (this may be multiple)

Law firms: _____

Investment Banks/Lenders: _____

Accounting/Tax
Advisors: _____

Other: _____

Award being nominated for:

- M&A Transaction with **EV under \$100 million** at Close
- M&A Transaction with **EV of \$100 million to \$500 million** at Close
- M&A Transaction with **EV over \$500 million** at Close

Describe briefly the attributes which uniquely qualify the Nominee for the award, taking into consideration the relative ranking of the judging criteria:

- Solid Deal Thesis (40%) _____

- Complexity of the Deal (20%) _____

- Deal Execution (20%) _____

- Pre-Deal Integration Planning (10%) _____

- Financial Soundness (10%) _____

Due to the general lack of information concerning private company transactions, Nominees that are selected for final award consideration by the CVCA, may be required to provide further information to support the judging process (i.e. Investment Memorandums etc.)

Nominator Information:

Name: _____

Job Title: _____

Phone Number: _____ Fax Number: _____ Email: _____

Questions or suggestions should be directed to Richard Kinlough, CVCA Awards Chairman, by email richard.kinlough@cit.com or by phone 416-507-5106.