



# Private Equity and Venture Capital Award Categories

November 20, 2009

Dear CVCA Member,

Our Association has agreed to play a major role in the Canadian DealMakers Awards Program, which recognizes participants whose M&A activities have made a significant contribution to Canadian business.

The Private Equity asset class, including buyout and venture capital, continues to be a strong and important part of the Canadian economy. Private Capital backed companies employ approximately 2.3% of the private sector workforce and contribute about 2% annually to Canada's GDP. And this contribution is growing. Private Capital historically represents 10% of the M&A market in Canada and the proven active management approach to investments, enhances business performance and achieves superior value creation.

The Canadian DealMakers Awards program honours Canadian investors and service providers whose transactions 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 judging panel will consider 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](http://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 Nominations for two (2) CVCA Sponsored Awards:

- One Award targeting M&A transactions whose Enterprise Value exceeded/will exceed \$100 million at close. This Award will likely emanate from investors or service providers from the Buyout side of the CVCA membership;
- One Award targeting M&A transactions whose Enterprise Value will have been less than \$100 Million at Close. This Award will most likely emanate from the investors and service providers from the Venture Capital side of the CVCA membership.

It is anticipated that one Award will honour an M&A transaction involving a mature business and the other, an M&A transaction involving an earlier stage company.

Each award will honour the multiple stakeholders in M&A transactions, from the investors and capital providers to the various service providers who played a key role in consummating noteworthy M&A transactions.

To qualify for one the CVCA Sponsored Canadian DealMakers Awards, the Nominating Member must submit a completed Information Sheet (attached), prior to December 15, 2009. The information gathered will be kept confidential and only made available to the CVCA Selection Committee and Award Judges.

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](mailto:richard.kinlough@cit.com).

Best Regards,

Richard Kinlough  
Chair, CVCA Awards Committee

**INFORMATION SHEET**

(Complete and return prior to December 15, 2009, by email to [cvca@cvca.ca](mailto:cvca@cvca.ca) or fax to 416-487-5899)

**Fund/Sponsor Information (Buyers/Investor):**

Buyer Legal Name: \_\_\_\_\_

Buyer name as it should appear in print: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_

Primary Contact Person: \_\_\_\_\_

**Company Information (Target)**

Company Legal Name: \_\_\_\_\_

Company name as it should appear in print: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_

**Key Advisors (this may be multiple)**

Law firms: \_\_\_\_\_

Investment banks: \_\_\_\_\_

Accounting/Tax  
Advisors: \_\_\_\_\_

Other: \_\_\_\_\_

**Award being nominated for:**

- CVCA Transaction with EV > \$100 million
- CVCA Transaction with EV < \$100 million

Describe briefly the attributes which uniquely qualify the Nominee for the award, considering such possible factors as: sold deal thesis; overall financial soundness of the transaction and significant impact on the success and/or transformation of the company, complexity of the deal; solid industry-wide reputation; and excellence in overall deal execution including integration planning and execution and active management.

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Due to the general lack of information concerning private company transactions, nominees that are selected for final award consideration by the judges will be required, if necessary, to provide further information to support the judging process. Items that would be useful include investment memorandums, summary of financial terms of the transaction, commentary on the deal thesis, and commentary on difficulties encountered during the transaction process.

**Nominator Information:**

Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_

Questions or suggestions should be directed to Richard Kinlough, Award Chairman, by email [richard.kinlough@cit.com](mailto:richard.kinlough@cit.com) or by phone 416-507-5106.