



CLAIRVEST

KNOWLEDGE BASED. PARTNER FOCUSED.

2016: YEAR IN REVIEW

Rivers completes a recapitalization resulting in a **4.3x** return to date
Cieslok sale returns **8.4x** invested capital
2 new platform investments in chosen industries
12 add-on acquisitions
2 new team members

CLAIRVEST

2016 Accomplishments

NEW INVESTMENTS

- In March Clairvest completed its 2nd investment in the Media domain by purchasing a 46% minority position in Digital Media Solutions (“DMS”). DMS is a performance marketing company that supplies sales leads to a variety of different end markets.
- Clairvest expanded its footprint in the gaming space by investing in Accel Entertainment for 31% interest. Accel is the largest operator of video gaming terminals in Illinois.

LIQUIDITY EVENTS

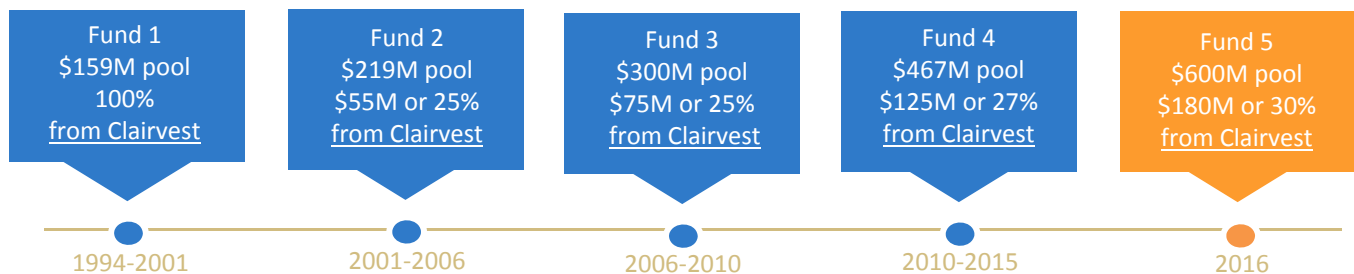
- Bell Media buys Cieslok Media generating a return of **8.4x** invested capital and **92%** IRR during the 3 year holding period. Cieslok is a leading out of home advertising business in Canada.
- Rivers Casino completes a US\$600M recapitalization bringing total distributions to **4.3x** of invested capital to date. With residual value at 7.5x EBITDA, return to date is equal to **5.5x** invested capital.

RETURNS

- 2016 transactions brought realized returns in Fund 4 to **5.4x** on invested capital and an IRR of **49%**.
- The team’s track record includes 42 investments with 29 realizations, achieving a **3.1x** MOC and **24%** pooled IRR.

PEOPLE

- Our team continues to grow. We welcomed 2 new Associates during the year and are now a 17-member investment team.



Clairvest Strategy

Alignment of Interest	We invest our own money along with our investment partners; at least <u>25%</u> of each fund. We approach each investment as owners and shareholders.
Criteria Focused	We are industry focused and we dedicate substantial resources to our chosen domains. We look at industries with high EBITDA margins, strong return on capital, distributed customer base, recurring revenues and cost-based economies of scale.
Ownership Flexibility	We back owner operators with a proven track record of success. We are comfortable owning between 20% and 80% of the equity, provided management continues to have a material ownership share in the company.
True Value Creation	Rather than rely on leverage or public market exits to drive our returns, we focus on EBITDA growth and building assets of strategic significance to larger national players.
Patient Growth Capital	We provide capital to facilitate growth. Our capital can be used to fund acquisitions, pursue growth CAPEX and/or provide liquidity to existing shareholders.
Deal Size	We look to make investments of \$20 to \$100 million in companies with EBITDA greater than \$10 million.

Clairvest History – 29 Years of Private Equity Experience

Founded in **1987** by successful entrepreneurs seeking to help the next generation of business owners achieve their goals

Initial capital of **\$25M** has grown to **\$1.6B** of capital under management

47 investments
\$7.2B in debt & equity
265+ acquisitions made by our investee companies

Four time CVCA Deal of the Year Award :
2008 - Gateway Casinos
2009 - Shepell-FGI
2013 - PEER 1
2014 - KUBRA

\$502M

Clairvest Group Inc; \$502 million book value

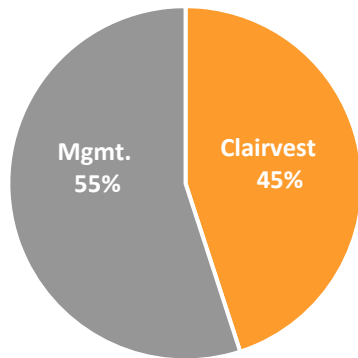
\$1.1B

Since 2001, four Clairvest Equity Partners funds have raised more than \$1.1 billion from third-party investors

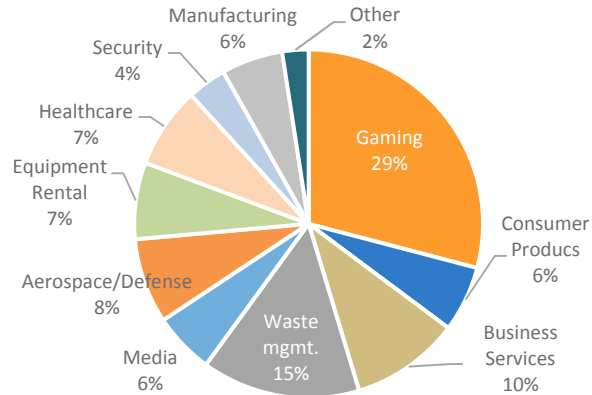
Clairvest Current Portfolio

FUND V	DMS	2016	Performance based marketing company that supplies sales leads to a variety of different end markets
	Accel Entertainment	2016	Largest operator of video gaming terminals (“VGTs”) in Illinois
	Winters Bros. Waste Systems of Long Island	2015	Regional solid waste management company based in Long Island, New York
FUND IV	Winters Bros. Waste Systems of Connecticut	2013	Regional solid waste management company based in Danbury, Connecticut
	MAG	2013	Emerging player in the outsourced specialty aviation and intelligence, surveillance and reconnaissance (“ISR”) sub segments of the defense industry
	County Waste of Virginia	2013	Regional solid waste management company based in West Point, Virginia
	CRS Contractors Rental Supply	2013	Leading provider of construction equipment rental and related merchandise in Canada
	Meadowlands Racetrack	2012	North America's premier standardbred (AKA harness) horse racing track, located in East Rutherford, New Jersey
	Discovery Air	2011	Specialty aviation services company operating across Canada and in select locations internationally
	Rivers Casino	2010	Casino and entertainment complex in Des Plaines, Illinois
FUND III	Centaur Gaming	2010	Centaur owns Hoosier Park and Indiana Grand, two horse racing and gaming facilities located near Indianapolis
	Chilean Gaming Holdings	2008	Company holding 50% interests in three separate casinos located in Chile. Each casino holds a 15 year (minimum) monopoly license in its respective city
	LSNE	2008	Medical contract manufacturer, providing lyophilization (freeze-drying) services to the pharmaceutical, biotech & medical device industries

AVERAGE INVESTEE OWNERSHIP



INDUSTRY BREAKDOWN



Investment Team

Ken Rotman
Co-CEO
kenr@clairvest.com

Jeff Parr
Co-CEO
jeffp@clairvest.com

Michael Wagman
Managing Director
mwagman@clairvest.com

Michael Castellarin
Managing Director
michaelc@clairvest.com

Mitch Green
Managing Director
mitchg@clairvest.com

Robbie Isenberg
Principal
robbiei@clairvest.com

Sebastien Dhonte
Principal
sdhonte@clairvest.com

Adrian Pasricha
Principal
adrianp@clairvest.com

Jon-Ian Lui
Principal
jonl@clairvest.com

Angus Cole
Vice-President
angusc@clairvest.com

Doug Horn
Vice-President
dhorn@clairvest.com

Mohit Kansal
Vice-President
mohitk@clairvest.com

David Cochrane
Senior Associate
davidc@clairvest.com

Nik Paukkunen
Senior Associate
nikp@clairvest.com

Mike Ackland
Associate
mikea@clairvest.com

Chris Byers
Associate
chrisb@clairvest.com

Blake Bracalenti
Associate
blakeb@clairvest.com

Active Domains

- Aerospace
- Automotive Aftermarket
- Collision Repair
- Co-Packing
- Defense
- Equipment Rental
- Environmental Services
- Gaming
- Industrial Services
- IT Services
- Logistics and Transportation
- Media
- Non Destructive Testing
- Renewable Energy
- Oilfield Services
- Specialty Aviation
- Waste Management
- Warranty