

TRICOR PACIFIC CAPITAL, INC.  
*Private Equity Partners*

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*Panel Participant*

# **Canada's Venture Capital & Private Equity Association**

*May 29, 2009*



# Tricor Overview

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- **Focused on leading buyouts in West and Midwest Canada and U.S.**
  - Strategy employed since its founding in 1996
  - Offices in Vancouver, B.C. and Chicago
  - 13 investment professionals with over 210 years of relevant experience
  - Led acquisition of 36 companies with total funds employed of over \$1 billion
  
- **Track Record Of Growth And Expansion**
  - Focus on the middle-market, enterprise values of \$25 million to \$250 million
  - Record of building constructive partnerships with management
  - Record of value creation
  
- **Top-quartile Investment Performance Over Three Prior Funds (1996 To Present)**
  - Investors in prior funds have included leading Canadian and U.S. pension funds and financial institutions
  
- **Currently Investing Fund IV**
  - \$555 million of committed capital from top-tier U.S. and Canadian institutional investors
  - 10-year investment hold period
  - Fund IV – well invested

# Tricor Differentiation

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Partnership Approach

Major Individual Stake In Tricor

Entrepreneurial Business Approach

Ability to Evaluate and Close Transactions Quickly, Discreetly and With Certainty

Substantial Resource to Our Portfolio Companies Including Cross-Border Expertise

Ability to Control and Implement Appropriate Exit Strategy

Long-Term Investment Horizon

Provide Attractive Incentives to Our Management Partners

# Select Recent Transactions

WE'VE BEEN BUSY...  
 ...BUILDING VALUE ONE PARTNERSHIP AT A TIME.

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|---|--|---|--|--|
| <p>Consolidated Utilities Services, Inc.</p>  <p>North America's premier provider of utility damage prevention process services and solutions</p> <p>Acquired March 2007</p>                           | <p>CPI Card Group</p>  <p>North America's largest manufacturer of financial payment cards and other laminated card products and services</p> <p>Acquired June 2007</p>                                  | <p>Golden Boy Foods Inc.</p>  <p>Leading Canadian manufacturer of private label and branded food products</p> <p>Acquired July 2007</p>   | <p>Advance Engineered Products Ltd.</p>  <p>Leading Canadian manufacturer of specialized truck tanks and trailers, and vacuum trucks and systems</p> <p>Acquired with Management August 2007</p>                                    | <p>Red-Alta Utility Location Ltd.</p>  <p>Leading Alberta-based provider of underground utility locating services</p> <p>Acquired September 2007</p>  |
| <p>Expocrete Concrete Products Ltd.</p>  <p>Alberta's leading paving stone, masonry and concrete block manufacturer</p> <p>Acquired November 2007</p>  | <p>Peanut Butter Manufacturing Assets of Matthew McAvan Enterprise Ltd.</p>  <p>Leading Canadian manufacture of private label and branded peanut butter</p> <p>Acquired November 2007</p>               | <p>Wm. A. Didier &amp; Sons, Inc.</p>  <p>Leading manufacturer of credit, debit and ATM cards specializing in short-run custom orders</p> <p>Acquired January 2008</p>                                | <p>Weldon's Concrete Products Ltd.</p>  <p>Leading manufacturer of masonry block, concrete pipe and other specialized concrete products</p> <p>Acquired March 2008</p>  | <p>De-Tech Holding Company Inc.</p>  <p>Leading provider of underground utility locating services to municipal, telecommunication, electrical and gas utility customers</p> <p>Acquired June 2008</p>       |
| <p>The Lazer Inox Group</p>  <p>Leading manufacturer of specialized stainless steel tank trailers, serving the oil, dairy, food, chemical and environmental industries</p> <p>Acquired July 2008</p> | <p>The Plastic Card Company Limited</p>  <p>Leading provider of gift, loyalty, stored value and membership cards and transactional payment services in Western Europe</p> <p>Acquired August 2008</p> | <p>Metaca Corporation</p>  <p>Leading provider of production and personalization services for VISA, MasterCard brands and other commercial plastic cards in Canada</p> <p>Acquired October 2008</p> | <p>Utility Locating Division of Quality Underground Services, Inc.</p>  <p>Leading provider of underground locating and marking services for the St. Paul Minnesota region and surrounding areas</p> <p>Acquired January 2009</p> | <p>Utility Locating Assets of American Utility Services, Inc.</p>  <p>Leading provider of underground locating services in Alabama, North Carolina and surrounding regions</p> <p>Acquired March 2009</p> |