Links Capital

BUILDING PRODUCTS ADVISORY

Trusted advice for the transactions that matter most.

Links Capital advises owners of companies that manufacture and distribute building products, from engineered wood to insulation, on selling their business to strategic and private equity buyers. Led by a former private equity investor, we know how buyers think and how to make them compete. We also advise manufacturing, distribution and oilfield services companies, including businesses built on emerging technologies.

$30M–$127M
completed divestitures, all industries (avg. ~$70M)

20+ years
advising owners on selling their companies

SELECTED TRANSACTIONS

PKjoists by PinkWood LTD.

Western Canada's largest I-joist manufacturer

has been acquired by

CANFOR

$68,000,000

Financial advisor to PinkWood Ltd. on the divestiture

CAN-CELL INDUSTRIES INC.

Cellulose insulation manufacturer and building-materials distributor

has been acquired by

SOPREMA

Financial advisor to the Can-Cell Group on the divestiture

NASCOR™

Manufacturer and distributor of trusses, I-joists and wall panels

has been acquired by

ARCTICOR STRUCTURES

$50,500,000

Financial advisor to Nascor Ltd. on the divestiture

> "Ron sold Nascor for us and was with PinkWood from start to finish, raising growth capital and ultimately selling the company to Canfor, the perfect home for what we built. He was in our corner every step of the way."
>
> **Richard Dettbarn, Chairman, PinkWood Ltd. · Chairman & CEO, Nascor Ltd.**

Valuation & preparation

We tell you what your business is worth and get it ready to sell, so you go to market on your terms.

Finding the right buyer

We run a competitive process with the strategic and private equity buyers most likely to pay for what you've built.

Negotiating & closing

We structure and negotiate the deal on your behalf, from letter of intent through to closing.

Curious what your business is worth?

A confidential conversation costs nothing.

Ron Chicoyne, CFA, CF, ICD.D · 403-809-7985
rchicoyne@linkscap.com · www.linkscap.com