



We Do Deals.

KPMG Infrastructure Investor Network (KIIN)

June 2024

Deal Advisory and Transaction Experience

Over the last 5 years, our Canadian team of experienced infrastructure investment professionals have advised on more than 150 infrastructure transactions globally with an aggregate deal value over \$50.0 billion across all infrastructure asset classes – transportation, digital, energy & natural resources, and social.

Transportation

<p>Divestiture of Northwest Parkway</p> <p>Financial and tax advisory on the divestiture of respective stakes of 33.7% and 43.4%, representing a total equity value of US \$1.3 billion.</p>	<p>Confidential Canadian Pension Fund</p> <p>Sale of Chicago Skyway Toll Bridge</p> <p>Financial and tax advisory services on the divestiture of jointly held 33.33% stakes, representing an equity value of US \$2.0 billion.</p>	<p>Acquisition of Cando Rail & Terminals</p> <p>Financial, tax, IT, and operational advisory services on the acquisition of a rail infrastructure operator.</p>	<p>Sale of Global Container Terminals</p> <p>Financial, tax, operations, and IT advisory services on the divestiture to a leading global sea, land and air logistics operator.</p> <p>CMA CGN</p>
<p>Confidential Canadian Infrastructure Fund</p> <p>Investment in Landmark Student Transportation</p> <p>Financial and tax advisory services on the acquisition of a student transportation operator.</p> <p>Landmark Student Transportation</p>	<p>Acquisition of Horizon Terminals Services LLC</p> <p>Financial and tax advisory services on the acquisition of a marine terminal operator based in Fort Lauderdale.</p>	<p>Development partnership in Saint-Hubert Airport</p> <p>Financial modelling of the partnership investment for development of a passenger terminal at the Montreal based airport.</p>	<p>Confidential Canadian and European Infrastructure Funds</p> <p>Acquisition of PSA Italy</p> <p>Financial advisory and modelling services on the joint acquisition of 28.0% interests in three container terminals in Italy.</p> <p>PSA ITALY</p>

Digital

 <p>Debt Capital Raise</p> <p>Financial and tax advisory services to Conterra Networks on the completion of a debt capital raise totaling US \$580 million.</p> <p>Confidential North American Lenders</p>	 <p>Acquisition of Zenfi Networks</p> <p>Financial and tax advisory services on the acquisition of a critical fiber network in NYC.</p> 	<p>Confidential Canadian Pension Fund</p> <p>Investment in Beanfield Metroconnect</p> <p>Financial, tax and model advisory services on the investment in a critical fiber network in Canada.</p> 	<p>Forum</p> <p>Investment in Vendo Media Inc</p> <p>Financial advisory services on the growth equity investment in a Canadian digital media and advertising company.</p> 
 <p>Investment in Quickline Communications</p> <p>Financial and tax advisory services on an investment in a rural broadband provider based in the U.K.</p> 	 <p>Acquisition of Mobilitie LLC</p> <p>Financial advisory services on the acquisition of the largest private communications and tower company in the U.S.</p> 	<p>INSTAR</p> <p>Acquisition of LightSpeed Networks</p> <p>Financial and tax advisory services on the acquisition of the largest fibre network in the pacific northwestern United States.</p> 	 <p>Acquisition of Signal Point Systems</p> <p>Financial and tax advisory services on the acquisition of a telecommunications provider to military bases in the U.S.</p> 
<p>Forum</p> <p>Investment in White Cloud Communications</p> <p>Financial advisory services on the investment in an owner and operator of broadband and fixed-wireless networks</p> 	 <p>Investment in Mercury Wireless Inc</p> <p>Financial and IT advisory services on the investment in a provider of high-speed internet and digital phone services to rural United States.</p> 	<p>Confidential Canadian Pension Fund</p> <p>Investment in SolarWinds</p> <p>Financial and tax advisory services on a 5% investment in a developer of software to support IT infrastructure.</p> 	 <p>Acquisition of Conterra Networks</p> <p>Financial and tax advisory services on the acquisition of a fibre network provider which provides services across 14 United States.</p> 

Energy & Natural Resources

Confidential Canadian Pension Fund

Acquisition of Enwave Energy Corporation

Financial, tax and IT advisory services on the acquisition of the Canadian segment of Enwave Energy Corporation.



Acquisition of Cube District Energy

Financial advisory services to on the acquisition of a landfill gas-to-energy platform in the United States.



Acquisition of Greengate Power Corp

Financial and model advisory services on the acquisition of an Alberta-based renewable energy developer.



Acquisition of BlueEarth Renewables

Financial advisory services on the acquisition of a leading renewable energy developer.



SUNRIDGE PARTNERS

Sale of Ontario Plants Propagation Ltd

Financial and tax advisory services on the divestiture of a supplier of starter plants to North American hydroponic and greenhouse growers.



Acquisition of Ostrom Mushroom Farms LLC

Financial and tax advisory services on the acquisition of a mushroom growing facility in Sunnyside Washington.



INSTAR

Acquisition of Greenwood Mushrooms Corp

Financial, tax and analytics advisory services on the acquisition of a Canadian mushroom producer.



Acquisition of Empresa de Energía de Boyacá (EBSA)

Financial advisory services on the acquisition of a regulated utility company based in Columbia.



Confidential Canadian Mining Company

Acquisition of Balmoral Resources

Financial and tax advisory services on the acquisition of a Canadian gold and base metals Company for CAD \$110.0 million.



Acquisition of Imerys Talc Assets

Financial advisory services on the asset acquisition of Imerys Talc America, Imerys Talc Vermont and Imerys Talc Canada, Inc.



Acquisition of Great Bear Royalties Corp

Financial advisory services on the acquisition of a precious metals royalty and streaming company.



Confidential Canadian Infrastructure Fund

Acquisition of Fort McMurray transmission line

Financial advisory services on the acquisition of the Fort McMurray transmission line from Canadian Utilities and Quanta Services Inc.



Social

 <p>Evaluation of Dream Unlimited Corporation and Great Gulf</p> <p>Financial advisory services on the evaluation of development partners.</p> 	 <p>Acquisition of a Wade and Brock Lombard portfolio</p> <p>Financial advisory services on the acquisition of a network of deathcare assets in Canada.</p> 	 <p>Acquisition of Park Lawn US-based portfolio</p> <p>Financial advisory services on the US \$70M acquisition of US-based cemetery and funeral home assets.</p> <p>PARK LAWN CORPORATION</p>	 <p>Acquisition of Camilla Community Care Inc</p> <p>Financial and IT advisory services on the acquisition of a senior living facility in the Greater Toronto Area.</p> <p>Camilla Care</p>
 <p>Acquisition of Angeleno Mortuaries</p> <p>Financial and tax advisory services on the acquisition of a network of death care assets in California.</p> 	 <p>Acquisition of IXINITY</p> <p>Financial and tax advisory services on the acquisition of a biotechnology company focused on oncology and autoimmune research.</p> 	 <p>Debt Financing raise</p> <p>Financial advisory services on a CAD \$200 million debt financing raise completed in April 2020</p> <p>Series B Senior Unsecured Debentures</p>	 <p>Debt Financing raise</p> <p>Financial advisory services on a CAD \$200 million value for money financing strategy.</p> <p>Series A Senior Unsecured Debentures</p>

Connect with us

Our team is made up of today's foremost infrastructure practitioners with deep experience across industries, disciplines, borders, and at all stages of an asset's lifecycle. We custom create our teams depending on the unique requirements and challenges of each project. We work shoulder to shoulder with our clients from beginning to end, and are only satisfied when a successful outcome is achieved.



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