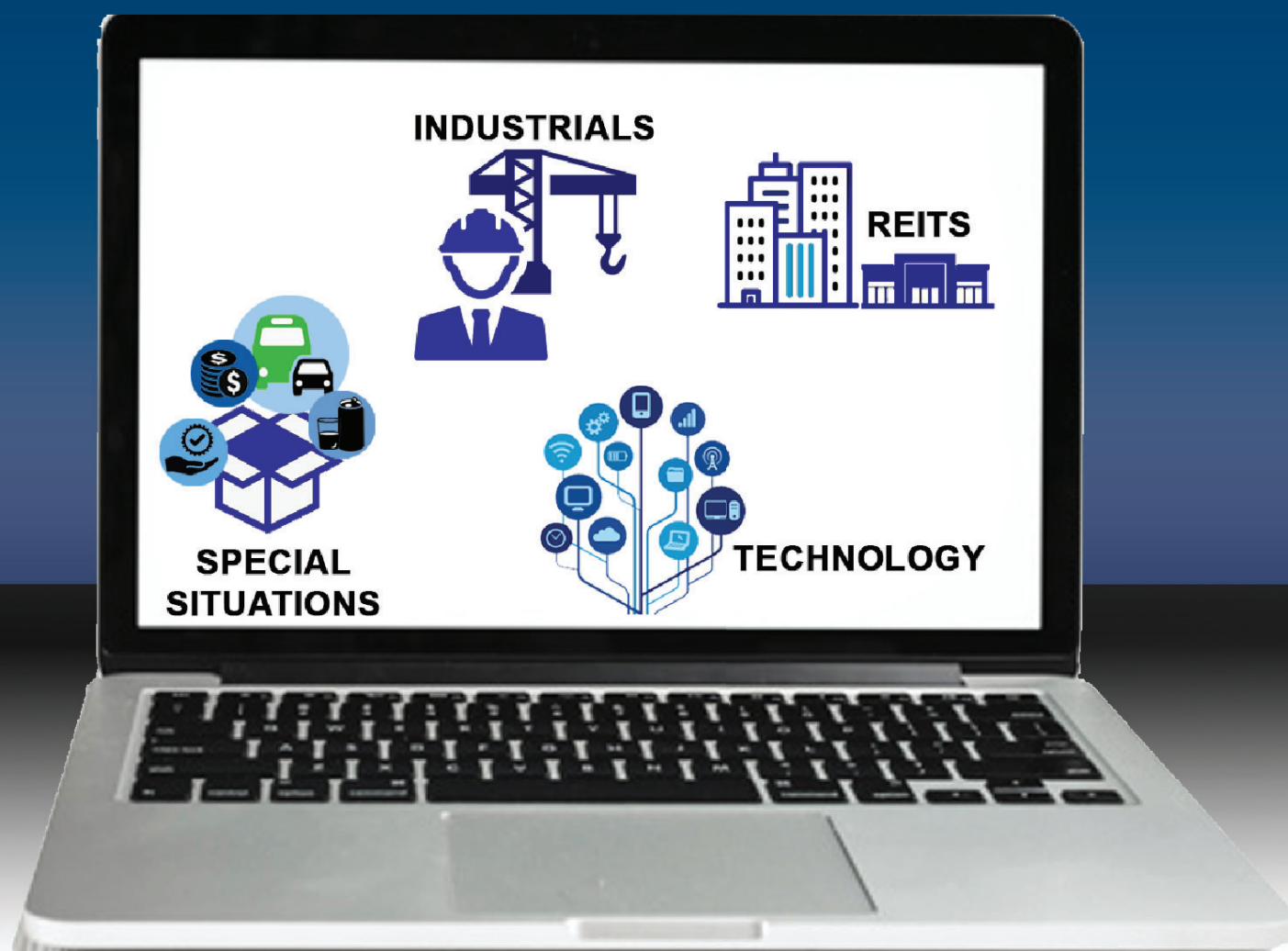


# 2021

## INSTITUTIONAL INVESTOR CONFERENCE **RECAP**





## Institutional Investor Conference Recap

On April 6-9th, 2021, LBS hosted its eighth Annual Institutional Investor Conference in an extended, virtual form. Each day focused on a specific industry and included engaging panels, presentations and 1x1 meetings. Attendance was exceptionally strong with approximately 300 people attending and included presentations from ~40 corporate issuers. We believe the strong conference attendance is indicative of continued value of our product following strong performances in previous years, making it a marquee conference in Canada.

Presentations included traditional group presentations, panel discussions, fireside chats, as well as approximately 120 one-on-one meetings between corporate issuers and institutional investors. Below is a list of events that took place:

(EST)	<b>TUESDAY, APRIL 6<sup>th</sup></b> <b>SPECIAL SITUATIONS</b> <i>Nauman Satti</i>	<b>WEDNESDAY, APRIL 7<sup>th</sup></b> <b>DIVERSIFIED INDUSTRIALS</b> <i>Mona Nazir</i>	<b>THURSDAY, APRIL 8<sup>th</sup></b> <b>DIVERSIFIED TECHNOLOGY</b> <i>Nick Agostino</i>	<b>FRIDAY, APRIL 9<sup>th</sup></b> <b>REITs</b> <i>Yash Sankpal</i>
8:00 8:45	<i>PRESENTATIONS BEGIN AT 9:00 AM</i>	<i>PRESENTATIONS BEGIN AT 9:00 AM</i>	<b>mdf Commerce Inc.</b> Luc Filiatreault, President & CEO	<i>PRESENTATIONS BEGIN AT 9:00 AM</i>
9:00 9:45	<b>Currency Exchange International</b> Randolph W. Pinna, President & CEO	<b>H2O Innovation Inc.</b> Frédéric Dugré, President & CEO	<b>Converge Technology Solutions Corp.</b> Shaun Maine, CEO	<b>Firm Capital Property Trust</b> Robert McKee, CEO
10:00 10:45	<b>Boyd Group Services Inc.</b> Tim O'Day, President & CEO	<b>"FLYING HIGH IN SPITE OF THE PANDEMIC"</b> <b>Exchange Income Corp.</b> / Mike Pyle, CEO <b>Héroux Devtek Inc.</b> / Stéphane Arsenault, VP & CFO	<b>Savaria Corporation</b> Sebastien Bourassa, VP Operations & Integration Stephen Reiteknecht, CFO Nick Rimbart, VP Corporate Development	<b>"THE PANDEMIC AND THE WAY FORWARD"</b> <b>BTB REIT</b> / Michel Leonard, CEO <b>Fronsac REIT</b> / Jason Parravano, CEO <b>PRO REIT</b> / Jim Beckertleg, CEO
11:00 11:45	<b>"THE ROAD AHEAD FOR ELECTRIC VEHICLES"</b> <b>Exro Technologies</b> / Sue Ozdemir, CEO <b>NFI Group Inc.</b> / Paul Soubry, President & CEO	<b>"BUILDING BLOCKS OF OUR COMMUNITIES"</b> <b>Aecon</b> / Jean-Louis Servranckx, CEO <b>Bird Construction Inc.</b> / Terrance McKibbin, CEO <b>IBI Group Inc.</b> / Scott Stewart, CEO	<b>"THE IMPACT OF THE PANDEMIC ON FUTURE SUPPLY CHAIN ECOSYSTEMS"</b> <b>The Descartes Systems Group Inc.</b> / Allan Brett, CFO <b>Kinaxis Inc.</b> / John Sicard, President & CEO (Blaine Fitzgerald, EVP, CFO**) <b>TECSYS Inc.</b> / Peter Brereton, President & CEO	<b>"POSITIONING FOR A WAVE OF NEW IMMIGRANTS"</b> <b>BSR REIT</b> / John Bailey, CEO <b>InterRent REIT</b> / Curt Miller, CFO <b>Killam REIT</b> / Philip Fraser, CEO <b>Mainstreet Equity Corp.</b> / Bob Dhillon, CEO
<b>11:45 AM - 12:45 PM / LUNCH BREAK</b> Presentations & 1x1s continue at 12:45 PM				
12:45 1:30	<b>ABC Technologies Inc.</b> Todd Sheppelman, President & CEO *	<b>Stella Jones Inc.</b> Eric Vachon, President & CEO	<b>"DIGITAL HEALTHCARE: WHERE TO FROM HERE?"</b> <b>CloudMD Software &amp; Services Inc.</b> / Essam Hamza, CEO <b>Dialogue Health Technologies Inc.</b> / Cherif Habib, CEO * <b>WELL Health Technologies Inc.</b> / Hamed Shahbazi, Chairman & CEO	<i>PRESENTATIONS END AT 11:45 AM 1X1 MEETINGS CONTINUE</i>
1:40 2:20	<b>K-Bro Linen Inc.</b> Linda McCurdy, Director, President & CEO	<b>"CANADIAN PLAYERS TURNED GLOBAL PROVIDERS"</b> <b>SNC Lavalin Group Inc.</b> / Jeff Bell, CFO & Phil Hoare, President EDPM <b>Stantec Inc.</b> / Gord Johnson, CEO & John Take, EVP Water	<b>Docebo Inc.</b> Ian Kidson, CFO	
2:30 3:10	<b>Guru Organic Energy Corp.</b> Carl Goyette, President & CEO	<b>Russel Metals</b> John Reid, President & CEO	<b>5N Plus Inc.</b> Arjan Roshan, President & CEO	
3:20 4:00	<b>Grande West Transportation Group Inc.</b> William Trainer, President, CEO, & Director	<i>PRESENTATIONS END AT 3:10 PM 1X1 MEETINGS CONTINUE</i>	<b>Calian Group Ltd.</b> Kevin Ford, President & CEO	
4:10 4:50	<i>PRESENTATIONS END AT 4:00 PM 1X1 MEETINGS CONTINUE</i>		<b>Alithya Group Inc.</b> Paul Raymond, President & CEO	

We would like to thank all those who participated and we look forward to hosting you all at our next conference in 2022.

Cameron Baker, CFA M.IM.

Head of Equities and Syndication





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*All prices are as of April 12, 2021 close, unless otherwise stated.*





## SPECIAL SITUATIONS





## Company Profile

ABC Technologies Holdings provides custom, engineered, technical plastics and light weighting solutions to the light vehicle industry. The company covers all facets of the plastics processing technologies, systems and components for the global automotive industry, Fluid Management, HVAC Distribution Systems, Flexible Products, Interior and Exterior Systems and Air Induction Systems. It was founded in 1974 and is based in Toronto, Canada.

## Market and Company Data

Ticker	ABCT-T	Shares O/S (M)	52.5
Rating	N/A	Market Cap (M)	\$429
Risk	N/A	Float O/S (M)	11.0
Price	\$8.16	Float Value (M)	\$90
1-Yr Target	Not Rated	Avg Daily Volume (K)	40.6
Dividend	N/A	Enterprise Value (M)	USD 740
Yield (%)	N/A	Control Blocks:	
1-Yr ROR		Manag & Dir	
52 Wk High-Low	\$10.38 - \$7.91	CPPIB & CDP	
BVPS	USD 1,937	Net Debt/Cap	69.9%
Valuation	-	Next Reporting	May-21
Year End	30-Jun		

Adjusted EBITDA (US\$M)							
	Q1		Q2		Q3		Q4
F2019A	\$33	A	\$47	A	\$47	A	\$43
F2020A	\$42	A	\$48	A	\$30	A	(\$31)
F2021A	\$41	A	\$44	A	-	-	-

Source: Company reports; Bloomberg; LBS.

## ABC Technologies Holdings Inc. (ABCT-T)

Rating: **Not Rated** – Target: **N/A**; Price: **\$8.16**

We summarize key points from ABC's presentation at our conference.

- **Focused on value-add engineering products.** ABCT remains focused on creating innovative parts for the automotive industry through its proprietary integrated machine and equipment building process, so that it can command higher margins, outperform the industry, and increase content per vehicle (CPV).
- **EV ready.** 90% of ABCT products are powertrain agnostic with 40–50 new contract wins from high volume EV platforms. New regulations on improving fuel economy and EV's desire to increase range provide tailwinds to ABCT's light-weight solutions as OEMs try to reduce vehicle weights.
- **Entrenched Customer Relations.** In some cases, ABCT has multi-decade (45+ years) customer relations, as partnering with OEMs in the early stages of product development allows long product cycles with opportunities to increase CPV over time.
- **Strong balance sheet provides M&A opportunities.** Low leverage and a normalized FCF yield of ~10%+ allow ABCT to go after distressed suppliers or acquisition targets looking for an exit.

## Company Profile

Boyd Group is the largest corporate-owned multi-location operator in North America's \$30–40B collision repair industry, with locations in Canada and the United States. Boyd currently operates three brands as well as an auto glass repair referral network. Repair services are offered to commercial and individual vehicle owners and focused heavily on insurance repair claims.

## Market and Company Data

Ticker	BYD-T	Year End	Dec. 31
Rating	N/A	FD Shares O/S (M)	21.5
Risk	N/A	Market Cap (fd) (M)	\$4,833
Price	\$225.12	Float O/S (M)	20.2
1-Yr Target	Not Rated	Float Value (M)	\$4,547
Dividend	\$0.56	Avg Daily Volume (k)	88.3
1-Yr ROR	N/A	Enterprise Value (M)	\$5,519
52 Wk High-Low	\$166.00–\$245.00	Net Debt/EBITDA	0.9x
Valuation	N/A	Next Reporting	May-21

Adjusted EPS FD							
	Q1		Q2		Q3		Q4
2018	\$1.05	A	\$1.07	A	\$1.03	A	\$1.16
2019	\$1.42	A	\$1.18	A	\$1.04	A	\$1.20
2020A	\$0.95	A	(\$0.33)	A	\$1.02	A	\$0.98

Adj. EBITDA (\$M)							
	Q1		Q2		Q3		Q4
2018	\$42.1	A	\$42.5	A	\$41.2	A	\$47.6
2019	\$78.3	A	\$80.1	A	\$77.4	A	\$84.1
2020A	\$81.4	A	\$49.2	A	\$84.5	A	\$78.4

Source: Company reports; Thomson; Bloomberg; LBS estimates.

## Boyd Group Services Inc. (BYD-T)

Rating: **Not Rated** – Target: **N/A**; Price: **\$225.12**

We summarize key points from Boyd's presentation at our conference.

- **Expensive repairs to offset volume declines.** Advanced driver-assistance systems (ADS) result in fewer accidents but average repair costs are increasing from: 1) shift in mix towards higher maintenance SUVs and cross-over vehicles vs. sedans; 2) higher part costs and repair complexity; and, 3) new labour operations such as calibration, which is required for ADS repairs.
- **Leveraging location network to increase service offering.** As the sophistication of collision repair increases, Boyd can adopt its network, e.g. certain locations have unique capabilities; a Tesla cannot be repaired in all locations but Boyd can leverage its network to transfer it to a location that can service Tesla or any other sophisticated job.
- **Fragmented industry provides M&A growth opportunities.** Management reiterated its target to double the business over the next five years (vs. 2019), with M&A the primary driver, as Top 3 players only account for 20% of revenue market share. Boyd will continue to prefer single-shops, MSOs, and brown/greenfield opportunities where the first two options are not suitable. For single-shops, management targets 25% pre-tax ROIC.







## Company Profile

Currency Exchange International, Corp. (CXI) is a provider of foreign currency banknotes and related services to wholesale clients (financial institutions and non-financial corporates) through its Exchange Bank of Canada subsidiary; as well as to retail clients (through wholly-owned retail outlets and affiliate relationships) in North America.

## Market and Company Data

Ticker	CXI-T	Year End	Oct 31
Rating	N/A	FD Shares O/S (M)	6,415.3
Risk	N/A	Market Cap (fd) (M)	\$86.7
Price	\$13.51	Float O/S (M)	6.4
1-Yr Target	Not Rated	Float Value (M)	\$86.6
Dividend	\$0.00	Avg Daily Volume (k)	7.7
1-Yr ROR	N/A	Enterprise Value (M)	\$31.2
52 Wk High-Low	\$8.80-\$13.69	Next Reporting	May-21
Valuation	N/A	Fiscal Year	Oct

US EPS FD							
	Q1	Q2	Q3	Q4	Annual		P/E
F2018	\$0.05 A	\$0.08 A	\$0.37 A	\$0.16 A	\$0.66 A	15.5x	
F2019	(\$0.03) A	\$0.08 A	\$0.28 A	\$0.12 A	\$0.46 A	22.5x	
F2020	\$0.02 A	(\$0.46) A	(\$0.35) A	(\$0.54) A	(\$1.33) A	N/A	
EBITDA (US\$000's)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
F2018	\$1,964 A	\$1,310 A	\$3,682 A	\$1,824 A	\$8,780 A	14.9x	
F2019	\$390 A	\$1,287 A	\$3,177 A	\$2,076 A	\$6,931 A	16.6x	
F2020	\$1,426 A	(\$2,073) A	(\$1,243) A	(\$3,032) A	(\$4,921) A	N/A	

Source: Company reports; Thomson; Bloomberg; LBS estimates.

## Currency Exchange International Corp. (CXI-T)

Rating: **Not Rated** – Target: **N/A**; Price: **\$13.51**

We summarize key points from CXI's presentation at our conference.

- **Payment business provides revenue diversification.** Currency Exchange International is focused on its B2B payment business for growth as it provides greater opportunity following the pandemic, while the currency business faces secular headwinds. The payment business now contributes ~18% of total revenue and has added 759 new bank and corporate relationships in 2020.
- **Technology provides a competitive advantage.** Proprietary CEIFX technology platform (Compliance Verification System, CVS) is based around consumer activity with transactions being updated live, as compared to other platforms that update transactions overnight. Being live allows CXI customers to have better risk management on transaction limits.
- **Strategic priorities.** 1) Expand FX business with U.S. Banks and Credit Unions with an integrated platform; 2) Expand wholesale banknote business, globally; 3) Scale Corporate International Payments; 4) Maximize Direct-to-Consumer offering; and, 5) Optimize corporate infrastructure, including updating customer relationship management system.

## Company Profile

Exro Technologies Inc. is a Calgary headquartered clean technology company offering patented, advanced control technology for self-optimizing electric motors and generators to improve efficiency of rotating electrical machines.

## Market and Company Data

Ticker	EXRO-V	Shares O/S (M)	117.5
Rating	N/A	Market Cap (M)	\$521.5
Risk	N/A	Float O/S (M)	25.3
Price	\$4.44	Float Value (M)	\$112.2
1-Yr Target	Not Rated	Avg Daily Volume (K)	1077
Dividend	\$0.00	Enterprise Value (M)	\$474
Yield (%)	0.0%	Control Blocks:	-
1-Yr ROR	N/A		-
52 Wk High-Low	\$7.55 - \$0.29		-
BVPS	\$0.41	Net Debt/Cap	0.8%
Valuation	N/A	Next Reporting	Jul-21
Year End	31-Dec		

Adjusted EPS (FD)							
	Q1	Q2	Q3	Q4	Annual		P/E
2018A	(\$0.02) A	(\$0.01) A	(\$0.02) A	(\$0.02) A	(\$0.06) A	N/A	
2019A	(\$0.02) A	(\$0.02) A	(\$0.02) A	(\$0.02) A	(\$0.07) A	N/A	
2020A	(\$0.02) A	(\$0.03) A	(\$0.03) A	(\$0.04) A	(\$0.12) A	N/A	
Adjusted EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2018A	(0.7) A	(0.7) A	(0.8) A	(0.9) A	(3.2) A	N/A	
2019A	(1.0) A	(1.0) A	(1.1) A	(1.5) A	(4.6) A	N/A	
2020A	(1.5) A	(2.1) A	(3.0) A	(4.0) A	(10.5) A	N/A	

Source: Company reports; Bloomberg; LBS.

## Exro Technologies Inc. (EXRO-V)

Rating: **Not Rated** – Target: **N/A**; Price: **\$4.44**

We summarize, below, key points from Exro Technologies' participation in our Industry Panel Discussion "The Road Ahead for Electric Vehicles".

- **Pace of EV adoption varies with equipment.** Electric bikes or large EV fleets are expected to have faster EV adoption where building infrastructure, such as having an in-house charging depot, is easier as compared to mass-scale EV adoption. Right now, the focus for EVs is to get to the market but the next generations should focus on costs and ROIs, which is where Exro can provide value-add.
- **Government funding helps in bridging the gap.** Indirect funding to Exro's potential customers can help towards green transition while any direct funding to Exro should help in its R&D efforts. Although Exro is not dependent on any grants, such support can help the company to accelerate its product innovation efforts.
- **Costs improving with newer modules.** Focus remains on working with partners to introduce new modules of Exro's patented inventor technology to improve costs and increase efficiencies. Partnerships across multiple industries (bikes, boats, and vehicles) allow Exro to demonstrate that the product is scalable and the next step is to commercialize the product on the back of a new facility that will be ready next year.





## Company Profile

Guru Organic Energy Corp. offers natural, organic, plant-based energy drinks under the brand name "Guru". The company has a large presence in the Quebec market but plans to expand in Canada and the U.S.

## Market and Company Data

Ticker	GURU-T		Year End		31-Oct
Rating	Hold		FD Shares O/S (M)		29.5
Risk	High		Market Cap (fd) (M)		\$498
Price	\$16.90		Float O/S (M)		29.2
1-Yr Target	\$19.00		Float Value (M)		\$494
Dividend	\$0.00		Avg Daily Volume (k)		41.0
1-Yr ROR	12.4%		Enterprise Value (M)		\$484
52 Wk High-Low	\$23.48 - \$7.60		Net Debt/EBITDA		N/A
Valuation	13x 2022 EV/Sales		Next Reporting		Jun-21

Sales (\$MM)						
	Q1	Q2	Q3	Q4	Annual	EV/S
2019	N/A A	N/A A	N/A A	N/A A	\$17.5 A	N/A
2020	N/A A	N/A A	\$6.6 A	\$6.1 A	\$22.1 A	21.6x
2021E	\$6.6 A	\$6.3 E	\$8.4 E	\$8.8 E	\$30.2 E	16.2x
2022E	\$9.0 E	\$8.6 E	\$11.5 E	\$11.9 E	\$41.0 E	12.1x
2023E	\$11.6 E	\$11.1 E	\$14.8 E	\$15.4 E	\$52.9 E	9.4x

Adj. EBITDA (\$'MM)						
	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
2019	N/A A	N/A A	N/A A	N/A A	\$1.6 A	N/A
2020	N/A A	N/A A	\$1.8 A	(\$0.4) A	\$1.4 A	334.9x
2021E	(\$0.4) A	(\$1.1) E	(\$1.4) E	(\$2.2) E	(\$5.1) E	NMF
2022E	(\$0.9) E	(\$0.9) E	(\$1.1) E	(\$1.2) E	(\$4.1) E	NMF
2023E	(\$0.1) E	(\$0.1) E	(\$0.1) E	(\$0.2) E	(\$0.5) E	NMF

Source: Company reports; Thomson; LBS estimates.

## Guru Organic Energy Corp. (GURU-T)

Rating: **Hold** – Target: **\$19.00**; Price: **\$16.90**

*Nauman Satti, Diversified Analyst*

We summarize key points from Guru's presentation at our conference.

- **A differentiated product and brand.** Guru is the third-largest brand in Quebec (13% market share). It looks to disrupt the energy drink market by offering differentiated plant-based organic energy drinks vs. the incumbents that use synthetic products. The company is also branding itself differently, with a focus on authenticity and progressiveness that is in-line with popular trends of environment and social issues.
- **Aggressive growth targets.** A recent equity raise has given Guru ~\$30M of liquidity to pursue its growth targets: doubling sales in Quebec over the next 4–5 years; replicating Quebec's growth model in the rest of Canada (targeting 10% market share in next 4–5 years); targeting expansion in the U.S. (California), and investing more in the online channel as it becomes increasingly important.
- **Product innovation remains a key.** After two successful product launches last year, including Yerba Mate, Guru looks to launch new products around plant-based ingredients with an element of "functionality" branding. Guru's Yerba Mate Energy is inspired by a popular South American plant and caffeine-rich drink. It is becoming a top-ranked product for Guru since its launch in November 2020.

## Company Profile

K-Bro is the largest owner and operator of laundry and linen processing facilities in Canada. The company provides a range of services to healthcare institutions, hotels and other commercial accounts that include the processing, management and distribution of general linen and operating room linen.

## Market and Company Data

Ticker	KBL-T		Year End		Dec. 31
Rating	N/A		FD Shares O/S (M)		10.7
Risk	N/A		Market Cap (fd) (M)		\$429
Price	\$40.17		Float O/S (M)		10.5
1-Yr Target	Not Rated		Float Value (M)		\$422
Dividend	\$1.20		Avg Daily Volume (k)		41.0
1-Yr ROR	N/A		Enterprise Value (M)		\$513
52 Wk High-Low	\$24.00-\$42.87		Net Debt/EBITDA		1.0x
Valuation	N/A		Next Reporting		May-21

Adjusted EPS FD						
	Q1	Q2	Q3	Q4	Annual	P/E
2018	\$0.06 A	\$0.25 A	\$0.18 A	\$0.10 A	\$0.59 A	68.4x
2019	\$0.05 A	\$0.34 A	\$0.44 A	\$0.21 A	\$1.03 A	38.9x
2020	\$0.09 A	\$0.15 A	\$0.32 A	(\$0.20) E	\$0.36 E	111.6x

Adj. EBITDA (\$M)						
	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
2018	\$6.2 A	\$8.5 A	\$8.3 A	\$6.6 A	\$29.6 A	17.3x
2019	\$9.1 A	\$12.7 A	\$14.6 A	\$11.1 A	\$47.6 A	10.8x
2020	\$9.3 A	\$10.1 A	\$12.7 A	\$6.2 E	\$38.2 E	13.4x

Source: Company reports; Thomson; Bloomberg; LBS estimates.

## K-Bro Linen Inc. (KBL-T)

Rating: **Not Rated** – Target: **N/A**; Price: **\$40.17**

We summarize key points from K-Bro Linen's presentation at our conference.

- **Established long-term, exclusive contracts.** K-Bro has well-established relationships with big brands such as Hilton, Sheraton, Four Seasons, Alberta Health Services, Trillium Health and SickKids, with typical service contracts of 10 years and retention rates in the high 90s. A high share of revenue mix from multi-year contracts provides revenue stability.
- **Revenue diversification.** K-Bro's revenue diversity between Hospitality (45%) and Healthcare (55%) based on 2019 results provides a cushion against industry headwinds, as seen during COVID, where Healthcare revenue grew by 9% YoY while Hospitality revenue dropped by 60% in 2020.
- **Strong balance sheet provides growth flexibility.** Financial leverage of 1.0x (LTM) and available credit of \$58M provide growth opportunities via M&A or new greenfield wins. Despite COVID-19 headwinds, management reduced long-term debt by 35% to \$40.7M in 2020.





## Company Profile

NFI Group is a manufacturer of transit buses and motor coaches, based in Winnipeg, Manitoba, Canada. The company has also ventured into the electric bus market and operates multiple brands: New Flyer, ADL, ARBOC, MCI, NFI Parts, Carfair, and Plaxton.

## Market and Company Data

Ticker	NFI-T	Shares O/S (M)	71			
Rating	Buy	Market Cap (M)	C\$2,059			
Risk	High	Float O/S (M)	54.6%			
Price	C\$29.02	Float Value (M)	C\$1,123			
1-Yr Target	C\$39.00	Avg Daily Volume	325,979			
Dividend	2.9%	Enterprise Value (M)	C\$3,081			
1-Yr ROR	37.3%					
52 Wk High-Low	C\$32.74 - C\$12.92	Year-End	Dec			
BVPS	\$9.92	Net Debt/Cap	54%			
Valuation	9.5x EV/EBITDA (2022)	Next Reporting	May 2021			
Adj. EPS (FD)						
	Q1	Q2	Q3	Q4	Annual	P/E
2018A	\$0.57	A \$0.82	A \$0.57	A \$0.70	A \$2.67	8.4x
2019A	\$0.26	A \$0.42	A \$0.24	A \$0.72	A \$1.64	13.6x
2020A	(\$0.01)	A (\$0.97)	A \$0.09	A \$0.13	A (\$0.75)	N/A
2021E	(\$0.15)	E \$0.01	E \$0.25	E \$0.32	E \$0.43	51.8x
2022E	\$0.23	E \$0.49	E \$0.36	E \$0.74	E \$1.81	12.3x
Adjusted EBITDA (\$M)						
	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
2018A	\$74	A \$91	A \$70	A \$80	A \$315	7.5x
2019A	\$60	A \$81	A \$77	A \$104	A \$322	7.4x
2020A	\$56	A (\$24)	A \$61	A \$65	A \$158	15.0x
2021E	\$34	E \$46	E \$70	E \$76	E \$227	10.5x
2022E	\$64	E \$87	E \$72	E \$109	E \$332	7.1x
*All numbers in US, unless otherwise stated						
Source: Company reports; Eikon; LBS.						

\*All numbers in US, unless otherwise stated  
Source: Company reports; Eikon; LBS.

## NFI Group Inc. (NFI-T)

Rating: **Buy** – Target: **\$39.00**; Price: **\$29.02**

*Nauman Satti, Diversified Analyst*

We summarize below key points from NFI Group's participation in our Industry Panel Discussion "The Road Ahead for Electric Vehicles".

- **EV evolution; not revolution.** Transit buses are funded by government dollars. The average bus age in North America is ~9 yrs. This should make EV adoption gradual as economic value is too high to retire low age ICE buses. Furthermore, the initial capital required for EVs is high because of higher upfront bus costs and related indirect infrastructure costs, such as charging depots. There is also a need to ramp up energy to meet EV demand.
- **Platform agnostic, breadth of products, global footprint, and customer relationships provide a competitive advantage.** NFI is platform agnostic, which means it can adjust to any demand from the battery, fuel cells, or traditional ICE vehicles, unlike pure-play EVs. NFI also benefits from a long history of operations and relationships with transit agencies as transit buses are highly customized to the needs of customers, which vary with different geographies.
- **Focused on de-leveraging.** The focus is on deleveraging the balance sheet and becoming a more integrated company with multiple brands. Meanwhile, its ADL brand provides the required scale to expand in new geographies.

## Company Profile

Vicinity Motor Corp., previously Grande West Transportation Group Inc., is a Canada-based leading supplier of mid-size transit vehicles for both public and commercial enterprise use in North America. The Company focuses on Vicinity branded transit buses in clean diesel, electric, gas and CNG drive systems.

## Market and Company Data

Ticker	VMC-V	Shares O/S (M)	29.3
Rating	N/A	Market Cap (M)	\$235
Risk	N/A	Float O/S (M)	25.3
Price	\$8.01	Float Value (M)	\$202
1-Yr Target	Not Rated	Avg Daily Volume (K)	150.7
Dividend	\$0.00	Enterprise Value (M)	\$243
Yield (%)	0.0%	Control Blocks:	
1-Yr ROR	N/A		-
52 Wk High-Low	\$10.45 - \$0.24		-
BVPS	\$0.78	Net Debt/Cap	28%
Valuation	N/A	Next Reporting	Apr-21
Year End	31-Dec		

Adjusted EPS (FD)										
	Q1		Q2		Q3		Q4		Annual	P/E
2018A	\$0.01	A	\$0.03	A	(\$0.00)	A	(\$0.02)	A	\$0.01	N/A
2019A	(\$0.03)	A	(\$0.02)	A	(\$0.09)	A	(\$0.07)	A	(\$0.21)	N/A
2020A	(\$0.07)	A	(\$0.03)	A	(\$0.05)	A	(\$0.02)	A	(\$0.17)	N/A
Adjusted EBITDA (\$M)										
	Q1		Q2		Q3		Q4		Annual	EV/EBITDA
2018A	1.7	A	2.9	A	0.6	A	0.0	A	5.2	N/A
2019A	(0.2)	A	0.3	A	(1.8)	A	(0.8)	A	(2.4)	N/A
2020A	(1.3)	A	(0.5)	A	(0.7)	A	0.2	A	(2.3)	N/A

Source: Company reports; Bloomberg; LBS.

Source: Company reports; Bloomberg; LBS.

## Vicinity Motor Corp (Grande West Transportation) (VMC-V)

Rating: **Not Rated** – Target: **N/A**; Price: **\$8.01**

We summarize key points from Vicinity Motor Corp.'s (Grande West Transportation Group) presentation at our conference.

- **Expanding into the U.S.** 90% of revenue is currently coming from Canada. Management wants to change that mix towards the U.S. The company is setting up an assembly plant in Washington State while leveraging a third-party network for sales.
- **Competitive on price.** VMC's 28 Electric Vicinity bus is being priced at US\$299K to be competitive in the marketplace. To remain competitive, management is opting for off-the-shelf parts for the buses which: 1) provides lower costs given a lack of product customization; and, 2) offers an asset-light model.
- **Over \$50M in backlog.** VMC is in the process of delivering over 100 buses before the end of 1H/21. The company had raised to \$8.7M in November 2020 to strengthen its balance sheet, as it benefits from an acceleration of the replacement cycle to EVs and the related government incentives.







## DIVERSIFIED INDUSTRIALS





## Company Profile

Aecon Group Inc. is a construction company that is based in Canada and derives a majority of its revenue domestically. The company services both private and public sector clients through its construction and concessions arms. The company is involved in JV and P3 contract structures and given its construction exposure it offers end-to-end customer solutions. Approximately 50% of revenue stems from fixed price contracts.

## Market and Company Data

<b>Ticker</b>	ARE-T		<b>Shares O/S (M)</b>		60.0	
<b>Rating</b>	Buy		<b>Market Cap (M)</b>		\$1,198	
<b>Risk</b>	Medium		<b>Float O/S (M)</b>		58.5	
<b>Price</b>	\$19.97		<b>Float Value (M)</b>		\$1,169	
<b>1-Yr Target</b>	\$22.00		<b>Avg Daily Volume (K)</b>		261.6	
<b>Dividend</b>	\$0.64		<b>Enterprise Value (M)</b>		1,481	
<b>Yield (%)</b>	3.2%		<b>Insider Ownership</b>		2.1%	
<b>1-Yr ROR</b>	13.4%		<b>BVPS</b>		\$6.60	
<b>52 Wk High-Low</b>	\$20.44-\$13.03		<b>Next Reporting</b>		Apr-21	
<b>Valuation</b>	6.5x EV/EBITDA (2022)		<b>Year End</b>		Dec. 31	
<b>Adjusted EPS (FD)</b>						
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Annual</b>	<b>P/E</b>
2018A	(0.32)	A \$0.14	A \$0.60	A \$0.42	A \$0.95	21.1 x
2019A	(0.16)	A \$0.31	A \$0.60	A \$0.31	A \$1.12	17.8 x
2020A	(0.19)	A (0.10)	A \$0.99	A \$0.46	A \$1.29	15.4 x
2021E	(0.19)	E \$0.14	E \$0.49	E \$0.45	E \$0.97	20.6 x
2022E					\$1.18	16.9 x
<b>Adjusted EBITDA (\$M)</b>						
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Annual</b>	<b>EV/EBITDA</b>
2018A	3.7	A 41.4	A 89.5	A 72.4	A 207.0	7.2 x
2019A	11.9	A 57.2	A 91.2	A 61.7	A 222.0	6.7 x
2020A	19.2	A 24.4	A 137.2	A 83.6	A 264.5	5.6 x
2021E	24.7	E 49.0	E 83.1	E 79.4	E 236.2	6.3 x
2022E					250.6	5.9 x
Source: Company reports; Thomson Eikon; LBS.						

Source: Company reports; Thomson Eikon; LBS.

## Aecon Group Inc. (ARE-T)

Rating: **Buy** – Target: **\$22.00**; Price: **\$19.97**

*Mona Nazir, Industrials Analyst*

ARE continues to deliver strong financial performance despite a challenging COVID backdrop. Future performance is supported by a strong backlog, population growth, and resumption of travel activities. CEO, Jean-Louis Servranckx was on our panel, “Building Blocks of Our Communities”.

- **Diversified approach.** While road and bridgework continue to be the “bread and butter,” Urban Transportation, Nuclear and Utilities provide a balanced operational portfolio and deliver consistent financial results.
- **Well-positioned.** With the backlog up ~60% over the last three years and demand for construction continuing to build, Aecon is well-positioned. Greater control over client selection and delivering high quality, ultimately decreases overall project risk and prevents cost erosion, which should, in turn, lead to higher profitability.
- **ESG not client-requested at this point; industry change required.** ESG ratings and adoption have been picking up steam in the investment community; on the client-side, a public company approach to ESG is not a key consideration in winning work. ARE released its Sustainability Report last year. Environmental considerations are being factored into the build process. They were successful in achieving 0% erosion and 0% sedimentation in the construction of a 180km pipeline in B.C. at multiple river cross points.

## Company Profile

Bird Construction is a Canadian general contractor. Following the recent acquisition of Stuart Olson proforma revenue is ~\$2.5B and headcount sits at 5,000 employees. Projects fall into three categories: industrial, commercial and institutional sectors. Bird provides a comprehensive range of construction services from new construction to industrial maintenance, repair and operations services, heavy civil construction, and contract surface mining; as well as vertical infrastructure including, electrical, mechanical, and trades.

## Market and Company Data

<b>Ticker</b>	BDT-T	<b>Shares O/S (M)</b>	53.04			
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$481.1			
<b>Risk</b>	High	<b>Float O/S (M)</b>	100.0%			
<b>Price</b>	\$9.07	<b>Avg Daily Volume</b>	191,924			
<b>1-Yr Target</b>	\$11.00	<b>Enterprise Value (M)</b>	\$457.3			
<b>Dividend</b>	\$0.39	<b>Net Debt/Cap</b>	25.5%			
<b>Dividend yield</b>	4.3%	<b>BVPS</b>	\$4.01			
<b>1-Yr ROR</b>	26%	<b>Next Reporting</b>	May-21			
<b>52 Wk High-Low</b>	\$9.95 - \$4.59					
<b>Valuation</b>	6.5x 2022 EV/EBITDA					
<b>Adj. EPS (FD)</b>						
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Annual</b>	<b>P/E</b>
<b>2018A</b>	(\$0.15)	A (\$0.13)	A \$0.10	A \$0.15	A (\$0.02)	N/A
<b>2019A</b>	(\$0.15)	A \$0.02	A \$0.16	A \$0.19	A \$0.22	40.7x
<b>2020A</b>	\$0.03	A \$0.15	A \$0.20	A \$0.41	A \$0.78	11.6x
<b>2021E</b>	\$0.12	E \$0.21	E \$0.27	E \$0.20	E \$0.80	11.3x
<b>2022E</b>	\$0.18	\$0.26	\$0.34	\$0.26	\$1.04	8.7x
<b>Adjusted EBITDA (\$M)</b>						
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Annual</b>	<b>EV/EBITDA</b>
<b>2018A</b>	(5.4)	A (4.7)	A 9.0	A 12.1	A 10.9	41.9x
<b>2019A</b>	(3.1)	A 5.4	A 14.1	A 15.8	A 32.3	14.2x
<b>2020A</b>	7.6	A 12.3	A 18.2	A 40.0	A 78.1	5.9x
<b>2021E</b>	14.8	E 20.4	E 25.6	E 20.4	E 81.2	5.6x
<b>2022E</b>	17.4	E 24.1	E 28.1	E 23.0	E 92.6	4.9x
Source: Company reports; Eikon; LBS.						

Source: Company reports; Eikon; LBS.

## Bird Construction Inc. (BDT-T)

Rating: **Buy** – Target: **\$11.00** Price: **\$9.07**

*Mona Nazir, Industrials Analyst*

CEO and President, Terrance McKibbin, was part of our panel discussion, “Building Blocks of Our Communities”. With the recent addition of Stuart Olson, we believe that the company is set up for considerable growth in the coming 12–18 months.

- **Why buy?** In 5–10 years’ time, competitive advantages are expected to be the company’s project portfolio and geographic diversity, resilient earnings and strong annual shareholder returns. Greater productivity and collaboration at the management level that has increased as a result of COVID, is expected to stay.
- **Bird moving forward with tracking ESG metrics and relaying information.** Bird is making good progress in the ESG arena. There has been a greater emphasis on tracking emissions on-site and plans are in place to release more detailed data in its sustainability report.
- **Acquisition growth similar to organic growth.** Mr. McKibbin identified some key focus areas for the company. With construction being at a very “crucial phase”, investments in technology are expected to yield results and are much needed. Secondly, the company continues to look for investment opportunities within the service industry, specifically on the utility and renewable side.





## Company Profile

H2O Innovation is a leader in customized water and wastewater treatment solutions using membrane technologies. The company designs and fabricates state-of-the-art, integrated water treatment systems for municipal, industrial and commercial users and specializes in applications for drinking water, water reuse, wastewater treatment and industrial process water.

## Market and Company Data

Ticker	HEO-V	Shares O/S (M)	80.67
Rating	-	Market Cap (M)	\$202
Risk	-	Float O/S (M)	61.8
Price	\$2.51	Float Value (M)	\$155
1-Yr Target	-	Avg Daily Volume (K)	138.0
Dividend	-	Enterprise Value (M)	\$224
Yield (%)	-	Control Blocks:	
1-Yr ROR	-	Manag & Dir	-
52 Wk High-Low	\$3.70 - \$0.63	CPPIB & CDP	-
BVPS	\$0.86	Net Debt/Cap	30%
Valuation	-	Next Reporting	May-21
Year End	30-Jun		

Revenue (\$M)	Q1	Q2	Q3	Q4	Annual	EV/Sales
2018A	\$22.6	\$25.8	\$26.7	\$24.5	\$99.7	2.3x
2019A	\$24.4	\$29.4	\$32.3	\$31.9	\$118.0	1.9x
2020A	\$28.2	\$33.3	\$36.1	\$36.0	\$133.6	1.7x
2021E	\$35.0	\$35.0	-	-	-	-

Adjusted EBITDA (\$M)	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
2018A	\$0.1	\$1.4	\$0.9	\$1.0	\$3.4	66.0x
2019A	\$1.1	\$1.4	\$2.1	\$1.9	\$6.5	34.5x
2020E	\$1.5	\$2.3	\$3.5	\$4.6	\$11.9	18.9x
2021E	\$3.2	\$3.5	-	-	-	-

Source: Company reports; Bloomberg; LBS.

## H2O Innovation Inc. (HEO-V)

Rating: **Not Rated** – Target: **\$N/A**; Price: **\$2.51**

Co-founder, CEO and President, Frédéric Dugré, shared with us H2O's 20-year history and his vision for how the company can address the global issue of water contamination while taking part in industry consolidation.

- **"Intimacy" in customer relationships.** Given long lead times to build and establish relationships, there is a certain level of "intimacy" and trust that is required. H2O has been able to harness that, with both its municipal end market (60% of the mix) and industrial clients (40% of the mix).
- **US\$4–\$5B of addressable market, largely in Canada and the U.S.** Globally, 1.8M people die from water pollution annually, according to the Lancet Commission on Pollution and Health. Examples such as water contamination in Flint, Michigan, hit close to home. Significant opportunities exist in North America due to decaying water systems. H2O can provide its membrane filtration technology and is moving more into recycling waste-water opportunities.
- **Doubling of revenue and 11% EBITDA margins in 3-years' time.** A significant portion of growth is expected to stem from M&A, without dilution. The pipeline of target is sitting close to 30, at this point in time. With tuck-ins averaging \$10–\$20M in purchase price, investors can likely expect 3–4 acquisitions over the next three years. Average purchase price multiples stand at 5–9x (excluding potential synergies).

## Company Profile

Héroux Devtek Inc. specializes in the design, development, manufacture, repair, and overhaul of systems and components for the Aerospace sector. The company is one of the largest landing gear firms in the world supplying both the commercial and defence sectors. The firm's head office is located in Longueuil, Quebec.

## Market and Company Data

Ticker	HRX-T	Shares O/S (M)	36.2
Rating	Buy	Market Cap (M)	\$596.0
Risk	Medium	Float O/S (M)	88.1%
Price	\$16.46	Float Value (M)	\$525.1
1-Yr Target	\$20.00	Avg Daily Volume	46,557
Dividend	n/a	Enterprise Value (M)	\$783.2
1-Yr ROR	21.5%	Control Blocks:	
52 Wk High-Low	\$21.50- \$8.56	Manag & Dir:	11.9%
BVPS	\$9.80	Next Reporting	May-21
Valuation	10.5x EBITDA (2022)	Year End	Mar-31

Adj. EPS (FD)	Q1	Q2	Q3	Q4	Annual	P/E
F2019A	\$0.10	\$0.12	\$0.26	\$0.36	\$0.84	19.7x
F2020A	\$0.18	\$0.18	\$0.24	\$0.38	\$0.97	16.9x
F2021E	\$0.09	\$0.17	\$0.24	\$0.28	\$0.59	27.9x
F2022E	\$0.21	\$0.21	\$0.30	\$0.32	\$1.05	15.7x

Adjusted EBITDA (\$M)	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
F2019A	\$12.2	\$13.2	\$22.9	\$25.9	\$74.2	10.6x
F2020A	\$21.5	\$21.5	\$24.6	\$28.6	\$96.2	8.1x
F2021E	\$18.4	\$21.2	\$23.7	\$23.9	\$87.2	9.0x
F2022E	\$20.3	\$20.2	\$23.6	\$24.3	\$88.6	8.8x

Source: Company reports; Bloomberg; LBS.

## Héroux Devtek Inc. (HRX-T)

Rating: **Buy** – Target: **\$20.00**; Price: **\$16.46**

*Mona Nazir, Industrials Analyst*

CFO, Stephane Arsenault, and Corporate Controller, Patrick Gagnon, joined a fireside chat to discuss how the company has generated positive CF throughout the pandemic, its pivot to defence and key end markets.

- **High degree of uncertainty in predicting end market ebbs and flows on a quarterly basis, but a plethora of key end market indicators exist.** Key indicators that may be useful for investors include Boeing and Airbus backlogs, OEM production rates, the 20-year long term market outlook for Boeing (40,000 aircraft expected over 20 years), defence budgets and new programs (i.e. new fighter jet in Iraq).
- **Well-positioned for M&A.** With stellar financial performance throughout the pandemic, despite its 100% aerospace exposure, HRX is well-positioned for acquisition growth. Currently, the focus is to remain in key product categories, including landing gear and/or actuation systems. Management has studied over 300 targets. One area that stands out as complementary, is the single-aisle aircraft market.
- **Strong corporate culture.** HRX's strong, jovial culture is apparent and the team is very much united. Management is constantly looking to improve margin profile by reducing parts costs, eliminating unprofitable business, and employing cross-selling initiatives (HRX on Boeing's preferred supplier list).





## Company Profile

IBI is a leading, international, multi-disciplinary provider of a broad range of professional services focused on the physical development of cities with over 2,900 employees in 76 offices around the world. IBI focuses on four main segments of development: Urban Land, Facilities, Transportation and Systems. The professional services provided by IBI include planning, design, implementation, analysis of operations and other consulting services related to these four main areas of development.

## Market and Company Data

<b>Ticker</b>	IBG-T	<b>Shares O/S (M)</b>	37.8
<b>Rating</b>	Buy	<b>Market Cap* (M)</b>	\$411.7
<b>Risk</b>	Medium	<b>Float O/S (M)</b>	24.2
<b>Price</b>	\$10.88	<b>Float Value (M)</b>	\$263.5
<b>1-Yr Target</b>	\$12.50	<b>Avg Daily Volume (K)</b>	46.1
<b>Dividend</b>	\$0.00	<b>Enterprise Value (M)</b>	\$480.7
<b>Yield (%)</b>	0.0%	<b>Control Blocks:</b>	
<b>1-Yr ROR</b>	14.9%	Manag & Dir	36%
<b>52 Wk High-Low</b>	\$10.90 - \$3.66	<b>Net Debt/Cap</b>	63%
<b>BVPS</b>	\$1.67	<b>Next Reporting</b>	May-21
<b>Valuation</b>	8x EV/EBITDA (2022)		
<b>Year End</b>	31-Dec		

Adjusted EPS							
	Q1	Q2	Q3	Q4	Annual		P/E
2018A	\$0.11	A \$0.08	A \$0.13	A \$0.06	A \$0.38	28.9x	
2019A	\$0.14	A \$0.15	A \$0.18	A \$0.03	A \$0.49	22.3x	
2020A	\$0.19	A \$0.16	A \$0.16	A \$0.01	A \$0.51	21.3x	
2021E	\$0.14	E \$0.22	E \$0.16	E \$0.15	E \$0.67	16.2x	
2022E					\$0.72	15.0x	

Adjusted EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2018A	9.1	A 9.1	A 10.2	A 8.2	A 36.6	13.1x	
2019A	10.7	A 12.2	A 12.3	A 6.8	A 42.0	11.4x	
2020A	10.4	A 13.1	A 12.7	A 10.6	A 46.9	10.2x	
2021E	15.6	E 19.3	E 16.4	E 15.7	E 67.1	7.2x	
2022E					68.6	7.0x	

Source: Company reports; Bloomberg; LBS.

## IBI Group Inc. (IBG-T)

Rating: **Buy** – Target: **\$12.50**; Price: **\$10.88**

*Mona Nazir, Industrials Analyst*

CEO, Scott Stewart, joined our panel, “Building Blocks of Our Communities”. Out of our coverage universe, IBI has seen the most stock price appreciation from its 52-week low. Upside exists via its Technology arm.

- **Intelligence and technology inherent in IBI's 30-year history.** Technology has seemingly become a focus area for E&C companies over the last 12–18 months; however, it has been part of IBI's DNA for over 30 years. While its Intelligence arm has largely operated as a stand-alone entity, management referenced changes in the engineering and consulting business model due to technology development. By capitalizing on this symbiotic relationship, IBI expects to double its Intelligence revenue according to its five-year plan.
- **Strong design coupled with constant innovation.** Despite operating in an industry that is typically not characterized by rapid change or constant innovation, Mr. Stewart stated that his vision for the company over the next 5–10 years is for continued growth, innovation, and a “need to pivot.” Strength lies in its strong design capability and employees, constructing buildings across Canada, the U.S, Europe, and internationally.

## Company Profile

Russel Metals is a metals distribution and processing company, focused on steel products. The Company operates through three segments: metals service centers, energy products and steel distributors. Processing and distribution services are provided to a base of over 35,000 end customers via a network of 140 locations across North America. Product variety carried by Russel varies in size, shape and specifications and includes carbon hot rolled and cold finished steel, pipe and tubular products, stainless steel, aluminum and other non-ferrous specialty metals.

## Market and Company Data

<b>Ticker</b>	RUS-T	<b>Shares O/S (M)</b>	62.2
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$1,704
<b>Risk</b>	Medium	<b>Float O/S (M)</b>	61.4
<b>Price</b>	\$27.41	<b>Float Value (M)</b>	\$2,556.6
<b>1-Yr Target</b>	\$28.00	<b>Avg Daily Volume (K)</b>	288.6
<b>Dividend</b>	\$1.52	<b>Enterprise Value (M)*</b>	\$1,972
<b>Yield (%)</b>	5.5%	<b>Net Debt/Cap</b>	22.3%
<b>1-Yr ROR</b>	7.7%	<b>Next Reporting</b>	May-21
<b>52 Wk High-Low</b>	\$27.59-\$13.20	<b>Year End</b>	31-Dec
<b>BVPS</b>	\$13.91		
<b>Valuation</b>	9.5x EV/EBITDA (2021)		

Diluted EPS							
	Q1	Q2	Q3	Q4	Annual		P/E
2019A	\$0.55	A \$0.50	A \$0.29	A -\$0.11	A \$1.23	22.3 x	
2020A	\$0.17	A \$0.07	A \$0.29	A -\$0.14	A \$0.39	69.6 x	
2021E	\$0.47	E \$0.40	E \$0.30	E \$0.26	E \$1.42	19.3 x	
2022E					\$1.37	20.0 x	

Adjusted EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2019A	\$71.9	A \$64.8	A \$48.7	A \$17.6	A \$203.0	9.7 x	
2020A	\$39.2	A \$31.5	A \$47.7	A \$40.6	A \$159.0	12.4 x	
2021E	\$61.4	E \$56.6	E \$48.5	E \$45.6	E \$212.0	9.3 x	
2022E					\$212.3	9.3 x	

Source: Company reports; Thomson Eikon; LBS.

## Russel Metals Inc. (RUS-T)

Rating: **Buy** – Target: **\$28.00**; Price: **\$27.41**

*Mona Nazir, Industrials Analyst*

John Reid, President and CEO, joined us in a fireside chat to discuss macro demand drivers, Russel's drive to growth — M&A and margin expansion, and ESG.

- **What is driving strong pricing environment.** In addition to iron ore supply-side issues, increased or pent-up demand in China and other emerging markets and infrastructure stimulus spending, restrictions on scrap steel have driven up the price of steel. Tailwinds are not expected to subside in the near-term, with gross profit margins expanding 200–400bps+ into H1/2021.
- **Highly transactional business — end market fragmented.** Due to the nature of the metals distribution industry, operations are highly transactional. Russel has over 40,000 customers, with no customer equating to more than 3% of the top-line mix. The U.S. market presents the most significant growth opportunity. Looking at its most recent acquisition of Sanborn, there was a relationship in place as Sanborn was a customer of Russel's. The owner was at a retirement age with no succession plan in place, and the facility was 25 miles from RUS's Milwaukee facility with an opportunity to increase the value-add service offering. Russel is to remain highly disciplined in its M&A strategy.







## Company Profile

SNC-Lavalin (SNC) is one of the leading engineering and construction companies in the world and the largest E&C firm in Canada. The company provides engineering and construction expertise, operations and maintenance services, as well as investments in infrastructure concessions.

## Market and Company Data

Ticker	SNC-T				Shares O/S (M)	176
Rating	Buy				Market Cap (M)	4,759
Risk	Medium				Float O/S (M)	175
Price	\$27.11				Float Value (M)	4,756
1-Yr Target	\$31.50				Avg Daily Volume (K)	480
Dividend	\$0.08				Enterprise Value (M)	5,882
1-Yr ROR	16.5%				Control Blocks:	
52 Wk High-Low	\$29.72 - \$17.50				Manag & Dir	0.1%
BVPS	\$14.63				Next Reporting	May-21
Valuation	Sum-of-the-Parts				Year End	Dec. 31
PS&PM EPS	Q1	Q2	Q3	Q4	Annual	
2019A	(\$0.08) A	(\$1.71) A	\$0.41 A	\$0.45 A	(\$0.93)	
2020A	(\$0.02) A	(\$0.22) A	(\$0.33) A	(\$1.53) A	(\$2.10)	
2021E	\$0.40 E	\$0.39 E	\$0.39 E	\$0.45 E	\$1.63	
2022E					\$1.70	
PS&PM Adjusted EBITDA (\$M)						
2019A	\$79 A	(\$152) A	\$185 A	\$167 A	\$279	
2020A	\$85 A	\$40 A	\$73 A	(\$282) A	(\$85)	
2021E	\$162 E	\$156 E	\$159 E	\$171 E	\$647	
2022E					\$655	
Cons. EPS	Q1	Q2	Q3	Q4	Annual	P/E
2019A	\$0.34 A	(\$1.34) A	\$0.71 A	\$0.56 A	\$0.28	98.3x
2020A	\$0.15 A	(\$0.18) A	(\$0.19) A	(\$1.34) A	(\$1.56)	-17.4x
2021E	\$0.47 E	\$0.45 E	\$0.52 E	\$0.57 E	\$2.00	13.5x
2022E					\$2.21	12.3x
Adjusted EBITDA (\$M)						EV/EBITDA
2019A	\$137 A	(\$89) A	\$225 A	\$193 A	\$465	12.7x
2020A	\$120 A	\$51 A	\$103 A	(\$245) A	\$29	206.1x
2021E	\$174 E	\$169 E	\$183 E	\$193 E	\$719	8.2x
2022E					\$752	7.8x
Source: Company reports; Bloomberg; LBS.						

Source: Company reports; Bloomberg; LBS.

## SNC-Lavalin Group Inc. (SNC-T)

Rating: **Buy** – Target: **\$31.50**; Price: **\$27.11**

*Mona Nazir, Industrials Analyst*

Jeff Bell, CFO, and Phil Hoare, based out of the U.K. and Head of EDPM, joined us in our panel, “Building Blocks of Our Communities”.

- **Number of high-growth areas.** With the planned US\$2T in infrastructure spending south of the border, SNC is anticipating growth from this key focus market. Other verticals where the company is seeing increased demand include the nuclear side and the renewable energy space. In spite of end-market challenges as a result of COVID, Atkin's performance has remained resilient throughout and expectations were set for organic growth to be in the order of “GDP++” within Atkins. Public sector spending remains a good indicator for business growth and increases have driven upticks in the backlog.
- **As de-risking continues, investors can expect the M&A tap to turn back on.** As SNC continues to re-shift the model and the inherent risk reduces with the return to positive cash flow, investors can expect a return to M&A. Management is expected to roll out a broad strategic plan later this year. Technology was already cited as a key investment and focus area. Furthermore, with greater stimulus spending and the U.S. being identified as a key market, we could see acquisition activity south of the border, along with small and medium-size transactions in core U.K. end markets.

## Company Profile

Stantec provides professional consulting services in planning, engineering, architecture, interior design, landscape architecture, surveying, environmental sciences, project management, and project economics for infrastructure and facilities projects. The company offers its services to public and private sector clients in a diverse range of markets. Stantec has 22,000 employees operating and more than 380 offices in North America, Europe, Asia, South America and Africa.

## Market and Company Data

<b>Ticker</b>	STN-T	<b>Shares O/S (M)</b>	112.4			
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$6,446			
<b>Risk</b>	Medium	<b>Float O/S (M)</b>	111.2			
<b>Price</b>	\$57.35	<b>Float Value (M)</b>	\$6,376			
<b>1-Yr Target</b>	\$56.00	<b>Avg Daily Volume (K)</b>	273.2			
<b>Dividend</b>	\$0.66	<b>Enterprise Value (M)</b>	\$6,842			
<b>Yield (%)</b>	1.2%					
<b>1-Yr ROR</b>	-1.2%	<b>Control Blocks:</b>				
<b>52 Wk High-Low</b>	\$57.44 - \$36.60	<b>Manag &amp; Dir</b>	1.1%			
<b>BVPS</b>	\$17.20					
<b>Valuation</b>	11x EV/EBITDA (2022)	<b>Net Debt/Cap</b>	18%			
<b>Year End</b>	31-Dec	<b>Next Reporting</b>	May-21			
<b>Adjusted EPS (FD)</b>						
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Annual</b>	<b>P/E</b>
2018A	\$0.42	A \$0.41	A \$0.44	A \$0.40	A \$1.82	31.6x
2019A	\$0.45	A \$0.50	A \$0.59	A \$0.47	A \$2.02	28.4x
2020A	\$0.49	A \$0.52	A \$0.62	A \$0.60	A \$2.22	25.8x
2021E	\$0.50	E \$0.54	E \$0.62	E \$0.66	E \$2.33	24.6x
2022E					\$2.71	21.1x
<b>Adjusted EBITDA (\$M)</b>						
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Annual</b>	<b>EV/EBITDA</b>
2018A	90.4	A 94.4	A 99.9	A 84.2	A 392.5	17.4x
2019A	127.1	A 145.4	A 159.1	A 142.8	A 574.4	11.9x
2020A	139.4	A 142.5	A 158.2	A 138.5	A 578.6	11.8x
2021E	140.2	E 141.0	E 148.1	E 152.1	E 581.4	11.8x
2022E					604.0	11.3x
* Note: Q4/18, F2019 and F2020 are based on continuing operations						
Source: Company reports; Bloomberg; LRS						

\* Note: Q4/18, F2019 and F2020 are based on continuing operations

Source: Company reports; Bloomberg; LBS.

## Stantec Inc. (STN-T)

Rating: **Buy** – Target: **\$56.00**; Price: **\$57.35**

*Mona Nazir, Industrials Analyst*

CEO and President, Gord Johnston, joined our panel discussion along with EVP Water, John Take.

- **ESG approach and metrics important criteria for all stakeholders.** While a firm's ESG score and strategy are not a consideration for general contractors, for pure-play consulting firms, it is increasingly important in project selection and client relationships. Mr. Take highlighted that, in a client meeting related to a specific water project, more than half of the allotted time was spent on Stantec's ESG initiative and evolution. With the company ranked Number 1 in North America by Corporate Knights and having a strong ESG rating across multiple rating agencies, we believe its positioning should yield results in regard to revenue generation and cross-selling opportunities.
- **“GDP++” organic growth and continued acquisition activity.** Regarding M&A, Stantec continues to target medium-size firms (under 1,000 employees) with M&A growth easily surpassing organic growth in a given year. Targeted geographies include Canada, the U.S. and the U.K., as well as Australia and New Zealand (focus on U.S./ U.K.). Organic growth in the historical low single-digit range is expected to increase to “GDP++” supported by strong federal funding initiatives.







## Company Profile

Stella-Jones Inc. is a leading North American producer and marketer of treated wood products, specializing in the production of pressure treated railway ties and timbers, as well as wood poles supplied to electrical utilities and telecommunications companies. It also treats and supplies marine and foundation pilings, construction timbers, highway guardrail posts and treated wood for bridges. Stella-Jones operates 34 plants across Canada and the U.S.

## Market and Company Data

Ticker	SJ-T	Shares O/S (M)	67.2
Rating	Buy	Market Cap (M)	\$3,413.2
Risk	Medium	Float O/S (M)	67.2
Price	\$50.81	Float Value (M)	\$3,413.2
1-Yr Target	\$56.50	Avg Daily Volume (K)	136.0
Dividend	\$0.72	Enterprise Value (M)	\$4,026.2
Yield (%)	1.42%	Net Debt/Cap	31%
1-Yr ROR	12.6%	Next Reporting	May-21
52 Wk High-Low	\$52.27 - \$30.32	Year End	31-Dec
BVPS	\$20.74		
Valuation	16x P/E (2022)		

Adj. EPS (FD)									
	Q1		Q2		Q3		Q4	Annual	P/E
2018A	\$0.33	A	\$0.69	A	\$0.66	A	\$0.30	A	\$1.98
2019A	\$0.43	A	\$0.76	A	\$0.78	A	\$0.41	A	\$2.37
2020A	\$0.42	A	\$1.02	A	\$1.18	A	\$0.51	A	\$3.12
2021E	\$0.56	E	\$1.09	E	\$1.09	E	\$0.58	E	\$3.32
2022E	\$0.61	E	\$1.14	E	\$1.14	E	\$0.62	E	\$3.52
2022E	\$0.61	E	\$1.14	E	\$1.14	E	\$0.62	E	\$3.52

Adjusted EBITDA (\$M)									
	Q1		Q2		Q3		Q4	Annual	EV/EBITDA
2018A	42.2	A	79.5	A	77.2	A	54.4	A	253.3
2019A	59.7	A	95.7	A	97.5	A	59.5	A	312.4
2020A	70.2	A	120.0	A	132.0	A	70.0	A	392.2
2021E	76.8	E	122.3	E	121.8	E	76.7	E	397.6
2022E	81.0	E	126.1	E	125.3	E	79.3	E	411.7

Source: Company reports; Bloomberg; LBS.

## Stella-Jones Inc. (SJ-T)

Rating: **Buy** – Target: **\$56.50**; Price: **\$50.81**

*Mona Nazir, Industrials Analyst*

Eric Vachon, CEO and President of SJ, joined us for a fireside chat discussing its end markets, indicators, M&A, and customer relationships.

- **M&A expected to be key top-line growth driver; US\$300-US\$400M in acquisitions.** While acquisition growth tempered over the last few years, investors can expect significant 15–20% top-line growth from acquisition activity in the coming years. Greater opportunities exist in the utility pole side based on the number of potential targets. With the acquisition of Kansas City Southern by CP, there may be an opportunity for SJ to purchase KCS's standalone tie manufacturing facility. From our internal notes SJ has had its eye on this facility for well over 5–7 years.
- **SJ's ability to service residential lumber customers during COVID pandemic should drive growth in 2021 and beyond.** Mr. Vachon is anticipating continued growth from residential lumber as a result of the company pulling all strings possible, throughout the last year, to satisfy end customer requests and skyrocketing demand. SJ is witnessing volume increases on the utility pole side and overall network safety should provide support in the tie segment. Furthermore, continued innovation, including wrapped utility poles and advances on the tie side, should put organic growth ahead of GDP.





## DIVERSIFIED TECHNOLOGY





## Company Profile

Montreal-based 5N Plus Inc. is a fully integrated primary / secondary leading refiner of commercial / ultra-high purity metals and compounds used in the pharmaceutical, electronic, industrial and solar markets. Its pending AZUR Space acquisition offers epitaxy IP, allowing VNP to grow its TAM to US\$1.5-3B, in part by entering the Wide Band-Gap Semiconductor market.

## Market and Company Data

<b>Ticker</b>	VNP-T	<b>Shares-basic O/S (M)</b>	88.0
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	88.7
<b>Risk</b>	High	<b>Market Cap (US\$M)</b>	\$322.3
<b>Price</b>	\$4.60	<b>Float O/S (M)</b>	50.2
<b>1-Yr Target</b>	\$5.50	<b>Avg Daily Volume (K)</b>	286.0
<b>Yield</b>	0.0%	<b>Enterprise Value (US\$M)</b>	\$411.1
<b>1-Yr ROR</b>	19.6%	<b>Cash (US\$M)</b>	\$1.3
<b>52 Wk High-Low</b>	\$5.01 - \$1.25	<b>Net Debt (US\$M)</b>	\$88.8
<b>Valuation</b>	10x 2022 EV/EBITDA	<b>Ownership</b>	
<b>Year End</b>	Dec. 31	<b>Manag. &amp; Dir.</b>	3%
<b>Next Reporting</b>	May-21	<b>Institutional</b>	52%
		<b>Net Debt/Total Cap</b>	37%

EPS (FD, US\$)							
	Q1	Q2	Q3	Q4	Annual		P/E
F2019A	\$0.00	A \$0.03	A \$0.01	A \$0.01	A \$0.06		65.6x
F2020A	\$0.01	A \$0.04	A \$0.04	A \$0.02	A \$0.10		35.3x
F2021E	\$0.04	\$0.04	\$0.04	\$0.04	\$0.16		22.2x
F2022E					\$0.21		17.7x

EBITDA (US\$ M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
F2019A	\$5.6	A \$5.9	A \$6.0	A \$4.5	A \$22.0		18.7x
F2020A	\$6.9	A \$7.6	A \$7.7	A \$6.5	A \$28.8		14.3x
F2021E	\$7.9	\$8.0	\$9.6	\$9.7	\$35.2		11.7x
F2022E					\$43.4		9.5x

Source: Company reports; Bloomberg; LBS estimates.

## 5N Plus Inc. (VNP-T)

Rating: **Buy** – Target: **\$5.50**; Price: **\$4.60**

Nick Agostino, *Diversified Technology Analyst*

Key takeaways from our fireside chat:

- **Clear targets.** VNP expects to see strong organic growth from its Electronic Materials (EM) segment, particularly in Aerospace/Satellite, Security, Sensing and Imaging. The company's advent in specialty semiconductors and launch of new products (e.g. INZBE3), within the aforementioned sub-segments, should drive 7-10% organic growth while yielding healthy margins with a long-term EM EBITDA margin target of 30%+; the Eco-Friendly EBITDA margin target stands at 20%+. VNP's goal is to become a top player in specialty semiconductors and a leader in specialty pharmaceuticals.
- **AZUR timing was ideal.** VNP disclosed it had been engaged in negotiations with AZUR for ~2 years and pressed ahead with the acquisition once valuation multiples became more normalized (VNP paid ~12x EBITDA, in-line with its trading multiple). The company believes the market/potential for epitaxy and wide band-gap semiconductors applications is in the early stages and set to thrive.
- **Moving away from the past.** VNP continues to significantly reduce its metals exposure, looks to exit certain sub-segments (Catalytic/Extractive and Industrial) and increase its higher margin specialty offerings — helping close the valuation gap to peers.

## Company Profile

Montreal-based Alithya Group Inc. offers IT services and consulting including Microsoft Solutions for ERP, CRM, business analytics and Azure; Oracle Cloud Solutions for EPM, ERP, EBS and business analytics, and Custom Solutions such as remote digital solutions, and system integration and development. Clients cover an array of sectors such as banking, insurance, energy, manufacturing, retail, communications, transportation, professional services, healthcare and government.

## Market and Company Data

<b>Ticker</b>	ALYA-T, ALYA-O	<b>Shares-basic O/S (M)</b>	58.2
<b>Rating</b>	n/a	<b>Shares-FD O/S (M)</b>	58.2
<b>Risk</b>	n/a	<b>Market Cap (US\$M)</b>	\$166.6
<b>Price</b>	\$2.86	<b>Float O/S (M)</b>	37.0
<b>1-Yr Target</b>	n/a	<b>Avg Daily Volume (K)</b>	118.8
<b>Yield</b>	n/a	<b>Enterprise Value (US\$M)</b>	\$229.0
<b>1-Yr ROR</b>	n/a	<b>Cash (US\$M)</b>	\$9.4
<b>52 Wk High-Low</b>	\$6.91 - \$2.00	<b>Net Debt (US\$M)</b>	\$62.5
<b>Valuation</b>	n/a	<b>Ownership</b>	
<b>Year End</b>	Mar-31	<b>Manag. &amp; Dir.</b>	36.4%
<b>Next Reporting</b>	Jun-21	<b>Institutional</b>	40.7%
		<b>Net Debt/Total Cap</b>	n/a

Sales (US\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/Sales
2019A	\$34.0	A \$33.1	A \$58.2	A \$72.6	A \$197.9		1.2x
2020A	\$72.2	A \$67.4	A \$66.3	A \$73.2	A \$279.0		0.8x
2021E	\$70.7	A \$68.4	A \$70.6	A			

EBITDA (US\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2019A	\$1.3	A \$2.8	A \$0.0	A \$1.1	A \$5.2		44.4x
2020A	\$2.3	A \$2.1	A \$2.4	A (\$1.0)	A \$5.8		39.8x
2021E	(\$0.0)	A (\$2.4)	A (\$0.5)	A			

Source: Company reports; LBS estimates

## Alithya Group Inc. (ALYA-T; ALYA-O)

Rating: **Not Rated** – Target: **N/A**; Price: **\$2.86**

Key takeaways from our fireside chat:

- **Digital transformation leads IT rebound.** With a 6.2% rebound in worldwide IT spending forecasted by Gartner for 2021, digital transformation is expected to be at the forefront of the recovery, following a -3.2% slump in 2020. Trends — including remote work, increased need for cybersecurity, big data/analytics and ML/AI — are forcing corporations of all sizes to utilize software to enhance internal processes such as ERP, supply chain, HR and the like, yielding growing demand for players such as ALYA.
- **R3D a good fit.** With its focus on high-end consulting and digital projects, R3D was the perfect addition to ALYA's product/service offering. The acquisition brings a minimum guaranteed backlog of \$600M over the next 10 years: an extremely uncommon but desirable feature in today's IT consultancy market. With a combined run-rate of \$400M, expected cost synergies and a healthy EBITDA margin contribution from R3D (12-14%), ALYA views this as a transformative deal.
- **More M&A on the way.** ALYA continues to scan the market for industry players failing to reach critical mass and aims to expand its service offering further through M&A (particularly SAP).





## Company Profile

Calian provides products, business services and solutions to a range of government, defense, and commercial customers. The company is segmented into four operating units: Advanced Technologies, Health, Learning and IT, offering services in healthcare, defence, training, cybersecurity, aerospace, engineering, and IT. Calian is active in M&A and currently has >4,400 employees.

## Market and Company Data

<b>Ticker</b>	CGY-T	<b>Shares-basic O/S (M)</b>	11.3
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	11.5
<b>Risk</b>	Medium	<b>Market Cap (\$M)</b>	\$678.0
<b>Price</b>	\$58.75	<b>Float O/S (M)</b>	11.2
<b>1-Yr Target</b>	\$72.50	<b>Avg Daily Volume (K)</b>	25.8
<b>Dividend</b>	\$1.12	<b>Enterprise Value (\$M)</b>	\$630.9
<b>1-Yr ROR</b>	25.3%	<b>Cash (\$M)</b>	\$87.1
<b>52 Wk High-Low</b>	\$71.91-\$40.12	<b>Net Debt (\$M)</b>	-\$47.1
<b>Valuation</b>	12.5x 2022E EBITDA	<b>Ownership</b>	
<b>Year End</b>	Sept 30	<b>Mgmt., Dir. &amp; Insiders</b>	0.9%
<b>Next Reporting</b>	May-21	<b>Institutional</b>	47.8%
		<b>Net Debt/Total Cap</b>	-14.2%

Adjusted EPS FD							
	Q1	Q2	Q3	Q4	Annual		P/E
2019	\$0.48	A \$0.49	A \$0.54	A \$0.73	A \$2.41		24.4x
2020	\$0.67	A \$0.76	A \$0.58	A \$0.59	A \$2.59		22.7x
2021E	\$0.69	A \$0.82	E \$0.78	E \$0.85	E \$2.95		19.9x
2022E	\$0.91	E \$1.05	E \$0.99	E \$1.07	E \$4.03		14.6x

Adj. EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2019	\$5.7	A \$6.6	A \$6.7	A \$8.1	A \$27.1		10.0x
2020	\$8.4	A \$10.2	A \$9.0	A \$9.2	A \$36.8		14.3x
2021E	\$10.4	A \$12.2	E \$12.6	E \$13.4	E \$48.6		12.0x
2022E	\$13.7	E \$15.7	E \$14.8	E \$16.0	E \$60.1		9.4x

Source: Company reports; LBS estimates

## Calian Group Ltd. (CGY-T)

Rating: **Buy** – Target: **\$72.50**; Price: **\$58.75**

Nick Agostino, *Diversified Technology Analyst*

Key takeaways from our fireside chat:

- **Diversity remains a key strength.** CGY continues to see promising growth prospects from all four segments, including: (i) opportunities with MDA and 5G rollouts, alongside expansion into the U.S. and Europe in Advanced Technologies; (ii) continuing PSP program expansion in the U.S. and Europe in Health; (iii) pandemic-driven demand from municipalities, provinces, and corporations for Learning solutions, and; (iv) growth in the Canadian mid-market and cybersecurity opportunities in IT. We believe the convergence of different business segments in service delivery will further spotlight CGY's diversity.
- **M&A playbook continues to evolve.** CGY continues to remain on the lookout for lucrative M&A opportunities, potentially at a transformative scale, with ideal target characteristics including: (i) a solid financial track record; (ii) a strategic fit with CGY's vision, and; (iii) a cultural fit. We note the company does not have any particular segment preference when it comes to acquisition plans.
- **Entry into new customer-led markets.** CGY's continuing geographical expansion into Europe and the U.S. is being driven by existing customers requesting the company's expertise in these regions.

## Company Profile

CloudMD Software & Services Inc. is a Vancouver-based provider of longitudinal medical services through its network of 14 family, specialist and rehabilitation Clinic Services and 2 Pharmacies located throughout B.C., Ontario and the U.S. DOC is supported by a growing digital technology suite encompassing SaaS Digital Services and Enterprise Health Solutions.

## Market and Company Data

<b>Ticker</b>	DOC-V	<b>Shares-basic O/S (M)</b>	212.7
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	238.5
<b>Risk</b>	High	<b>Market Cap (\$M)</b>	\$457.3
<b>Price</b>	\$2.15	<b>Float O/S (M)</b>	202.7
<b>1-Yr Target</b>	\$5.00	<b>Avg Daily Volume (K)</b>	1,845.1
<b>Yield</b>	0.0%	<b>Enterprise Value (\$M)</b>	\$434.7
<b>1-Yr ROR</b>	132.6%	<b>Cash (\$M)</b>	\$29.1
<b>52 Wk High-Low</b>	\$3.25 - \$1.68	<b>Net Debt (\$M)</b>	-\$22.6
<b>Valuation</b>	7x 2022 EV/Sales	<b>Ownership</b>	
<b>Year End</b>	Dec-31	<b>Mgmt., Dir. &amp; Insiders</b>	4.7%
<b>Next Reporting</b>	Apr-21	<b>Institutional</b>	n/a
		<b>Net Debt/Total Cap</b>	n/a

Sales (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/Sales
2019A	\$1.1	A \$1.1	A \$2.2	A \$2.4	A \$6.8		64.2x
2020E	\$3.1	A \$2.8	A \$3.4	A \$5.2	A \$14.4		30.2x
2021E	\$9.0	\$18.8	\$32.1	\$32.2	\$92.2		4.7x
2022E					\$153.8		2.8x

EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2019A	(\$0.9)	A (\$0.4)	A (\$0.1)	A (\$0.3)	A (\$1.7)		n/a
2020E	(\$0.9)	A (\$1.0)	A (\$1.4)	A (\$1.0)	A (\$4.3)		n/a
2021E	(\$0.5)	\$0.4	\$2.0	\$1.8	\$3.8		114.8x
2022E					\$13.8		31.5x

Source: Company reports; LBS estimates

## CloudMD Software & Services Inc. (DOC-V)

Rating: **Buy** – Target: **\$5.00**; Price: **\$2.15**

Nick Agostino, *Diversified Technology Analyst*

Key takeaways from our healthcare panel discussion:

- **Patient data monetization could become viable.** While DOC recognizes the extremely sensitive nature of patient data, the company believes that if the power resides in the hands of the patient and they are able to extract value out of the process, this could allow data monetization to become a reality. This could, in turn, lead to better health outcomes, for instance by providing employers valuable data to shape their employee benefits programs.
- **Tech will drive additions to comprehensive care.** As DOC continues to build a continuity of care model, it is of the view that technological improvements will only serve the company better in providing a unified, holistic solution. DOC also highlighted that, following its observations from the pandemic, the fragmented healthcare delivery model will struggle to exist as the balance of power shifts to the patient.
- **Telehealth will become a permanent piece in triaging.** DOC believes the quick adoption of telehealth will only persist in the long-run, with positive virtual experiences for patients only spurring demand for a hybrid care model, going forward.





## Company Profile

Converge Technology Solutions Corp. is a North American IT Solution Provider focused on delivering industry leading solutions and services. CTS provides advanced analytics, cloud, cybersecurity, and managed services offerings to clients across various industries. The company supports these solutions with talent expertise and digital infrastructure offerings across all major IT vendors in the marketplace.

## Market and Company Data

Ticker	CTS-T	Shares-basic O/S (M)	155.4
Rating	Buy	Shares-FD O/S (M)	167.0
Risk	Medium	Market Cap (\$M)	\$826.7
Price	\$5.32	Float O/S (M)	121.1
1-Yr Target	\$8.25	Avg Daily Volume (K)	648.6
Yield	N/A	Enterprise Value (\$M)	\$914.0
1-Yr ROR	50.4%	Cash (\$M)	\$113.5
52 Wk High-Low	\$6.80-\$0.75	Net Debt (\$M)	\$87.3
Valuation	9x 2022E EBITDA	Ownership	
Year End	Dec-31	Mgmt., Dir. & Insiders	13.7%
Next Reporting	May-21	Institutional	12.2%
		Net Debt/Total Cap	30.5%

Adjusted EPS (FD)							
	Q1	Q2	Q3	Q4	Annual		P/E
2019A	\$0.03 A	(\$0.02) A	(\$0.03) A	(\$0.00) A	(\$0.03)		N/A
2020A	(\$0.01) A	(\$0.01) A	\$0.03 A	\$0.03 A	\$0.25		21.2x
2021E	\$0.06	\$0.05	\$0.09	\$0.14	\$0.34		15.7x
2022E	\$0.11	\$0.08	\$0.13	\$0.22	\$0.54		9.9x

Adj. EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2019A	\$8.5 A	\$5.5 A	\$5.8 A	\$11.8 A	\$31.6		10.1x
2020A	\$11.0 A	\$11.7 A	\$14.6 A	\$23.4 A	\$60.5		11.1x
2021E	\$20.7	\$20.6	\$28.6	\$39.1	\$108.9		7.9x
2022E	\$32.2	\$28.3	\$37.4	\$55.4	\$153.2		5.0x

Source: Company reports; LBS estimates

## Converge Technology Solutions Corp. (CTS-T)

Rating: **Buy** – Target: **\$8.25**; Price: **\$5.32**

Nick Agostino, Diversified Technology Analyst

Key takeaways from our fireside chat:

- **Plans to become an industry leader.** Alongside 4-6 acquisitions annually in North America, CTS is eyeing a pan-European presence, expected to start in Q2. The company sees a lot of white space within the Germany and U.K. markets, and is willing to pay ~6x EBITDA to establish a strong base (vs. 5x average in N.A.). Following this, it is eyeing a \$5B overall revenue run-rate, annually, once the European network reaches significant scale. Management also indicated plans to penetrate the APAC market once the macro environment stabilizes.
- **Mid-market ITSP space thriving.** Alongside an expected IT spending rebound in 2021, OEM's and vendors are increasingly relying on ITSP's to assist with execution within the mid-market, with notable names, such as IBM, moving away from direct sales within the space.
- **IBM partnership will be key to 2021 growth.** CTS saw an impressive 23% organic growth with its IBM partnership in 2020, despite pandemic headwinds. The company is well-positioned to take advantage of its strong partnership with IBM in 2021, with a significant number of implementations related to IBM software expected to come online in the second half of the year — potentially driving similar growth YoY to that witnessed in 2020.

## Company Profile

Toronto-based Docebo Inc. offers clients an e-learning platform for their employees, partners and customers through its proprietary, SaaS-based Docebo Learning Management System (LMS) and five supporting modules. DCBO heavily leverages AI to generate course content, track user progress and provide advanced reporting. Docebo's LMS suite is targeted towards both SME's and enterprise-sized companies alike, spanning multiple industries.

## Market and Company Data

Ticker	DCBO-T; DCBO-O	Shares-basic O/S (M)	32.7
Rating	Buy	Shares-FD O/S (M)	34.2
Risk	High	Market Cap (US\$M)	\$1,551.8
Price	\$59.87	Float O/S (M)	16.8
1-Yr Target	\$80.00	Avg Daily Volume (K)	108.8
Yield	0.0%	Enterprise Value (US\$M)	\$1,338.6
1-Yr ROR	33.6%	Cash (US\$M)	\$219.7
52 Wk High-Low	\$86.64 - \$14.45	Net Debt (US\$M)	-\$213.2
Valuation	15x 2022 EV/Sales	Ownership	
Year End	Dec-31	Manag. & Dir.	48.6%
Next Reporting	May-21	Institutional	33.8%
		Net Debt/Total Cap	n/a

Sales (US\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/Sales
2018A	\$5.7 A	\$6.4 A	\$6.9 A	\$8.0 A	\$27.1		49.4x
2019A	\$8.6 A	\$9.9 A	\$10.6 A	\$12.3 A	\$41.4		32.3x
2020A	\$13.5 A	\$14.5 A	\$16.1 A	\$18.8 A	\$62.9		21.3x
2021E	\$20.0	\$21.9	\$24.3	\$26.7	\$92.8		14.4x
2022E					\$126.2		10.6x

EBITDA (US\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2018A	(\$2.0) A	(\$2.2) A	(\$1.4) A	(\$2.1) A	(\$7.8)		n/a
2019A	(\$1.6) A	(\$1.6) A	(\$1.4) A	(\$1.0) A	(\$5.6)		n/a
2020A	(\$2.4) A	(\$0.9) A	\$0.6 A	\$0.5 A	(\$2.2)		n/a
2021E	(\$1.1)	(\$0.7)	(\$0.1)	\$1.0	(\$0.8)		n/a
2022E					\$8.2		163.1x

Source: Company reports; LBS estimates

## Docebo Inc. (DCBO-T, DCBO-O)

Rating: **Buy** – Target: **\$80.00**; Price: **\$59.87**

Nick Agostino, Diversified Technology Analyst

Key takeaways from our fireside chat:

- **Pandemic only heightened product importance.** Despite fears of corporate budget contractions potentially leading to companies seeking all-in-one HCM solutions, DCBO continues to see increasing interest for its learning product, mainly owing to: (i) decentralization of learning out of HR into operational groups, and; (ii) opportunities to incorporate AI in automating the learning environment. The company is also witnessing a recovery from SMB clients, particularly in the U.S., after a relative lull in the last year.
- **Building a comprehensive platform.** Management disclosed that, following its soft launch in late March, DCBO's Shape platform continues to receive strong interest, with its Go1 partnership and eventual launch of its proprietary learning analytics tool expected to augment growth, long-term, and create a one-stop learning platform.
- **Margins trending in the right direction.** While DCBO is well-positioned to capitalize on available growth opportunities, the company's favourable CAC ratio, steady growth in average contract value (ACV), and prudent cost management approach, should continue to drive EBITDA margins improvement, despite a planned increase in S&M for outbound sales.







## Company Profile

Montreal-based Dialogue offers a digital healthcare and wellness platform, providing on-demand access to medical care through a one-stop 24/7 healthcare hub focused on physical, mental and wellness issues and provides EAP and OHS services. The service is private pay, through employers and organizations. Dialogue has direct relationships with >2,000 customers in Canada and Germany, with >50k customers served through partnerships. As of Jan. 2021, ~2.5M Canadians have access to its virtual platform.

## Market and Company Data

<b>Ticker</b>	CARE-T	<b>Shares-basic O/S (M)</b>	64.9
<b>Rating</b>	n/a	<b>Shares-FD O/S (M)</b>	71.0
<b>Risk</b>	n/a	<b>Market Cap (\$M)</b>	\$1,156.8
<b>Price</b>	\$17.83	<b>Float O/S (M)</b>	51.3
<b>1-Yr Target</b>	n/a	<b>Avg Daily Volume (K)</b>	473.8
<b>Yield</b>	n/a	<b>Enterprise Value (\$M)</b>	\$1,025.6
<b>1-Yr ROR</b>	n/a	<b>Cash (\$M)</b>	\$133.0
<b>52 Wk High-Low</b>	\$20.35 - \$14.01	<b>Net Debt (\$M)</b>	-\$131.1
<b>Valuation</b>	n/a	<b>Ownership</b>	
<b>Year End</b>	Dec-31	<b>Mgmt, Dir. &amp; Insiders</b>	20.9%
<b>Next Reporting</b>	May-21	<b>Institutional</b>	27.4%
		<b>Net Debt/Total Cap</b>	n/a

Sales (\$M)							
	Q1	Q2	Q3	Q4	Annual	EV/Sales	
2018A	n/a	n/a	n/a	n/a	\$4.0	256.4x	
2019A	\$1.7	\$2.1	\$3.0	\$3.2	\$10.1	101.6x	
2020A	\$3.6	\$10.9	\$7.8	\$13.5	\$35.8	28.6x	

EBITDA (\$M)							
	Q1	Q2	Q3	Q4	Annual	EV/EBITDA	
2018A	n/a	n/a	n/a	n/a	(\$9.4)	n/a	
2019A	n/a	n/a	n/a	n/a	(\$10.8)	n/a	
2020A	n/a	n/a	n/a	n/a	(\$18.1)	n/a	

Source: Company reports; LBS estimates

## Dialogue Health Technologies Inc. (CARE-T)

Rating: **Not Rated** – Target: **N/A**; Price: **\$17.83**

Key takeaways from our healthcare panel discussion:

- **Building the right relationships.** While organic growth remains critically important to CARE's success, the company's ability to add new products and services through M&A at reasonable multiples is noteworthy. The company highlighted its process of building strong relationships with its four acquired companies to better assess strategic and cultural fit. Through such relationships, it was able to close all its acquisitions at fair multiples.
- **National licensing could become a reality.** While healthcare providers are currently allowed to provide services within their licensed jurisdictions, CARE believes national licensing — particularly as it pertains to telemedicine provisions — could become an important feature of the Canadian landscape in the future and play a key part in addressing physician shortages in critical situations.
- **Lots of greenfield in healthcare.** While the company acknowledges the threat posed by Amazon's potential entry into the B2B space, with the launch of its Amazon Care service later in 2021, CARE believes the Canadian healthcare landscape is still ripe for disruption and opportunities remain aplenty to accommodate multiple players.

## Company Profile

Founded in 1984, Kinaxis Inc. is a supplier of cloud-based subscription software, RapidResponse®, which provides end-to-end visibility, planning, and co-ordination of supply chain networks. The company is headquartered in Ottawa, ON, with satellite/virtual offices in Chicago, Tokyo, Hong Kong and Eindhoven, and data hosting centers in APAC, Europe, U.S. and Canada.

## Market and Company Data

<b>Ticker</b>	KXS-T	<b>Shares-basic O/S (M)</b>	27.1
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	29.4
<b>Risk</b>	High	<b>Market Cap (US\$M)</b>	\$3,371.4
<b>Price</b>	\$156.37	<b>Float O/S (M)</b>	19.2
<b>1-Yr Target</b>	\$200.00	<b>Avg Daily Volume (K)</b>	128.6
<b>Yield</b>	0.0%	<b>Enterprise Value (US\$M)</b>	\$3,162.9
<b>1-Yr ROR</b>	27.9%	<b>Cash (US\$M)</b>	\$213.1
<b>52 Wk High-Low</b>	\$224.98 - \$116.36	<b>Net Debt (US\$M)</b>	-\$208.6
<b>Valuation</b>	13x 2022 EV/Sales	<b>Ownership</b>	
<b>Year End</b>	Dec-31	<b>Manag. &amp; Dir.</b>	29.2%
<b>Next Reporting</b>	May-21	<b>Institutional</b>	41.3%
		<b>Net Debt/Total Cap</b>	n/a

Sales (US\$M)							
	Q1	Q2	Q3	Q4	Annual	EV/Sales	
2019A	\$45.8	\$42.4	\$47.1	\$56.3	\$191.5	16.5x	
2020A	\$52.8	\$61.4	\$55.1	\$54.9	\$224.2	14.1x	
2021E	\$56.8	\$60.8	\$64.1	\$64.6	\$246.3	12.8x	
2022E					\$319.2	9.9x	

EBITDA (US\$M)							
	Q1	Q2	Q3	Q4	Annual	EV/EBITDA	
2019A	\$15.9	\$11.6	\$12.1	\$18.1	\$57.7	54.8x	
2020A	\$15.1	\$22.5	\$10.1	\$5.9	\$53.6	59.1x	
2021E	\$6.2	\$7.5	\$8.7	\$8.4	\$30.8	102.8x	
2022E					\$67.0	47.2x	

Source: Company reports; Bloomberg; CapIQ; LBS estimates.

## Kinaxis Inc. (KXS-T)

Rating: **Buy** – Target: **\$200.00**; Price: **\$156.37**

Nick Agostino, *Diversified Technology Analyst*

Key takeaways from our supply chain panel discussion:

- **From accuracy to agility.** The onset of the pandemic highlighted the need for agility in supply chains. KXS saw a considerable increase in the number of simulations being run on its software, with responsiveness touted as the core of supply chain survival. The company had to pre-package its solution to speed up its value proposition into a 12-week window through the launch of RapidValue, deemed critical in its clients' need for "rapid inoculation".
- **Focusing on collapsing cycle times.** KXS's primary focus remains on optimizing speed in detecting and correcting issues within supply chain planning. At this stage, M&A strategy holds secondary preference, with opportunities to further the collapsing of supply chain cycle times and enhance visibility, the primary goal for KXS.
- **Gaining interest in mid-market.** While traditionally KXS's RapidResponse solution has garnered interest mainly from the enterprise space, the company is increasingly noticing prospects within the mid-market segment, as companies of all sizes re-evaluate their supply chains in light of the pandemic. Management also mentioned the possibility of expanding KXS's solutions into the public cloud.





## Company Profile

MDF Commerce is a Montreal-based operator of e-business networks and a provider of e-commerce solutions. Its Unified Communication platform targets the e-commerce and supply chain industries, Strategic Sourcing focuses on government / private corporation procurement, and its online Marketplaces targets many market verticals (automotive, IT/telecom, electronics, wine and spirits, and jewelry).

## Market and Company Data

<b>Ticker</b>	MDF-T	<b>Shares O/S (M)</b>	28.4
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$332.7
<b>Risk</b>	High	<b>Float O/S (M)</b>	24.1
<b>Price</b>	\$11.72	<b>Float Value (M)</b>	\$282.8
<b>1-Yr Target</b>	\$20.00	<b>Avg Daily Volume (K)</b>	73.4
<b>Dividend</b>	\$0.00	<b>Enterprise Value (M)</b>	\$221.7
<b>1-Yr ROR</b>	70.6%	<b>Control Blocks:</b>	
<b>52 Wk High-Low</b>	\$16.90 - \$3.51	<b>Mgmt. % Dir</b>	15.0%
<b>Valuation</b>	4x EV/Sales (F2022/23E)	<b>Institutional</b>	36.0%
<b>BVPS</b>	\$6.60	<b>Net Debt/Cap</b>	-96.9%
<b>Year End</b>	Mar. 31	<b>Next Reporting</b>	Jun-21

Sales	Q1	Q2	Q3	Q4	Annual	EV/Sales
F2019A	\$21.1	A \$20.3	A \$20.9	A \$20.8	A \$83.1	2.7x
F2020A	\$20.2	A \$18.2	A \$18.1	A \$18.3	A \$74.9	3.0x
F2021E	\$20.5	A \$20.8	A \$21.4	A \$22.5	\$85.2	2.6x
F2022E					\$95.2	2.3x

Adjusted EBITDA (\$M)	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
F2019A	\$5.3	A \$6.7	A \$5.5	A \$5.0	A \$22.6	9.8x
F2020A	\$4.1	A \$4.1	A \$2.2	A (\$0.9)	A \$9.6	23.2x
F2021E	\$1.9	A \$2.4	A \$1.0	A \$0.9	\$6.2	36.0x
F2022E					\$5.8	38.0x

Source: Company reports; ThomsonONE; LBS estimates.

## mdf Commerce Inc. (MDF-T)

Rating: **Buy** – Target: **\$20.00**; Price: **\$11.72**

Nick Agostino, *Diversified Technology Analyst*

Key takeaways from our fireside chat:

- **E-grocery experience continues to evolve.** MDF believes the e-grocery experience has evolved away from just basic bulk item ordering and convenience shopping, with grocers looking to incorporate a social element for customers. The company has been involved in such projects lately, with its headless solution ideally-suited to adapt to client-specific requirements, and firmly believes the pickup in e-grocery (10.2% of total grocery sales in 2020 vs. 3.4% in 2019) is here to stay.
- **Supply chain activity picking up.** Following a low, seen in January (owing to a lag between procurement and delivery), consumption and inventory levels are coming back online on MDF's InterTrade platform. Although the company is witnessing significant churn in its supplier base, an influx of new customers is driving positive momentum in supply chain.
- **Infrastructure bill could boost strategic supply activity.** MDF is witnessing growth potential with its BidNet platform. The U.S. market continues to grow at ~25% (vs. growth in Canada at 4–5%), with the potential passing of the US\$2T infrastructure bill providing another tailwind near-term. Progress with NHS in the U.K., however, remains slow with the health service currently operating in emergency mode.

## Company Profile

Savaria Corporation offers a product line to assist the mobility challenged, targeting commercial/residential markets in North America and around the world. Operations are divided into three reporting segments: Accessibility (lifts), Adapted Vehicles (van conversions) and Patient Handling (medical products/equipment). Its recent Handicare acquisition along with Garaventa and Span give SIS a global platform and a leading product portfolio.

## Market and Company Data

<b>Ticker</b>	SIS-T	<b>Shares-basic O/S (M)</b>	63.8
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	65.8
<b>Risk</b>	Medium	<b>Market Cap (M)</b>	\$1,144.9
<b>Price</b>	\$17.95	<b>Float O/S (M)</b>	47.8
<b>1-Yr Target</b>	\$22.00	<b>Avg Daily Volume (K)</b>	189.8
<b>Yield</b>	2.7%	<b>Enterprise Value (M)</b>	\$1,471.2
<b>1-Yr ROR</b>	25.2%	<b>Cash (M)</b>	\$100.8
<b>52 Wk High-Low</b>	\$19.03 - \$10.68	<b>Net Debt (M)</b>	\$326.4
<b>Valuation</b>	13x 2022 EV/EBITDA	<b>Ownership</b>	
<b>Year End</b>	Dec-31	<b>Manag. &amp; Dir.</b>	25.0%
<b>Next Reporting</b>	May-21	<b>Institutional</b>	51.4%
		<b>Net Debt/Total Cap</b>	41.2%

EPS (FD)	Q1	Q2	Q3	Q4	Annual	P/E
2018A	\$0.10	A \$0.12	A \$0.12	A \$0.13	A \$0.48	37.6x
2019A	\$0.09	A \$0.15	A \$0.18	A \$0.20	A \$0.63	28.6x
2020A	\$0.11	A \$0.15	A \$0.18	A \$0.16	A \$0.60	29.8x
2021E	\$0.12	\$0.15	\$0.21	\$0.22	\$0.72	24.9x
2022E					\$0.85	21.1x

EBITDA (M)	Q1	Q2	Q3	Q4	Annual	EV/EBITDA
2018A	\$7.9	A \$10.1	A \$9.7	A \$13.1	A \$40.8	36.1x
2019A	\$10.4	A \$14.4	A \$15.7	A \$15.2	A \$55.6	26.4x
2020A	\$12.4	A \$14.5	A \$16.9	A \$16.0	A \$59.8	24.6x
2021E	\$17.0	\$23.6	\$28.7	\$30.6	\$100.0	14.7x
2022E					\$124.2	11.8x

Source: Company reports; Bloomberg; LBS estimates.

## Savaria Corporation (SIS-T)

Rating: **Buy** – Target: **\$22.00**; Price: **\$17.95**

Nick Agostino, *Diversified Technology Analyst*

Key takeaways from our fireside chat:

- **Infrastructure bill offers meaningful tailwind.** As indicated by SIS, with the number of seniors projected to grow by more than 40M, approximately doubling by 2025 in the U.S., the proposed Infrastructure Bill includes a US\$400B package to expand caretaking services nationally to deal with the surge in the ageing population. SIS believes this could potentially provide the company with significant tailwinds as it pertains to making buildings more accessible and installing patient handling equipment in care homes.
- **Patient Handling showing signs of improvement.** SIS saw positive momentum in March, particularly in long-term care settings in the U.S. This potentially bodes well for the company heading into Q2. Moreover, Handicare has also been able to attain large projects yet to be launched, where product installation is easier as compared to existing facilities with patients already located there.
- **Door open for further M&A.** SIS acknowledged that, out of precaution, it took on more funding than necessary to complete the Handicare acquisition, with \$100M currently available for further M&A. The company indicated smaller-scale tuck-ins could be coming soon.





## Company Profile

Founded in 1983, TECSYS Inc. develops, markets and sells enterprise-wide supply chain management (SCM) software for distribution, warehousing, and transportation logistics, targeting primarily the North American market. The offering is a single-source solution that combines proprietary software with third-party hardware. Key markets include healthcare, complex distribution, e-commerce and 3PL.

## Market and Company Data

<b>Ticker</b>	TCS-T	<b>Shares-basic O/S (M)</b>	14.5
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	15.2
<b>Risk</b>	High	<b>Market Cap (M)</b>	\$678.3
<b>Price</b>	\$46.89	<b>Float O/S (M)</b>	10.5
<b>1-Yr Target</b>	\$60.00	<b>Avg Daily Volume (K)</b>	35.6
<b>Yield</b>	0.5%	<b>Enterprise Value (M)</b>	\$650.6
<b>1-Yr ROR</b>	28.5%	<b>Cash (M)</b>	\$39.6
<b>52 Wk High-Low</b>	\$66.58 - \$18.76	<b>Net Debt (M)</b>	-\$27.6
<b>Valuation</b>	5.75x F2022/23 EV/Sales	<b>Ownership</b>	
<b>Year End</b>	Apr-30	<b>Manag. &amp; Dir.</b>	27.3%
<b>Next Reporting</b>	Jul-21	<b>Institutional</b>	43.9%
		<b>Net Debt/Total Cap</b>	n/a

Sales (FD)							
	Q1	Q2	Q3	Q4	Annual		P/E
2019A	\$16.3	A \$18.2	A \$18.8	A \$23.2	A \$76.4		8.5x
2020A	\$24.3	A \$26.0	A \$26.8	A \$27.8	A \$104.9		6.2x
2021E	\$28.1	A \$30.7	A \$31.9	A \$32.5	\$123.2		5.3x
2022E					\$138.3		4.7x

EBITDA (M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2019A	\$0.5	A \$1.8	A (\$0.1)	A \$0.6	A \$2.8		229.3x
2020A	\$2.0	A \$3.7	A \$2.7	A \$2.0	A \$10.4		62.6x
2021E	\$3.5	A \$4.8	A \$3.9	A \$3.6	\$15.9		41.0x
2022E					\$17.6		37.1x

Source: Company reports; Bloomberg; LBS estimates.

## TECSYS Inc. (TCS-T)

Rating: **Buy** – Target: **\$60.00**; Price: **\$46.89**

Nick Agostino, Diversified Technology Analyst

Key takeaways from our supply chain panel discussion:

- **Pandemic only sped up e-commerce adoption.** According to TCS, the proliferation of e-commerce during the pandemic (from 16% to ~30% of total retail sales) was a trend already in the works; only accelerated by COVID. TCS believes e-commerce will continue to re-engineer supply chains over the mid- to long-term, with the need for a shorter, more agile supply chain now becoming an important discussion point. TCS, itself, saw a noticeable boom in clients' e-commerce fulfilment, with players such as Columbia Sportswear, Sephora and Ubisoft shifting to e-commerce in the last year.
- **Opportunities for AI/ML integration remain.** TCS believes now is the perfect time to integrate AI/ML solutions within existing supply chains, aiding in narrowly defining problems and introducing further efficiencies within supply chains. We believe this will be a key focus area the company will build on in the foreseeable future.
- **Consolidation probably not a key factor for now.** Management indicated consolidation within the supply chain software industry will remain neutral in the medium-term owing to: (i) plenty of greenfield growth still available to players, and; (ii) differences in clients' preferences in directly influencing their supply chain experience.

## Company Profile

Descartes offers a complete SaaS platform serving logistics-intensive industries. Its solutions help businesses optimize and automate various processes including planning, routing, scheduling and tracking of deliveries; invoicing, auditing, payment, filing of customs and security documents for cross-border trade, and other logistics processes. This solution drives client ROI by minimizing shipping costs, accelerating customs and regulatory compliance processes, and improving visibility in the logistics chain.

## Market and Company Data

<b>Ticker</b>	DSG-T; DSGX-O	<b>Shares-basic O/S (M)</b>	84.5
<b>Rating</b>	Buy	<b>Shares-FD O/S (M)</b>	86.8
<b>Risk</b>	High	<b>Market Cap (US\$M)</b>	\$5,491
<b>Price (US\$)</b>	\$64.98	<b>Float O/S (M)</b>	83.0
<b>1-Yr Target (US\$)</b>	\$67.00	<b>Avg Daily Volume (K)</b>	121.2
<b>Yield</b>	0.0%	<b>Enterprise Value (US\$M)</b>	\$5,361
<b>1-Yr ROR</b>	3.1%	<b>Cash (US\$M)</b>	\$133.7
<b>52 Wk High-Low (US\$)</b>	\$65.26 - \$36.45	<b>Net Debt (US\$M)</b>	-\$129.5
<b>Valuation</b>	75/25 29x F23 EBITDA / DCF	<b>Ownership</b>	
<b>Year End</b>	Jan-31	<b>Manag., Dir. &amp; Insiders</b>	1.7%
<b>Next Reporting</b>	May-21	<b>Institutional/Retail</b>	98.3%
		<b>Net Debt/Total Cap</b>	-16.6%

Sales (US\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/Sales
2020A	\$78.0	A \$80.5	A \$83.0	A \$84.2	A \$325.8		16.5x
2021A	\$83.7	A \$84.0	A \$87.5	A \$93.4	A \$348.7		15.4x
2022E	\$94.3	A \$94.7	A \$99.4	A \$105.4	\$393.8		13.6x
2023E					\$443.7		12.1x

EBITDA (US\$M)							
	Q1	Q2	Q3	Q4	Annual		EV/EBITDA
2020A	\$28.6	A \$30.2	A \$31.5	A \$32.2	A \$122.5		43.8x
2021A	\$32.9	A \$33.8	A \$36.4	A \$38.6	A \$141.7		37.8x
2022E	\$38.9	A \$38.8	A \$40.6	A \$44.5	\$162.7		33.0x
2023E					\$184.3		29.1x

Source: Company reports; Bloomberg; LBS estimates.

## The Descartes Systems Group Inc. (DSG-T; DSGX-O)

Rating: **Buy** – Target: **US\$67.00**; Price: **US\$64.98**

Nick Agostino, Diversified Technology Analyst

Key takeaways from our supply chain panel discussion:

- **Secular trends highlighted solution importance.** DSG termed the pandemic an "interesting yet difficult time". While freight volumes dropped significantly at the onset of the pandemic and the company positioned itself defensively, tailwinds from freight automation, continued adoption of e-commerce and analysis of data for better decision-making and visibility all worked in the company's favour and only brought its solution to the forefront.
- **Industry variety provides M&A potential.** Acknowledging the plethora of industry solutions existing side-by-side and catering to specific addressable markets, DSG believes consolidation may become more prevalent in the industry, going forward, as supply chain software providers continue to build all-encompassing solutions and hinted at branching out its own logistics platform, longer-term.
- **Emerging technologies continue to be integrated.** With supply chain efficiency increasingly in the spotlight, the company is in the early innings of incorporating emerging technologies including blockchain and AI/ML, which will serve in increasing visibility, improving DSG's product suite, and driving higher value.





Vancouver-based WELL Health Technologies Corp. provides medical services through its comprehensive healthcare network including Clinical Services (insured and non-insured), Digital Services (including EMR) and Other (including cybersecurity and the pending CRH Medical transaction). Following a series of acquisitions in the EMR market starting in Jan. 2019, WELL is now the 3rd largest EMR provider in Canada, serving ~2,200 clinics in B.C. and Ontario and supporting >10,000 physicians.

<b>Ticker</b>	WELL-T				<b>Shares-basic O/S (M)</b>		163.8			
<b>Rating</b>	Buy				<b>Shares-FD O/S (M)</b>		205.9			
<b>Risk</b>	High				<b>Market Cap (\$M)</b>		\$1,254.9			
<b>Price</b>	\$7.66				<b>Float O/S (\$M)</b>		113.0			
<b>1-Yr Target</b>	\$12.50				<b>Avg Daily Volume (K)</b>		996.7			
<b>Yield</b>	0.0%				<b>Enterprise Value (\$M)</b>		\$1,381.9			
<b>1-Yr ROR</b>	63.2%				<b>Cash (\$M)</b>		\$35.2			
<b>52 Wk High-Low</b>	\$9.84 - \$1.65				<b>Net Debt (\$M)</b>		\$127.1			
<b>Valuation</b>	8x 2022 EV/Sales				<b>Ownership</b>					
<b>Year End</b>	Dec-31				<b>Mgmt., Dir. &amp; Insiders</b>		31%			
<b>Next Reporting</b>	May-21				<b>Institutional</b>		48%			
					<b>Net Debt/Total Cap</b>		n/a			
<b>Sales (\$M)</b>										
	<b>Q1</b>		<b>Q2</b>		<b>Q3</b>		<b>Q4</b>	<b>Annual</b>	<b>EV/Sales</b>	
<b>2019A</b>	\$7.4	A	\$7.4	A	\$8.2	A	\$9.8	A	\$32.8	42.1x
<b>2020A</b>	\$10.2	A	\$10.6	A	\$12.2	A	\$17.2	A	\$50.2	27.5x
<b>2021E</b>	\$24.2		\$43.3		\$74.2		\$85.5		\$227.2	6.1x
<b>2022E</b>									\$323.7	4.3x
<b>EBITDA (\$M)</b>										
	<b>Q1</b>		<b>Q2</b>		<b>Q3</b>		<b>Q4</b>		<b>Annual</b>	<b>EV/EBITDA</b>
<b>2019A</b>	(\$0.3)	A	(\$0.6)	A	(\$0.5)	A	(\$0.3)	A	(\$1.7)	n/a
<b>2020A</b>	(\$0.2)	A	(\$0.5)	A	(\$0.2)	A	\$0.3	A	(\$0.7)	n/a
<b>2021E</b>	\$0.6		\$7.1		\$20.0		\$20.5		\$48.2	28.7x
<b>2022E</b>									\$90.6	15.3x
Source: Company reports; I/B/S estimates										

*Nick Agostino, Diversified Technology Analyst*

- **Patient preference will ensure telehealth thrives.** At its peak, WELL saw telehealth consultations comprise as much as 80% of total consultations during the pandemic. Through positive patient experiences, adaptation on behalf of practitioners, and improvement in access to technology, the company expects virtual care to constitute ~30% of total consultations in Canada in the long-run: a far cry from its minimal usage prior to the pandemic.
- **Welcoming new competition.** As WELL continues to execute on its geographical expansion into Eastern Canada and the U.S., as well as venture into the high-margin enterprise space, the company is cognizant of bigger players such as Teladoc, Walmart and Amazon potentially taking away chunks of market share within its different business units. However, management believes that the entry of innovative players will only improve health outcomes and provide healthy competition within the space.
- **Data integration will improve health outcomes.** WELL believes the integration of technological advances within existing healthcare solutions will improve patient outcomes and improve its product/service portfolio. The company highlighted behaviorally-driven diseases such as chronic diseases, for example, which can be readily identified through the use of data analytics.



## REITs







## Company Profile

BSR REIT owns and operates a portfolio of ~40 apartment properties (~8,200 suites) located in the Sunbelt region of the United States.

## Market and Company Data

Ticker	HOM.U-T	Units O/S (M)	46
Rating	Buy	Market Cap (M)	\$500
Risk	Medium	Debt (M)	\$518
Price	\$10.97	Enterprise Value (M)	\$1,018
1-Yr Target	\$12.75	Avg. Daily Volume (K)	16
Dividend	\$0.50	2021E AFFO Payout Ratio	110%
Div. Yield	4.6%	2020 Debt to EBITDA	10.9x
1-Yr ROR	21%	Debt to GBV	47%
52 Wk Hi-Lo	\$11.50-8.54	NAV	\$12.15
Year End	Dec-31	Cap Rate	5.2%
Next Reporting	May-'21	Price / NAV	90%
Valuation	15% Premium to NAV, 5-yr DCF		

### Funds From Operations (FFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/FFO
2019A	\$0.20 A	\$0.19 A	\$0.18 A	\$0.16 A	\$0.73 A	15.1x
2020A	\$0.16 A	\$0.15 A	\$0.16 A	\$0.15 A	\$0.62 A	17.6x
2021E	\$0.14	\$0.15	\$0.15	\$0.15	\$0.59	18.5x

### Adjusted Funds From Operations (AFFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/AFFO
2019A	\$0.14 A	\$0.14 A	\$0.12 A	\$0.12 A	\$0.52 A	21.1x
2020A	\$0.12 A	\$0.11 A	\$0.12 A	\$0.11 A	\$0.44 A	24.7x
2021E	\$0.10	\$0.11	\$0.12	\$0.12	\$0.46	24.0x

All figures in US dollars unless specified otherwise

## BSR REIT (HOM.U -T)

Rating: **Buy** – Target: **US\$12.75**; Price: **US\$10.97**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from our Apartment panel discussion:

- **A high-graded portfolio that should drive cash flow growth.** After two years of intense capital recycling, HOM's portfolio is now concentrated in seven high-growth markets (was in 21) and the average age has declined from 29 to 15 years. 82% of total NOI comes from three core markets: Dallas, Houston and Austin, TX.
- **Fully-internal platform and aligned management team.** As HOM's operating platform is owned by the REIT, it should be able to scale up its portfolio rapidly and on an accretive basis. The CEO and founders own a 44% stake in the company.
- **Cap rates are declining.** Steady economic activity in the Sunbelt markets is underpinning the stable demand for apartment suites. HOM's occupancy and collection rates have remained steady during the pandemic. Pandemic-related restrictions and rising construction costs have slowed down the rate of new supply in the region. Cap rates have already begun to decline in anticipation of a post-pandemic recovery.

## Company Profile

BTB real estate investment trust owns 65+ Office, Retail and Industrial properties (5.5+ million square feet) with a focus on primary and secondary markets in Quebec and Eastern Ontario.

## Market and Company Data

Ticker	BTB.UN-T	Units O/S (M)	64
Rating	Restricted	Market Cap (M)	\$260
Risk	Restricted	Debt (M)	\$558
Price	\$4.07	Enterprise Value (M)	\$817
1-Yr Target	Restricted	Avg. Daily Volume (K)	169
Dividend	\$0.30	2021 AFFO Payout Ratio	NA
Div. Yield	7.4%	2020 Debt to EBITDA	12.6x
1-Yr ROR	NA	Debt to GBV	60%
52 Wk Hi-Lo	\$4.39-2.72	NAV	NA
Year End	Dec-31	Cap Rate	NA
Next Reporting	Jun-'21	Price / NAV	NA
Valuation	NA		

### Funds From Operations (FFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/FFO
2019A	\$0.08 A	\$0.09 A	\$0.11 A	\$0.11 A	\$0.40 A	10.3x
2020A	\$0.10 A	\$0.07 A	\$0.11 A	\$0.09 A	\$0.37 A	11.1x
2021E	NA	NA	NA	NA	NA	NA

### Adjusted Funds From Operations (AFFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/AFFO
2019A	\$0.07 A	\$0.07 A	\$0.09 A	\$0.09 A	\$0.33 A	12.5x
2020A	\$0.08 A	\$0.06 A	\$0.09 A	\$0.08 A	\$0.31 A	13.3x
2021E	NA	NA	NA	NA	NA	NA

All figures in Canadian dollars unless specified otherwise

## BTB REIT (BTB.UN -T)

Rating: **Restricted** – Target: **Restricted**; Price: **\$4.07**

*Yashwant Sankpal, REITs Analyst*

- We are currently RESTRICTED on BTB REIT.





## Company Profile

Firm Capital Property Trust (FCD) owns interest in 46 commercial real estate properties located in Ontario and Eastern Canada. FCD's investment strategy has been to invest alongside established owners/operators in order to create a steady income vehicle. FCD currently owns 2.3 million sq. ft. of Retail, Industrial and Office GLA (pro-rata share) and 204 apartment units.

## Market and Company Data

<b>Ticker</b>	FCD.UN-V	<b>Units O/S (M)</b>	29.3
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$193
<b>Risk</b>	Medium	<b>Debt (M)</b>	\$248
<b>Price</b>	\$6.57	<b>Enterprise Value (M)</b>	\$441
<b>1-Yr Target</b>	\$7.00	<b>Avg. Daily Volume (K)</b>	18
<b>Dividend</b>	\$0.51	<b>2021 AFFO Payout Ratio</b>	97%
<b>Div. Yield</b>	7.8%	<b>2021 Debt to EBITDA</b>	10.5x
<b>1-Yr ROR</b>	14.3%	<b>Debt to GBV</b>	52%
<b>52 Wk High-Low</b>	\$6.71-4.51	<b>NAV</b>	\$7.50
<b>Year End</b>	Dec-31	<b>Cap Rate</b>	6.2%
<b>Next Reporting</b>	May-'21	<b>Price / NAV</b>	88%
<b>Valuation:</b>	NAV and 5-yr DCF		

Funds From Operations (FFO) per Unit						
	Q1	Q2	Q3	Q4	Annual	P/FFO
2019A	\$0.10 A	\$0.13 A	\$0.11 A	\$0.13 A	\$0.48 A	13.8x
2020A	\$0.13 A	\$0.12 A	\$0.14 A	\$0.11 A	\$0.51 A	13.0x
2021E	\$0.14	\$0.14	\$0.14	\$0.14	\$0.57	11.6x

Adjusted Funds From Operations (AFFO) per Unit						
	Q1	Q2	Q3	Q4	Annual	P/AFFO
2019A	\$0.09 A	\$0.11 A	\$0.09 A	\$0.12 A	\$0.41 A	15.9x
2020A	\$0.12 A	\$0.12 A	\$0.14 A	\$0.10 A	\$0.47 A	13.9x
2021E	\$0.13	\$0.13	\$0.13	\$0.13	\$0.53	12.4x

All figures in CAD dollars unless specified otherwise

## Firm Capital Property Trust (FCD.UN -V)

Rating: **Buy** – Target: **\$7.00**; Price: **\$6.57**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from FCD's presentation at our conference:

- **Steady income vehicle.** FCD has been steadily growing its portfolio while keeping its payout ratio and leverage in check, despite being a relatively small REIT. FCD's strategy of investing along with seasoned real estate operators is working well and producing relatively predictable cash flows even during the pandemic. The REIT now plans to increase its exposure to the Apartments and Industrial sectors by investing in stable but accretive properties across Canada. FCD benefits from the expertise of its external manager, Firm Capital, which runs a national-level alternative lending business.
- **Active on the acquisition front.** Recently FCD announced the acquisition of an interest in three properties with a gross purchase price of \$60MM. In March, FCD acquired a 50% interest in a 181-unit Manufactured Home Community (MHC) in Calgary. In April, it acquired a 70% interest in two apartment buildings in Halifax and Edmonton (260 suites for \$43MM). FCD is acquiring these properties in partnership with funds managed by its manager, Firm Capital. The acquisitions are immediately accretive to the REIT's AFFO/unit. FCD is expected to be active on the acquisition front in the rest of 2021.

## Company Profile

Fronzac REIT owns 70+ retail properties (stand-alone quick service restaurants, gas stations, convenience and grocery stores, etc.) that are leased on a triple-net basis (NNN leases). The REIT's properties are primarily in secondary markets of Quebec, with a few properties in Nova Scotia and Ontario. Because of the triple-net nature of its leases, FRO's cash flow visibility is better than that of its commercial real estate peers.

## Market and Company Data

<b>Ticker</b>	FRO.UN-V	<b>Units O/S (M)</b>	17
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$125
<b>Risk</b>	Medium	<b>Debt (M)</b>	\$117
<b>Price</b>	\$7.20	<b>Enterprise Value (M)</b>	\$242
<b>1-Yr Target</b>	\$7.75	<b>Avg. Daily Volume (K)</b>	9
<b>Dividend</b>	\$0.30	<b>'21 AFFO Payout Ratio</b>	53%
<b>Div. Yield</b>	4.2%	<b>2020 Debt to EBITDA</b>	9.4x
<b>1-Yr ROR</b>	11.8%	<b>Debt to GBV</b>	56%
<b>52 Wk High-Low</b>	\$7.50-4.45	<b>NAV</b>	\$6.00
<b>Year End</b>	Dec-31	<b>Cap Rate</b>	6.4%
<b>Next Reporting</b>	Aug-'21	<b>Price / NAV</b>	120%
<b>Valuation</b>	15% Premium to NAV, 5-yr DCF		

Funds From Operations (FFO) per Unit						
	Q1	Q2	Q3	Q4	Annual	P/FFO
2019A	\$0.098 A	\$0.102 A	\$0.102 A	\$0.110 A	\$0.413 A	17.4x
2020A	\$0.110 A	\$0.121 A	\$0.126 A	\$0.126 A	\$0.483 A	14.9x
2021E	\$0.144	\$0.158	\$0.160	\$0.161	\$0.624	11.2x

Adjusted Funds From Operations (AFFO) per Unit						
	Q1	Q2	Q3	Q4	Annual	P/AFFO
2019A	\$0.091 A	\$0.096 A	\$0.096 A	\$0.099 A	\$0.386 A	18.6x
2020A	\$0.099 A	\$0.109 A	\$0.112 A	\$0.111 A	\$0.431 A	16.7x
2021E	\$0.131	\$0.144	\$0.146	\$0.147	\$0.569	12.2x

All figures in CAD dollars unless specified otherwise

## Fronzac REIT (FRO.UN -V)

Rating: **Buy** – Target: **\$7.75**; Price: **\$7.20**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from our Commercial real estate panel discussion:

- **Compounding machine with a long runway.** FRO has been growing its FFO/unit at a CAGR of 20% since 2011 thanks to disciplined acquisitions and cost control. It has also increased its distribution nine times since 2012. FRO has a long runway to continue doing such accretive investments as this real estate sub-sector is large and fragmented. FRO has a fully internal management team and the insiders own a 14% interest in the company.
- **Pandemic did not have material impact on cash flow or acquisitions.** As much as 97% of FRO's gross leasable area remained open during the lockdowns as it is leased to essential businesses. FRO's occupancy is at 99%. Rent collection during the pandemic was ~100%. While many commercial REITs cut distributions in 2020, FRO increased its distribution by 17%. On the growth front, after acquiring \$69MM of properties in 2020, FRO continues to be active in the acquisition market, announcing the purchase of five properties/projects for \$11.8MM in 2021.
- **Bifurcation emerges in the Retail segment.** The Retail sub-sector is finally seeing a clear bifurcation in terms of investor demand. Private investors have begun to gravitate towards essential Retail ("COVID-proof") and shun non-essential retail. Demand for essential retail, especially small-ticket properties, community centers, remain strong.





## Company Profile

InterRent is a growth-oriented REIT focused in Ontario and Quebec, and owns ~11,600 suites. The National Capital Region accounts for 25% of the suites, followed by Montreal (24%), and Hamilton/Niagara (21%).

## Market and Company Data

<b>Ticker</b>	IIP.UN-T	<b>Units O/S (M)</b>	142
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$2,160
<b>Risk</b>	Medium	<b>Debt (M)</b>	\$1,000
<b>Price</b>	\$15.23	<b>Enterprise Value (M)</b>	\$3,160
<b>1-Yr Target</b>	\$17.25	<b>Avg. Daily Volume (K)</b>	399
<b>Dividend</b>	\$0.33	<b>2021 AFFO Payout Ratio</b>	71%
<b>Div. Yield</b>	2.1%	<b>2020 Debt to EBITDA</b>	9.7x
<b>1-Yr ROR</b>	15.4%	<b>Debt to GBV</b>	35%
<b>52 Wk Hi-Lo</b>	\$15.36-11.12	<b>NAV</b>	\$13.80
<b>Year End</b>	Dec-31	<b>Cap Rate</b>	4.3%
<b>Next Reporting</b>	May-'21	<b>Price / NAV</b>	110%
<b>Valuation</b>	20% Premium to NAV, 5-yr DCF		

### Funds From Operations (FFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/FFO
<b>2019A</b>	\$0.11 A	\$0.12 A	\$0.13 A	\$0.13 A	\$0.48 A	31.6x
<b>2020A</b>	\$0.12 A	\$0.12 A	\$0.12 A	\$0.11 A	\$0.47 A	32.7x
<b>2021E</b>	\$0.11	\$0.13	\$0.15	\$0.14	\$0.53	28.7x

### Adjusted Funds From Operations (AFFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/AFFO
<b>2019A</b>	\$0.09 A	\$0.10 A	\$0.11 A	\$0.11 A	\$0.41 A	37.2x
<b>2020A</b>	\$0.10 A	\$0.10 A	\$0.10 A	\$0.10 A	\$0.40 A	38.4x
<b>2021E</b>	\$0.09	\$0.11	\$0.13	\$0.12	\$0.46	33.2x

All figures in Canadian dollars unless specified otherwise

## InterRent REIT (IIP.UN -T)

Rating: **Buy** – Target: **\$17.25**; Price: **\$15.23**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from our Apartment panel discussion:

- **Steady value creator.** IIP is one of the best-managed REITs in Canada and has been a consistent value creator for its unitholders (grown its FFO/unit at a CAGR of 7% for the last five years). IIP's ability to apply its re-positioning formula effectively has been, and will remain, its core strength.
- **This is a momentary pause.** InterRent continues to believe that the dip in occupancy it experienced in 2020 is temporary and leasing demand should be back strongly as the pandemic slows down. As a result, IIP is holding its rental rates steady.
- **Using the opportunity to invest in technology and tenant relationships.** InterRent is using this opportunity to accelerate the use of digital technology in its leasing processes and to enhance its communication with its tenants.

## Company Profile

Killam is one of Canada's largest residential landlords, owning, operating, managing and developing a \$3.5 billion portfolio of apartments (~17,000 suites) and manufactured home community (~6,000 sites) properties.

## Market and Company Data

<b>Ticker</b>	KMP.UN-T	<b>Units O/S (M)</b>	107
<b>Rating</b>	Buy	<b>Market Cap (M)</b>	\$1,908
<b>Risk</b>	Medium	<b>Debt (M)</b>	\$1,690
<b>Price</b>	\$17.78	<b>Enterprise Value (M)</b>	\$3,598
<b>1-Yr Target</b>	\$21.50	<b>Avg. Daily Volume (K)</b>	238
<b>Dividend</b>	\$0.68	<b>2021 AFFO Payout Ratio</b>	80%
<b>Div. Yield</b>	3.8%	<b>2020 Debt to EBITDA</b>	10.7x
<b>1-Yr ROR</b>	24.7%	<b>Debt to GBV</b>	45%
<b>52 Wk Hi-Lo</b>	\$19.47-15.78	<b>NAV</b>	\$19.25
<b>Year End</b>	Dec-31	<b>Cap Rate</b>	4.9%
<b>Next Reporting</b>	Jul-'21	<b>Price / NAV</b>	92%
<b>Valuation</b>	15% Premium to NAV, 5-yr DCF		

### Funds From Operations (FFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/FFO
<b>2019A</b>	\$0.21 A	\$0.25 A	\$0.27 A	\$0.25 A	\$0.98 A	18.2x
<b>2020A</b>	\$0.22 A	\$0.26 A	\$0.27 A	\$0.25 A	\$1.00 A	17.8x
<b>2021E</b>	\$0.23	\$0.26	\$0.28	\$0.25	\$1.02	17.3x

### Adjusted Funds From Operations (AFFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/AFFO
<b>2019A</b>	\$0.16 A	\$0.20 A	\$0.23 A	\$0.20 A	\$0.79 A	22.5x
<b>2020A</b>	\$0.18 A	\$0.21 A	\$0.23 A	\$0.20 A	\$0.82 A	21.6x
<b>2021E</b>	\$0.18	\$0.22	\$0.24	\$0.21	\$0.85	20.9x

All figures in Canadian dollars unless specified otherwise

## Killam REIT (KMP.UN -T)

Rating: **Buy** – Target: **\$21.50**; Price: **\$17.78**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from our Apartment panel discussion:

- **Steady cash flow growth.** KMP continues to report steady results thanks to strong rental fundamentals in its core markets and its focus on operational efficiency and suite renovation. These factors should allow KMP to generate steady FFO/unit growth in the near- to medium- term.
- **Leasing activity is back.** Despite the lockdowns and pandemic-related restrictions, Killam is seeing an increase in leasing in all its markets, except Ontario. International students have already started booking their apartments.
- **Development program to be a key FFO/unit driver.** Killam currently has six development projects underway, with a total cost of \$240MM. It takes time to establish a development program of this size, but if executed properly it can generate very attractive returns on the invested capital as compared to acquisitions. Killam has already completed \$300MM of projects since 2010.
- **Cap rate compression continues.** Cap rates in major markets like the GTA, Ottawa, and Vancouver are in the 2.75–3.0% range and likely to compress further as a lot of private capital is chasing apartment properties.





## Company Profile

Mainstreet is a Calgary based real estate corporation focused on the acquisition, redevelopment, repositioning and management of mid-market rental apartment buildings in five major Canadian markets: Vancouver/Lower Mainland, Calgary, Edmonton, Saskatoon and Regina. MEQ owns 300+ properties comprising 13,700+ suites.

## Market and Company Data

Ticker	MEQ-T	Shares O/S (M)	9.3
Rating	Buy	Market Cap (M)	\$762
Risk	Medium	Debt (M)	\$1,178
Price	\$81.59	Enterprise Value (M)	\$1,941
1-Yr Target	\$90.00	Avg. Daily Volume (K)	2.31
Dividend	\$0	AFFO Payout Ratio	NA
Div. Yield	0%	2021 Debt to EBITDA	13.9x
1-Yr ROR	10%	Debt to GBV	53%
52 Wk Hi-Lo	\$87.00-\$0.85	NAV	\$85.00
Year End	Sep-30	Cap Rate	5.4%
Next Reporting	Jul-21	Price / NAV	96%
Valuation	15% Premium to NAV, 5-yr DCF		

### Funds From Operations (FFO) per share

	Q1	Q2	Q3	Q4	Annual	P/FFO
2020A	\$1.20 A	\$0.97 A	\$1.17 A	\$1.32 A	\$4.66 A	17.5x
F2021E	\$1.21 A	\$1.10	\$1.30	\$1.36	\$4.98	16.4x
F2022E	\$1.40	\$1.43	\$1.42	\$1.36	\$5.61	14.5x

### Adjusted Funds From Operations (AFFO) per share

	Q1	Q2	Q3	Q4	Annual	P/AFFO
2020A	\$0.89 A	\$0.65 A	\$0.85 A	\$1.00 A	\$3.38 A	24.1x
F2021E	\$0.88 A	\$0.77	\$0.97	\$1.03	\$3.65	22.3x
F2022E	\$1.07	\$1.09	\$1.08	\$1.03	\$4.28	19.1x

All figures in Canadian dollars unless specified otherwise

## Mainstreet Equity Corp. (MEQ -T)

Rating: **Buy** – Target: **\$90.00**; Price: **\$81.59**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from MEQ's investor meetings at our conference:

- **Compounder.** Mainstreet is run by an entrepreneurial and aligned management team and has been creating value for its shareholders since it went public in 2000 (FFO/unit CAGR of 16%). MEQ's CEO owns a 47% stake in the company.
- **Pandemic has created growth opportunities.** While the pandemic has caused some operational challenges, the situation is also creating opportunities to grow the scale of MEQ's repositioning program. Historically-low mortgage rates and a steady lender, like the CMHC, has allowed MEQ to tap into an attractive source of capital by up-financing properties. This capital is allowing MEQ to expand into smaller but stable markets in BC and MB, at attractive prices. MEQ currently has ~\$350MM of potential liquidity to pursue its acquisition strategy. These counter-cyclical investments should allow MEQ to continue its track record of delivering double-digit FFO/share growth.
- **Management expects a V-shaped recovery.** MEQ is seeing steady demand for rental properties despite the absence of new immigrants and students, as net migration into Alberta remains strong. Rental incentives are already falling, and occupancy rates are steady or increasing. The spring/summer leasing season should allow for further gains.

## Company Profile

PRV real estate investment trust owns 90+ retail, office, industrial, and mixed-use properties (4.5 million square feet) with a focus on primary and secondary markets in Eastern Canadian provinces.

## Market and Company Data

Ticker	PRV.UN-T	Units O/S (M)	40
Rating	BUY	Market Cap (M)	\$256
Risk	Medium	Debt (M)	\$365
Price	\$6.40	Enterprise Value (M)	\$621
1-Yr Target	\$7.25	Avg. Daily Volume (K)	111
Dividend	\$0.45	2021 AFFO Payout Ratio	103%
Div. Yield	7.0%	2020 Debt to EBITDA	10.3x
1-Yr ROR	20.3%	Debt to GBV	58%
52 Wk High-Low	\$6.81 -3.36	NAV	\$6.60
Year End	Dec-31	Cap Rate	6.5%
Next Reporting	May-21	Price / NAV	97%
Valuation	10% premium to NAV, 5-yr DCF		

### Funds From Operations (FFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/FFO
2019A	\$0.13 A	\$0.14 A	\$0.12 A	\$0.12 A	\$0.52 A	12.3x
2020A	\$0.14 A	\$0.12 A	\$0.14 A	\$0.12 A	\$0.52 A	12.2x
2021E	\$0.13	\$0.13	\$0.14	\$0.14	\$0.54	11.9x

### Adjusted Funds From Operations (AFFO) per Unit

	Q1	Q2	Q3	Q4	Annual	P/AFFO
2019A	\$0.12 A	\$0.12 A	\$0.11 A	\$0.11 A	\$0.45 A	14.1x
2020A	\$0.13 A	\$0.10 A	\$0.12 A	\$0.11 A	\$0.46 A	14.0x
2021E	\$0.11	\$0.12	\$0.13	\$0.12	\$0.48	13.4x

All figures in CAD dollars unless specified otherwise

## PRO REIT (PRV.UN -T)

Rating: **Buy** – Target: **\$7.25**; Price: **\$6.40**

*Yashwant Sankpal, REITs Analyst*

Key takeaways from our Commercial real estate panel discussion:

- **Steady portfolio performance highlights the portfolio quality.** Despite owning a sizable chunk of retail properties, PRV maintained its occupancy in the 98% range in 2020, highlighting the quality of PRV's underwriting.
- **Focusing on Industrial and Community Retail; pause on Office.** PRV recently increased its asset base by ~15% by acquiring \$87MM of Industrial properties and is looking at an additional \$47MM of Industrial assets. PRV is also looking to opportunistically acquire retail centers that provide essential services (grocery, pharmacy, fast food). Management thinks that the Office sector is likely to experience some volatility in the near- to medium-term until the economy settles down on an appropriate work model for office employees.
- **Should be on the radar of institutional investors.** The recent \$50MM in-bound investment in PRV by a Nova Scotia-based institutional investor further enhances our confidence in the quality of PRV's portfolio and the management team. We believe these factors should get PRV on the radar of other institutional investors and allow it to reduce its cost of capital.







## Appendix I – Coverage Universe

Coverage	Ticker	Rating	Risk Rating	Mkt Cap (\$M)	Price	Target	Div. Yield	1-Yr RoR
<b>Nick Agostino, MBA, CFA, P.Eng. — Diversified Technology</b>								
5N Plus Inc.	VNP-T	Buy	High	\$375	\$4.60	\$5.50	na	19.6%
Calian Group Ltd.	CGY-T	Buy	Medium	\$663	\$58.75	\$72.50	1.9%	25.3%
CloudMD Software & Services Inc.	DOC-V	Buy	High	\$430	\$2.15	\$5.00	na	132.6%
Converge Technology Solutions Corp.	CTS-T	Buy	Medium	\$867	\$5.32	\$8.25	na	55.1%
The Descartes Systems Group Inc.	DSG-T	Buy	High	US\$5,492	US\$64.98	US\$67.00	na	3.1%
Docebo Inc.	DCBO-T	Buy	High	US\$1,562	\$59.87	\$80.00	na	33.6%
Kinaxis Inc.	KXS-T	Buy	High	\$4,247	\$156.37	\$200.00	na	27.9%
mdf Commerce Inc.	MDF-T	Buy	High	\$334	\$11.72	\$20.00	na	70.6%
Savaria Corporation	SIS-T	Buy	Medium	\$1,148	\$17.95	\$22.00	2.67%	25.2%
TECSYS Inc.	TCS-T	Buy	High	\$680	\$46.89	\$60.00	0.55%	28.5%
WELL Health Technologies Corp.	WELL-T	Buy	High	\$1,254	\$7.66	\$12.50	na	63.2%
<b>Barry Allan, MBA — Mining</b>								
Americas Gold and Silver Corporation	USA-T	Buy	High	\$360	\$2.70	\$4.40	na	63.0%
Fury Gold Mines Limited	FURY-T	Buy	High	\$184	\$1.56	\$3.35	na	114.7%
Jaguar Mining Inc.	JAG-T	Hold	High	\$472	\$6.52	\$8.00	4.91%	27.6%
Marathon Gold Corporation	MOZ-T	Buy	High	\$524	\$2.45	\$5.75	na	134.7%
Probe Metals Inc.	PRB-V	Buy	High	\$202	\$1.55	\$5.00	na	222.6%
Quebec Precious Metals Corporation	QPM-V	Spec Buy	High	\$15	\$0.22	\$1.45	na	559.1%
Wesdome Gold Mines	WDO-T	Restricted	Restricted	\$1,334	\$9.54	Restricted	na	
<b>Ryan Hanley — Mining</b>								
Alamos Gold Inc.	AGI-T	Buy	High	\$3,982	\$10.11	\$20.50	1.24%	104.0%
Amex Exploration Inc.	AMX-V	Spec Buy	High	\$229	\$2.73	\$5.25	na	92.3%
Argonaut Gold Inc.	AR-T	Buy	High	\$783	\$2.56	\$6.00	na	134.4%
Ascendant Resources Inc.	ASND-T	Under Review	High	\$16	\$0.17	Under Review	na	
Battle North Gold Corp.	BNAU-T	Buy	High	\$339	\$2.62	\$4.00	na	52.7%
Major Drilling International Ltd.	MDI-T	Buy	High	\$548	\$6.78	\$9.00	na	32.7%
New Gold Inc.	NGD-T	Buy	High	\$1,554	\$2.29	\$3.00	na	31.0%
Radisson Mining Resources Inc.	RDS-V	Spec. Buy	High	\$66	\$0.30	\$0.55	na	83.3%
Superior Gold Inc.	SGI-V	Buy	High	\$86	\$0.71	\$1.25	na	76.1%
<b>Mona Nazir, MBA — Industrials Analyst</b>								
Aecon Group Inc.	ARE-T	Buy	Medium	\$1,207	\$19.97	\$22.00	3.51%	13.7%
Altius Renewable Royalties Corp.	ARR-T	Spec Buy	High	\$292	\$11.00	\$13.50	na	22.7%
Bird Construction Inc.	BDT-T	Buy	High	\$482	\$9.07	\$11.00	4.30%	25.6%
CargoJet Inc.	CJT-T	Buy	Medium	\$3,046	\$175.46	\$310.00	0.59%	77.3%
Exchange Income Corp.	EIF-T	Restricted	Restricted	\$1,377	\$38.67	Restricted	5.90%	
Hydro One Ltd.	H-T	Hold	Low	\$17,977	\$30.00	\$28.00	3.38%	-3.3%
Heroux Devtek Inc.	HRX-T	Buy	Medium	\$600	\$16.46	\$20.00	na	21.5%
IBI Group Inc.	IBG-T	Buy	Medium	\$341	\$10.88	\$12.50	na	14.9%
Russel Metals Inc.	RUS-T	Buy	Medium	\$1,712	\$27.41	\$28.00	5.55%	7.7%
SNC-Lavalin Group Inc.	SNC-T	Buy	Medium	\$4,759	\$27.11	\$31.50	0.30%	16.5%
Stantec Inc.	STN-T	Hold	Medium	\$6,429	\$57.35	\$56.00	1.15%	-1.2%
Stella-Jones Inc.	SJ-T	Buy	Medium	\$3,338	\$50.81	\$56.50	1.42%	12.6%
Transat A.T. Inc.	TRZ-T	Tender	High	\$171	\$4.51	\$5.00	na	10.9%
TFI International Inc.	TFI-T	Hold	Medium	US\$7,039	US\$75.37	US\$68.00	1.23%	-8.5%
WSP Global Inc.	WSP-T	Buy	Medium	\$14,485	\$123.37	\$126.00	1.22%	3.3%
<b>Nauman Satti, MBA, CFA — Diversified</b>								
Guru Organic Energy Corp.	GURU-T	Hold	High	\$490	\$16.90	\$19.00	na	12.5%
NFI Group Inc.	NFI-T	Buy	High	\$2,065	\$29.02	\$39.00	2.93%	37.3%
Uni-Select Inc.	UNS-T	Buy	High	\$533	\$12.54	\$13.00	na	3.7%
<b>Yashwant Sankpal, MBA — REITs</b>								
Boardwalk REIT	BEI.UN-T	Buy	Medium	\$1,717	\$36.79	\$45.00	2.72%	25.0%
BSR REIT	HOM.U-T	Buy	Medium	US\$585	US\$10.97	US\$12.75	4.56%	20.8%
BTB REIT	BTB.UN-T	Restricted	Restricted	\$260	\$4.07	Restricted	7.37%	
Extensicare Inc.	EXE-T	Hold	Medium	\$702	\$7.82	\$7.00	6.14%	-4.3%
Firm Capital Property Trust	FCD.UN-V	Buy	Medium	\$194	\$6.57	\$7.00	7.76%	14.3%
Fronsac REIT	FRO.UN-V	Buy	Medium	\$126	\$7.20	\$7.75	4.17%	11.8%
InterRent REIT	IIP.UN-T	Buy	Medium	\$2,117	\$15.23	\$17.25	na	13.3%
Killam Apartment REIT	KMP.UN-T	Buy	Medium	\$2,000	\$19.30	\$21.50	3.52%	14.9%
Mainstreet Equity Corp.	MEQ-T	Buy	Medium	\$765	\$81.59	\$90.00	na	10.3%
Morguard North American REIT	MRG.UN-T	Buy	Medium	\$606	\$15.49	\$20.00	4.52%	33.6%
PROREIT	PRV.UN-T	Buy	Medium	\$247	\$6.40	\$7.25	7.03%	20.3%
Sienna Senior Living Inc.	SIA-T	Hold	Medium	\$994	\$14.79	\$13.75	6.33%	-0.7%
True North Commercial REIT	TNT.UN-T	Hold	Medium	\$617	\$7.06	\$6.50	8.41%	0.5%
<b>Jacques Wortman, MBA — Mining</b>								
Adventus Mining Corp.	ADZN-V	Buy	High	\$143	\$1.09	\$1.70	na	56.0%
Altius Minerals Corporation	ALS-T	Buy	High	\$656	\$15.77	\$18.00	1.27%	15.4%
Alico Mining Corporation	ATY-V	Buy	High	\$66	\$0.55	\$1.10	na	100.0%
Champion Iron Ltd.	CIA-T	Buy	High	\$2,871	\$5.67	\$7.50	na	32.3%
Ely Gold Royalties Inc.	ELY-V	Buy	High	\$180	\$1.11	\$2.00	na	80.2%
Fortuna Silver Mines Inc.	FVI-T	Buy	High	\$1,660	\$8.99	\$9.75	na	8.5%
Galway Metals Inc.	GWM-V	Buy	High	\$174	\$0.97	\$2.25	na	132.0%
New Pacific Metals Corp.	NUAG-T	Buy	High	\$747	\$4.85	\$6.50	na	34.0%
Troilus Gold Corp.	TLG-T	Buy	High	\$149	\$1.12	\$3.80	na	239.3%

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## Appendix II – Disclosures

Company	Analyst	Ticker	Disclosures*
5N Plus Inc.	Nick Agostino (Diversified Technology)	VNP-T	V
ABC Technologies Holdings Inc.	N/A	ABCT-T	N/A
Adventus Mining Corp.	Jacques Wortman, MBA (Mining)	ADZN-V	U, V, P
Aecon Group Inc.	Mona Nazir (Industrials)	ARE-T	D
Alamos Gold Inc.	Ryan Hanley (Mining)	AGI-T	V, P
Alithya Group Inc.	N/A	ALYA-T; ALYA-O	N/A
Altius Minerals Corporation	Jacques Wortman, MBA (Mining)	ALS-T	U
Altius Renewable Royalties Corp.	Mona Nazir (Industrials)	ARR-T	U
Americas Gold and Silver Corporation	Barry Allan (Mining)	USA-T; USAS-N	U, V
Amex Exploration Inc.	Ryan Hanley (Mining)	AMX-V	U, V, P
Argonaut Gold Inc.	Ryan Hanley (Mining)	AR-T	U, V, P
Ascendant Resources Inc.	Ryan Hanley (Mining)	ASND-T	V, P
Atico Mining Corporation	Jacques Wortman, MBA (Mining)	ATY-V	U, V, P
Battle North Gold Corp.	Ryan Hanley (Mining)	BNAU-T	U, V, P
Bird Construction Inc.	Mona Nazir (Industrials)	BDT-T	N/A
Boardwalk REIT	Yashwant Sankpal (REITs)	BEI.UN-T	V
Boyd Group Services Inc.	N/A	BYD-T	N/A
BSR REIT	Yashwant Sankpal (REITs)	HOM.U-T	U, V
BTB REIT	Yashwant Sankpal (REITs)	BTB.UN-T	U, V
Calian Group Ltd.	Nick Agostino (Diversified Technology)	CGY-T	U
CargoJet Inc.	Mona Nazir (Industrials)	CJT-T	U, V
Champion Iron Ltd.	Jacques Wortman, MBA (Mining)	CIA-T	V
CloudMD Software & Services Inc.	Nick Agostino (Diversified Technology)	DOC-V	U
Converge Technology Solutions Corp.	Nick Agostino (Diversified Technology)	CTS-T	U
Currency Exchange International Corp.	N/A	CXI-T	N/A
Dialogue Health Technologies Inc.	N/A	CARE-T	N/A
Docebo Inc.	Nick Agostino (Diversified Technology)	DCBO-T; DCBO-O	U
Ely Gold Royalties Inc.	Jacques Wortman, MBA (Mining)	ELY-V	N/A
Exchange Income Corp.	Mona Nazir (Industrials)	EIF-T	U, V
Exro Technologies Inc.	N/A	EXRO-V	N/A
Extendicare Inc.	Yashwant Sankpal (REITs)	EXE-T	A, V
Firm Capital Property Trust	Yashwant Sankpal (REITs)	FCD.UN-V	U, V
Fortuna Silver Mines Inc.	Jacques Wortman, MBA (Mining)	FVI-T	N/A
Fronsac REIT	Yashwant Sankpal (REITs)	FRO.UN-V	U, V
Fury Gold Mines Limited	Barry Allan (Mining)	FURY-T; FURY-N	U, V
Galway Metals Inc.	Jacques Wortman, MBA (Mining)	GWM-V	U, V
Guru Organic Energy Corp.	Nauman Satti, MBA, CFA (Diversified)	GURU-T	U
H2O Innovation Inc.	N/A	HEO-V	N/A

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## Appendix II – Disclosures (cont'd)

Company	Analyst	Ticker	Disclosures*
Heroux Devtek Inc.	Mona Nazir (Industrials)	HRX-T	V
Hydro One Ltd.	Mona Nazir (Industrials)	H-T	D
IBI Group Inc.	Mona Nazir (Industrials)	IBG-T	U, V
InterRent REIT	Yashwant Sankpal (REITs)	IIP.UN-T	U, V
Jaguar Mining Inc.	Barry Allan (Mining)	JAG-T	N/A
K-Bro Linen Inc.	N/A	KBL-T	N/A
Killam Apartment REIT	Yashwant Sankpal (REITs)	KMP.UN-T	U, V
Kinaxis Inc.	Nick Agostino (Diversified Technology)	KXS-T	N/A
Mainstreet Equity Corp.	Yashwant Sankpal (REITs)	MEQ-T	A, V
Major Drilling International Ltd.	Ryan Hanley (Mining)	MDI-T	N/A
Marathon Gold Corporation	Barry Allan (Mining)	MOZ-T	U, V
mdf Commerce Inc.	Nick Agostino (Diversified Technology)	MDF-T	U, V
Morguard North American REIT	Yashwant Sankpal (REITs)	MRG.UN-T	U, V
New Gold Inc.	Ryan Hanley (Mining)	NGD-T; NGD	U, V, P
New Pacific Metals Corp.	Jacques Wortman, MBA (Mining)	NUAG-T	N/A
NFI Group Inc.	Nauman Satti, MBA, CFA (Diversified)	NFI-T	U
Probe Metals Inc.	Barry Allan (Mining)	PRB-V	U
PROREIT	Yashwant Sankpal (REITs)	PRV.UN-T	U, V
Quebec Precious Metals Corporation	Barry Allan (Mining)	QPM-V	U
Radisson Mining Resources Inc.	Ryan Hanley (Mining)	RDS-V	U, V, P
Russel Metals Inc.	Mona Nazir (Industrials)	RUS-T	N/A
Savaria Corporation	Nick Agostino (Diversified Technology)	SIS-T	U, V
Sienna Senior Living Inc.	Yashwant Sankpal (REITs)	SIA-T	V
SNC-Lavalin Group Inc.	Mona Nazir (Industrials)	SNC-T	V
Stantec Inc.	Mona Nazir (Industrials)	STN-T; STN	N/A
Stella-Jones Inc.	Mona Nazir (Industrials)	SJ-T	U
Superior Gold Inc.	Ryan Hanley (Mining)	SGI-V	U
TECSYS Inc.	Nick Agostino (Diversified Technology)	TCS-T	U, V
TFI International Inc.	Mona Nazir (Industrials)	TFII-T; TFII-N	N/A
The Descartes Systems Group Inc.	Nick Agostino (Diversified Technology)	DSG-T; DSGX-O	V
Transat A.T. Inc.	Mona Nazir (Industrials)	TRZ-T	D, V
Troilus Gold Corp.	Jacques Wortman, MBA (Mining)	TLG-T	U, V, P
True North Commercial REIT	Yashwant Sankpal (REITs)	TNT.UN-T	U, V
Uni-Select Inc.	Nauman Satti, MBA, CFA (Diversified)	UNS-T	N/A
Vicinity Motor Corp.	N/A	VMC-V	N/A
WELL Health Technologies Corp.	Nick Agostino (Diversified Technology)	WELL-T	U
Wesdome Gold Mines	Barry Allan (Mining)	WDO-T	V, P
WSP Global Inc.	Mona Nazir (Industrials)	WSP-T	U, V

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## 2021 INSTITUTIONAL INVESTOR CONFERENCE *RECAP*

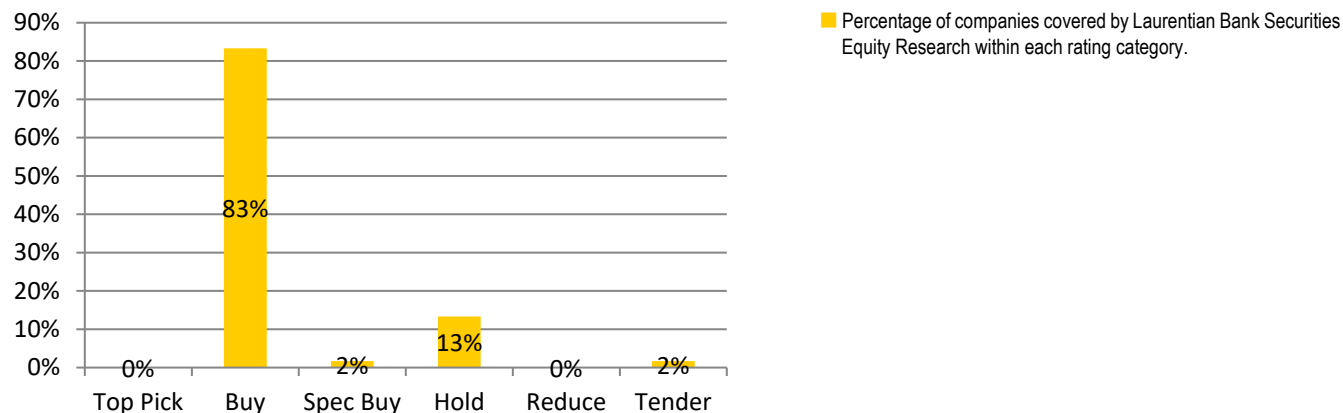
The analyst(s) certify that (1) the views expressed in this report in connection with securities or issuers they analyze accurately reflect their personal views and (2) no part of their compensation was, is, or will be directly or indirectly, related to the specific recommendations or views expressed by them in this report.

The Research Analyst's compensation is based on various performance and market criteria and is charged as an expense to certain departments of Laurentian Bank Securities (LBS), including investment banking.

### \*Legend

- A The Analyst/Associate, in his/her own account or in a related account, owns securities of this issuer.
- D A member of the Board of directors of LBS sits on the Board of directors of this issuer.
- L LBS collectively beneficially owns in excess of 1% of one or more classes of the issued and outstanding equity securities of this issuer.
- O The Director of Equity Research, in his/her own account or in a related account, owns securities of this issuer.
- U Within the last 24 months, LBS has undertaken an underwriting liability with respect to equity securities of, or has provided advice for a fee with respect to, this issuer.
- V The Analyst has visited material operations of this issuer.
- P This issuer paid a portion of the travel-related expenses incurred by the Analyst to visit material operations of this issuer.

### Laurentian Bank Securities Equity Research Ratings Distribution



Source: Laurentian Bank Securities

Terminology	LBS (Laurentian Bank Securities) recommendation/risk terminology is as follows:	
<b>Recommendation</b>	<b>Top Pick</b>	Our best investment idea, the greatest potential value appreciation.
	<b>Buy</b>	The stock is expected to generate significant risk-adjusted returns over the next 12 months.
	<b>Hold</b>	The stock is expected to generate modest risk-adjusted returns over the next 12 months.
	<b>Reduce</b>	The stock is expected to generate negative risk-adjusted returns over the next 12 months.
	<b>Tender</b>	Analyst is recommending that investors tender to a specific offering for the stock.
<b>Risk Ratings</b>	Our ratings may be followed by "(S)" which denotes that the investment is speculative and has a higher degree of risk associated with it. Additionally, our target prices are based on a 12-month investment horizon.	
	<b>Low</b>	Low financial/operational risk, high predictability of financial performance, low stock volatility.
	<b>Medium</b>	Moderate financial/operational risk, moderate predictability of financial performance, moderate stock volatility.
	<b>High</b>	High financial/operational risk, low predictability of financial performance, high stock volatility.

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