

**ZED** FINANCIAL PARTNERS



# The ZED Process

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# The ZED Approach

## **Knowledgeable Capital<sup>®</sup> - The ZED Approach**

***“Knowledge is power”***

**Francis Bacon** (1561-1626) British statesman and philosopher.

ZED Financial Partners is a boutique Investment and Merchant Bank headquartered in Toronto, Canada specializing in raising debt, equity and strategic investments.

ZED has developed a tightly focused approach to raising capital as opposed to the traditional “shotgun” approach.

Using our large proprietary database, which contains all the transactions which have been concluded by over 1,000 Private Equity Funds and over 300 Debt Providers, we are able to accurately pinpoint potential funders in North America and Europe who have specialist knowledge in a particular industry.

Transactions will only be presented to this limited, pre-qualified subset of knowledgeable investors, which leads to a better understanding of the opportunity presented and consequently more closed transactions.

Knowledgeable Capital<sup>®</sup> brings more than just money to the table; it brings strategic knowledge, access to market and experience.

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**Knowledgeable Capital<sup>®</sup> - Capital from a source that has experience in a particular sector or industry.**

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# Knowledgeable Capital<sup>©</sup>

## **Knowledgeable Capital<sup>®</sup> – ZED’s Financing Network**

In order to identify the most appropriate sources of **Knowledgeable Capital<sup>®</sup>**, ZED has developed a winning methodology.

Since its inception in 2002, ZED has been building its network of financiers in North America and Europe.

We have profiled over 1,000 private equity funds and 300 debt providers in our database; wherein we constantly track:

- industry preferences and investments made
- types of transactions and financial instruments invested in;
- preferred size;
- investment criteria, and
- geographical preference.

This allows ZED to very quickly identify the most appropriate sources of capital for our clients.

## **Knowledgeable Capital<sup>®</sup> – The Benefits**

Accessing Knowledgeable Capital<sup>®</sup> to finance a business has a number of important benefits:

### **Resolving "deal killer" issues upfront**

Financiers that have already financed businesses in a particular industry or have extensive transactional experience in a particular area are already aware of the issues. As such, they will be able to focus on potential "deal killer" issues early on in the process.

### **Due Diligence is more focused**

Deal fatigue is a common cause for failed deals.

A financier who has very little knowledge of a particular industry or type of transaction will tend to compensate by conducting ever more due diligence, leading to delays and unnecessary costs. This in turn leads to increasing frustration by the issuer or borrower and consequently the transaction has a far higher likelihood of failure.

A knowledgeable financier will be better able to direct the due diligence to the areas that are truly important and move the transaction along efficiently.

### **Terms are more flexible and appropriate**

Financiers that have knowledge of a sector or industry or type of transaction are better at assessing the risks and rewards of a particular opportunity.

As a result, knowledgeable financiers will be in a far better position to provide a financing proposal that meets our client's expectations and that reflects the risks and rewards of the opportunity and as such, properly priced.

## **Knowledgeable Capital<sup>®</sup> – The Value Added Process**

Once the appropriate capital providers have been identified, ZED will then move the transaction forward towards closing as follows:

### **Preparing the Selling Document**

It is very important that the documentation stage is completed correctly, as it is the foundation upon which the due diligence and the pricing are based. There should be very few questions left to be answered as all potential questions should have been addressed in the selling document.

All issues - strengths and weaknesses, opportunities and threats - must be raised and dealt with upfront in the document, so that there are no surprises during the due diligence process. It is also important that the potential financiers understand the deal completely and what is expected of them right at the outset.

### **Evaluating Financing Proposals**

In order to save the client valuable time, ZED will evaluate all of the proposals and highlight to the client which of the financing proposals best matches their needs.

ZED believes that time is the most valuable commodity for a management team and as such, ZED does not require that management go on time consuming and expensive roadshows.

### **Due Diligence**

The ZED team will assist the client in preparing for and completing the due diligence process and help resolve any issues that may arise.

### **Negotiating Final Terms and Closing**

The ZED team will assist the client in negotiating the final terms of the financing through to a successful closing.

# Target Market

## Target Market

ZED Financial Partners accesses **Knowledgeable Capital**<sup>®</sup> for established mid-sized Canadian public or private companies, looking to finance:

**Management Buyouts** - Management team wanting to buy out the existing shareholders;

**Shareholder Buyouts** - One or more shareholders wanting to buy out other shareholders or shareholder;

**Succession Plans** - Transferring the business from one generation to the next;

**Acquisitions or Growth** - Acquiring another business or adding additional capacity;

**Recapitalization** - Shareholder or entrepreneur wishing to take money out of the business to reduce risk or diversify assets;

**Replacement of Debt** - Refinance existing debt with equity or other types of debt because of breach of covenants or otherwise.

**Going Private Transactions** - A public company structure may no longer be appropriate for the stakeholder, who wishes to take it private.

# Financing Criteria

## **Financing Criteria**

### **Manufacturing**

- Established companies that have viable business operations in any sector.
- In the case of manufacturing companies, revenues should be in excess of \$30 million.
- Total capital (debt or equity) required should be between \$10 million - \$150 million.

### **Non-Manufacturing (Service, Distribution etc.)**

- Established companies that have viable business operations in any sector.
- Non-manufacturing businesses with established EBITDA will be considered on a case by case basis.
- Total capital (debt or equity) required should be between \$10 million - \$150 million.

### **BioTech**

- Pharmaceutical drug companies should have completed at least Phase 1 of their trials.
- Medical device companies should have proven technologies and at least \$5 million of sales.

### **CleanTech and HiTech**

- CleanTech and HiTech should have proven technologies and have at least \$5 million of sales or some form of validating transaction.

### **Resources**

- Mining and Oil and Gas companies will be considered on a case by case basis.

### **Startup Companies**

- ZED will not consider start-up companies.

## **Selected Transactions**

## Selected Transactions

### Oil & Gas Services Co.

**US \$22,500,000**  
*Debt Financing*

ZED Financial Partners arranged the debt financing for the Company to be used to expand its business.

ZED FINANCIAL PARTNERS



ZED Financial Partners specializes in securing financing for mid-market companies.

*Leon Raubenheimer* 416 861 0970  
*Barry O'Neill* 416 861 1558

[www.zedfinancial.com](http://www.zedfinancial.com)

### Saber Energy Corp.

**US \$45,549,620**  
*Equity Financing*

ZED Financial Partners participated as a syndicate member in co-arranging equity financing.

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### ProMetic Life Sciences Inc.

**US \$11,600,000**  
*Debt Financing*

ZED Financial Partners arranged debt financing for ProMetic Life Sciences Inc. ProMetic used the funds to retire convertible debentures.

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### Wind Energy Parks

*Financing*

ZED Financial Partners acted as a facilitator in arranging for the financing of various wind energy parks based in Western Europe. Subsequent financings will close in multiple tranches.

ZED FINANCIAL PARTNERS



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[www.zedfinancial.com](http://www.zedfinancial.com)

**Porto Energy Corporation**

**US \$4,500,000**  
*Debt Financing*

ZED Financial Partners raised equity financing for Porto Energy Corporation to exit restructuring.

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**Energy Company**

**US \$6,000,000**  
*Equity Financing*

ZED Financial Partners arranged equity financing for a private energy company.

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**Geoinformatics Exploration Inc.**

**US \$24,000,000**  
*Equity & Debt Financing*

ZED Financial Partners raised equity & debt financings for Geoinformatics Exploration Inc. The Company used the funds for working capital.

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**Danbury Financial Services Inc.**

**\$10,000,000**  
*Secured Debt Financing*

ZED Financial Partners acted as agent in arranging financing for Danbury Financial Services Inc., a provider of short term bridge financing for small companies in need of transition capital. Danbury Financial is a division of Danbury sales Inc.

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*Barry O'Neill* 416 861 1558

[www.zedfinancial.com](http://www.zedfinancial.com)

**St. Andrews Goldfields Ltd.**

**\$25,000,000 in Financings**

ZED Financial Partners advised and financed St. Andrews Ltd. (SAS.T) and its subsidiaries on multiple financings totaling in excess of \$25,000,000.



# Media

## Media

Because of their singular focus on financing, the founders of ZED Financial are often called upon by members of the media to contribute their expert opinions on matters relating to financing companies.

ZED Financial Partners is committed to working with media to provide expert comment, perspective and offer story development support. Members of the media on assignment or conducting research can contact Leon Raubenheimer at 416-861-0970 or [leonr@zedfinancial.com](mailto:leonr@zedfinancial.com) to discuss their needs.

## TELEVISION APPEARANCES

Leon Raubenheimer is a regular commentator on Business Network News (BNN), where he speaks on a variety of topics in general and Private Equity in particular.

September 22, 2010

### **THE BUSINESS NEWS WITH FRANCES HOROLDELSKI**

Featured Guest, Leon Raubenheimer

Topic: Private Equity Trends in Mining

June 4, 2010

### **THE BUSINESS NEWS WITH MICHAEL KANE**

Featured Guest, Leon Raubenheimer

Topic: Private Equity Trends in CleanTech

August 8, 2008

### **THE BUSINESS NEWS WITH HOWARD GREEN**

Featured Guest, Leon Raubenheimer

Topic: Private Equity Trends

September 17, 2007

### **THE BUSINESS NEWS WITH HOWARD GREEN**

Featured Guest, Leon Raubenheimer

Topic: The Credit Crunch and Private Equity

November 6, 2006

### **SQUEEZEPLAY WITH AMANDA LANG AND KEVIN O'LEARY**

Featured Guest, Leon Raubenheimer

Topic: Income Trusts' Next Move

September 15, 2006

### **SQUEEZEPLAY WITH AMANDA LANG AND KEVIN O'LEARY**

Featured Guest, Leon Raubenheimer

Topic: Private Equity Trends in Canada

July 14, 2006

### **INTERVIEW WITH HOWARD GREEN (ANCHOR, THE BUSINESS NEWS)**

Featured Guest, Leon Raubenheimer

Topic: Is Energy Strength Making A Manufacturing Recession?

June 27, 2006

**INTERVIEW WITH HOWARD GREEN (ANCHOR, THE BUSINESS NEWS)**

Featured Guest, Leon Raubenheimer

Topic: Foreign exchange and the effects on the Canadian economy

**NEWSPAPER ARTICLES**

**National Post - Financial Post**

November 19, 2007

**U.S. MID-CAP EQUITY FIRMS WANT SLICE OF CANADIAN PIE**

By Karen Mazurekwich

"Despite the spectre of a shake-out in the market, mid-level private equity firms continue to look for deals in Canada."

May 30, 2006

**AUTO PARTS SECTOR LURES U.S. INVESTORS**

By Nicholas Van Praet

"U.S. private equity investors are swooping in on Canadian auto parts companies to champion the survivors in the sector's dramatic consolidation over the past 15 years, industry players say..."

January 9, 2004

**ZED'S TARGET MARKET: C\$ CASUALTIES**

By Scott Adams

"Leon Raubenheimer of ZED Financial Partners reviews about 25 distressed Canadian businesses a quarter. What stood out in the last quarter was that about half of them were distressed because of the Canadian dollar..."

**Globe and Mail - Report On Business**

October 26, 2004

**NEW BOUTIQUE ZED OFFERS DEBT-LINKED FUNDING**

By Andrew Willis

"When you consider that our American friends have come up with 57 varieties of ketchup and over 1,000 flavours of ice cream, can you imagine how many types of financing are available in the U.S. capital market..."

## **MAGAZINE ARTICLES**

Canadian Manufacturing / Canadian Metalworking / Jobber News Magazine

September 13, 2011

### **WHEN THE BANK SAYS NO**

By Mark Borkowski interviewing Barry O'Neill

"I spoke to one of my colleagues in the Financing arena and sought his advice. Barry O'Neill, the Managing Zed Financial Partners. He had this advice, "Some of the most disheartening circumstances we've seen have involved management becoming" blindsided by their traditional financial partners. A business owner can have a long-standing relationship (along with shining credit rating and excellent margins) with a traditional lender and still find their loan called, or "no-brainer" requests for further capital declined. Changing market conditions, concerns around exposure to industry sectors and risk management strategies can change a traditional lender's interest in a client and the effects can be devastating."

### **Lab Business Magazine**

May/June 2008

### **THE SECRET TO ACCESSING KNOWLEDGEABLE CAPITAL: A FINANCING PRIMER FOR LIFE SCIENCE COMPANIES.**

By Barry O'Neill

"Financing is essentially a negotiation strung out over a few months. The negotiations begin before and end after a term sheet has been presented. Having adequate time and being able to walk away creates leverage and tips the balance of power in your favour."

### **Metalworking Magazine**

July 2007

### **CROSS BORDER CAPITAL: US FINANCING READILY AVIALABLE FOR CANADIAN MANUFACTURERS**

By Barry O'Neill

"There is nothing 'foreign' about working with the ideal financial partner, no matter where they're located. In today's climate, US financiers provides a compelling case for Canadian manufacturers."

### **Canadian Business Online**

March 23, 2007

### **PRIVATE EQUITY FOR THE REST OF US**

By Zena Olijnyk

"Sure, there are a lot of private equity firms out there, looking for places to park investors' money as they search for opportunities that will bring them annual returns of somewhere between 20% and 30%. But how does a small or mid-size Canadian firm maybe one that's struggling to survive or looking for money to grow or make an acquisition get its hands on some of that cash.."

### **IN Business Windsor**

March 2007

## **RECESSION PROOFING - HOW TO REMAIN LIQUID DURING SLOWDOWNS IN THE MANUFACTURING INDUSTRY**

By Leon Raubenheimer, Guest Columnist

“The first of the self-professed experts have begun to announce the arrival of a manufacturing recession here in Canada, due to a strong dollar, rising energy costs, a slowdown in the U.S. economy and the continued pressures of offshore manufacturing. And even though there is no official evidence to support these claims, this kind of talk is enough to make even the healthiest business owner feel unnerved.”

### **Business Niagara Financial Matters**

Winter 2006 Volume 11 Issue 5

## **NON-TRADITIONAL FINANCING: WHAT TO DO WHEN THE BANK SAYS NO**

By Leon Raubenheimer, Guest Columnist

In the business of investment banking we are exposed to all kinds of difficult situations that business owners can face. Sometimes our clients' need for financing is driven by an unexpected business or sector slowdown, other times poor management is the culprit. But more often than you might think a need for capital will arise as a result of a breakdown of existing credit facilities through no real fault of the borrower...”

## **CONFERENCES/BRIEFINGS**

October 3-8, 2010

### **INTERNATIONAL BAR ASSOCIATION CONFERENCE -Vancouver**

Presenter, Leon Raubenheimer

*Topic: Insolvency and Restructuring Issues in the Resource Industry*

September 13, 2010

### **SIXTH ANNUAL PAN-CANADIAN INSOLVENCY AND RESTRUCTURING LAW -Montreal**

Presenter, Leon Raubenheimer

*Topic: The Psychology of Raising Debt and Equity*

May 5, 2010

### **WISDOM EXCHANGE – Ontario Government**

Presenter, Leon Raubenheimer

*Topic: Financing Strategies for the New Decade*

January 13, 2009

### **MINE AFRICA**

*Topic: Surviving the Global Crisis in the Mining Industry*

March 2008

### **BREAKFAST ROUNDTABLE ON ONTARIO'S MANUFACTURING SECTOR WITH HON. SANDRA PUPATELLO, MINISTER OF ECONOMIC DEVELOPEMENT AND TRADE FOR ONTARIO.**

Roundtable Member, Leon Raubenheimer

Topic: State of Ontario's Manufacturing Sector

Fall/Winter 2007/Spring 2008

### **EXPERT BRIEFINGS**

Minister of Economic Development and Trade and Senior Ministry Team Members  
Presenter, Leon Raubenheimer  
Topic: Non-Traditional Financing for Ontario's Manufacturing Sector

October 24, 2007

**QUORUM GROUP OF COMPANIES CEO DAY**

Featured Speaker, Leon Raubenheimer  
Topic: The Good, The Bad and The Ugly of Capital Markets

September 27 & 28, 2004

**THE CANADIAN INSTITUTE'S ADVANCED FORUM ON TURNAROUNDS; TORONTO**

Featured Panelist, Barry O'Neill  
Panel: Financing the Turnaround Plan: What Are the Innovative Financing Options?

**BOOKS**

**MERCHANTS OF ENTERPRISE** – Private Equity in Canada: The Colour and Controversy

**Author: Miriam Varadi**

PART III The Colour - Database Financing

Please go to the website to download the chapter about ZED and our methodology.

**WHITEPAPERS**

**BEYOND BANKS AND BORDERS: A FORUM ON NON-TRADITIONAL FINANCE FOR ONTARIO MANUFACTURERS**

Winter 2007/Spring 2008

In late 2007, ZED Financial Partners released a whitepaper studying non-traditional finance for Ontario Manufacturers. The whitepaper was covered extensively across Canada. The following is a selected listing of publications that covered the report:

- Canadian Business.com
- Ottawa Business Journal
- SmartMoney.com
- GlobeInvestor.com
- Exchange Magazine
- Advanced Manufacturing Magazine
- Advisor's Edge

- Yahoo Finance

Please go to the website to download a copy of the Whitepaper.

## **Selected Testimonials**

## Selected Testimonials

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"... Just a quick note to say thank you for all of your support over the past year. Your dedication to our process and your rolodex are second to none. The opportunities you brought us were exactly what we were looking for. In addition, we really appreciated your value in helping to bridge the gap as we got down to negotiating the term sheets. I look forward to the next time we work together..."

Dan Shea  
President & CEO  
**ARISE Technologies Corp**

"I want to take this opportunity to thank the professionals at ZED Financial for all of their help and expertise in assisting us at our Oil and Gas Technology Fund to find financing for our investee companies. We appreciate and respect your industry knowledge and ability to find interested parties and more importantly to close the deals. We would not hesitate to recommend you and your team."

Michael E. Goffin, CGA  
Managing Partner  
**Arch Capital LLP**

We would like to take this opportunity to recommend the services of Zed Financial to companies in the Canadian life sciences sector who are looking for strategic partners and funding opportunities. We at Ondine Biopharma Corporation have found Barry O'Neill and his group at ZED Financial to be very knowledgeable and well connected in this field and found them to be very supportive of companies such as our on both a strategic positioning and a personal basis. We have enjoyed working with the Zed Financial team and believe it to be one of the best in Canada for earlier stage life sciences companies as they have extensive experience of working with both private and publicly listed companies.

Carolyn Cross  
Chairman & CEO  
**Ondine Biopharma Corporation**

...I felt ZED's services to very professional, thorough, dedicated to the cause. We had very little time to execute on a very difficult and most unusual transaction and they pulled it off...

Pierre Laurin  
President and Chief Executive Officer  
**ProMetic Life Sciences Inc.**

"ZED Financial Partners delivered a term sheet that exceeded our expectations and that we were able to close on shortly after receiving it. Barry and Leon are very well connected and it was a pleasure dealing with them. The rest of the staff at ZED were also great to deal with. I would highly recommend using ZED."

Jason Scheyen  
Chief Operating Officer  
**Strata Energy Services Inc.**

"We were drawn to ZED Financial Partners because of your extensive network of financiers both in the United States and Canada. This allowed ZED to work with great efficiency throughout our transaction, operating very diligently under demanding circumstances and strict timelines. ZED's entrepreneurial spirit and high level of integrity was the perfect fit for our organization."

Wanda Dorosz  
CEO  
**Quorum Funding Corporation**

"... We have been exceptionally impressed by ZED's wide network of contacts ranging from Provincial Deputy Ministers, rooftop owners, service providers and financing sources. ZED has a unique model whereby it has the resources to very quickly connect a transaction with the right resources both in North America and Internationally.

ZED personnel quickly grasped the intricacies and value drivers relating to the solar industry and prepared financial models and crafted various financing structures to allow us execute our business plan.

We would recommend ZED to anyone looking for a well connected and ethical partner or service provider to help them achieve their business goals..."

Graham Smith  
Executive Vice-President: Canadian Operations  
**Advanced Green Technologies**

"ZED was instrumental in arranging financing for one of our companies, working extremely efficiently within a short time frame while remaining completely focused on a successful closing. ZED has displayed great loyalty and commitment to our firm and we look forward to working with them in the future."

Warren Newfield  
President & C.E.O.  
**Tau Capital Corp.**

...Safeguard engaged ZED Financial during one of the worst economic downturns in recent history. Biotech was particularly hard hit. ZED's process of identifying and qualifying funding prospects was detailed and rigorous. This enabled us to get to a qualified shortlist quickly and without wasting a lot of time...

Richard Strafehl  
Chief Executive Officer  
**Safeguard Biosystem Holdings Ltd.**

"JumpTV engaged ZED Financial Partners to arrange a \$100 million debt facility in relation to an acquisition transaction that JumpTV was aggressively pursuing. Due to the specific nature of the industry and the large debt multiple needed, we approached ZED because of their specialization in arranging the most ideal funding from the most suitable capital provider.

Despite the short timetable, they were able to establish interest from financiers that had the knowledge and the expertise in the sector to put the funding in place. As a result, we had numerous funding options to consider and align ourselves with the most appropriate financing partner in order to proceed with the bid.

We were impressed by their ability to quickly and professionally deliver on the debt and would be happy to work with ZED in the future."

G. Scot Patterson  
Executive Chairman  
**JumpTV**

# The Founders

## **The Founders**

### **Leon Raubenheimer BA, LLB, LLM**

#### **Managing Partner and Founder**

Leon Raubenheimer has over 23 years of international experience as a corporate advisor and financier. He was one of the founding partners of Griffiths McBurney & Partners ("GMP"), one of the largest independent investment banks in Canada. During the mid part of the 1990's, he headed the Mining Group which raised in excess of \$3.2 billion in equity financing for mining companies in Canada. Thereafter, he specialized in complex financial structuring and headed the Structured Finance Group at GMP. He led the structuring and sales efforts for over \$700 million of structured products for a number of Canada's leading companies in a variety of industries.

Prior to co-founding GMP, Leon was employed as a manager with a large merchant bank in South Africa. He has a Masters degree in Company Law from the University of South Africa. Leon is on the Board of Directors and Chairman of Agrimarine Norway AS and is a member of the Cricket Skating and Curling Club as well as the Caledon Mountain Trout Club. He is an avid powder skier, shooter, golfer and fly-fisherman.

**For Selected Prior Experience please go to the website**

### **Barry O'Neill BCom., CA**

#### **Managing Partner and Founder**

Barry has over 28 years of international experience specializing in Corporate Advisory and Mergers and Acquisitions work. As a dealmaker, he has initiated, structured, financed and negotiated numerous complex M&A transactions throughout North America, Europe, Africa and Asia. Prior to co-founding ZED Financial Partners, he was the Executive Director in charge of the Mergers and Acquisitions division for Deloitte and Touche South Africa and sat on the board of the Deloitte and Touche Corporate Finance Europe Group concentrating on cross-border transactions.

Previously, Barry was an Associate Audit Partner in New Zealand, having worked also in Australia and Canada. He has a Bachelor of Commerce degree from Carleton University prior to becoming a Chartered Accountant with the Canadian and New Zealand accounting institutes. Barry is a member of the Association for Corporate Growth. He is an avid golfer and traveler, having visited over 70 countries around the world.

**For Selected Prior Experience please go to the website**

# Merchant Banking

## **Merchant Banking**

**“ To generate true wealth, one has to place oneself at the crossroads of opportunity and capital” – Anonymous**

### **AGRIMARINE NORWAY AS**

Agrimarine Norway AS (“AgriNor”) is a joint venture company established to commercialize Agrimarine Holdings Inc’s (“AHI”) disruptive Solid Wall Closed Containment Technology (“SWCC”) in Northern Europe for the farming of salmon, trout and arctic char.

AHI’s SWCC Technology was developed to solve many issues faced by traditional fish farming practices that are used worldwide. This system reduces local nutrient pollution of the receiving water systems through the capture of waste feed/feces and facilitates improved feed conversions; mitigates environmental effects on wild fish through the prevention of escapes and avoids sea lice contaminations.

More details on this technology can be found on AHI’s website at [www.agrimarine.com](http://www.agrimarine.com).

AgriNor holds the exclusive license to use or sublicense the SWCC Technology in Scandinavia, Russia, United Kingdom, Faroe Islands and Ireland for salmon, trout and arctic char, which covers almost 70% of the world’s market for farmed salmon.

ZED conceived the strategy with its partner Midos AS in Oslo and established a Norwegian Joint Venture company with AHI to execute on the strategy. ZED and Midos collectively control 50% of the company, with Leon Raubenheimer acting as Chairman of the Board.

### **News Releases**

- 1. May 11, 2011 - AgriMarine Expands Reach into Norway**
- 2. July 28, 2011 - AgriMarine Licenses Solid-Wall Containment Technology to a Subsidiary in Norway**

## **AGT ENERGY MANAGEMENT INC**

AGT Energy Management (“AGT EM”) is comprised of three separate entities. Advanced Green Technologies Inc., which is one of the largest rooftop solar integrators in North America and is located in Fort Lauderdale; Trapeze Asset Management, who are money managers providing discretionary portfolio management to high net worth individuals and institutions and ZED.

They have joined together to provide the financial, technical and construction solutions for solar photovoltaic systems to the Ontario marketplace, enabling customers to take advantage of Feed in Tariffs provided through the Ontario Green Energy Act.

More details can be found on AGT EM’s website at [www.agtenergymanagement.com](http://www.agtenergymanagement.com).

ZED was one of the founding shareholders of AGT EM and has been responsible for financing, financial modeling and originating installations.

# Contacts

## Contact us

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[Click here](#) to download ZED Financial Partners' brochure (Connect to ZED Brochure)

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#### Jennifer Cann

Associate  
416-861-8648  
jenniferc@zedfinancial.com

#### Kyle Johnston

Associate  
416-861-8408  
kylej@zedfinancial.com

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### Independent Deal Originator

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#### Tim Reid

SIR Capital Inc  
416-861-8735  
tim@sircapital.ca