

2018 DEAL HIGHLIGHTS

BAOSTEEL GASES – We extended our global footprint through a direct investment in mainland China with the acquisition of Baosteel Gases, a leading domestic industrial gas company that operates five main business segments. The investment was made alongside long-standing partner PAG.

EUROPEAN CAMPING GROUP –

Ontario Teachers' acquired a 40% minority stake in France-based European Camping Group, joining with management and other investors as the provider of mobile homes holiday rentals targets further global growth.

FIRSTFRUITS FARMS – Ontario Teachers' expanded its agricultural portfolio with the acquisition of Broetje Orchards, which was renamed and operates under the brand of FirstFruits Farms. The company is one of the largest apple growers in the U.S., growing 17 different varieties over 6,800 acres in Washington State.

FLEET COMPLETE – We formed a new partnership with Fleet Complete, a Canadian company and one of the fastest growing technology companies in the connected vehicle space.

GFL ENVIRONMENTAL INC. – Ontario Teachers' participated with a group of investors led by BC Partners in the recapitalization of Toronto-based GFL Environmental Inc., one of the largest environmental services providers in North America.

GLOBAL CONTAINER TERMINALS –

We embraced new partnerships with the sale of partial stakes in GCT, a leading container operator in North America, to two leading institutional investors.

HEARTLAND DENTAL – Ontario Teachers' and other existing shareholders sold a majority stake in Heartland Dental, the largest dental support organization in the United States, to KKR. Ontario Teachers' retained sizeable ownership and will continue as a significant partner to the company.

HELLY HANSEN – Ontario Teachers' sold its majority stake in Helly Hansen Group AS, the iconic Norwegian designer and marketer of high-performance outdoor and workwear apparel.

KANETIX LTD. – Ontario Teachers' extended its track record of investing in the financial services and technology industries with the acquisition of Kanetix Ltd., Canada's largest digital customer acquisition platform and marketplace that provides quote comparison search tools for insurance and financial products.

PACIFICO SUR – We took a stake in the concessionaire of Pacifico Sur, a 309-kilometre toll road in Mexico. Pacifico Sur connects Mexico's central valley with the country's northwest region.

TECHEM GMBH – Ontario Teachers' joined Partners Group to acquire Techem GmbH, a global market leader in the provision of heat and water sub-metering services to real estate operators and private homeowners in more than 20 countries.

UBISOFT – Ontario Teachers' partnered with Tencent, the founders and management of Ubisoft and other investors in a negotiated purchase of Vivendi's stake in the France-based publicly listed creator, publisher and distributor of interactive entertainment and services.

