

# ACQUISITION OPPORTUNITY

## Trenchless Sewer Rehabilitation Contractor

### The Opportunity

BDO Canada Limited ("BDO"), in its capacity as court appointed interim receiver of D.M. Robichaud Associates Ltd. ("Robichaud" or the "Company"), is inviting offers for the purchase of the assets and ongoing municipal contracts of Robichaud. The Company's principal assets are comprised of Vactor trucks, CCTV vehicles and other specialized vehicles and support trucks.

The Company, operating from a leased facility in Oshawa, Ontario, was founded in 1991 and specializes in services relating to inspection, assessment, maintenance and rehabilitation of sewer system infrastructure.



### For more information:

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### Key Investment Highlights

- Robichaud provides NoDig sewer, pipeline, culvert repairs, manhole rehabilitation and condition assessments (electroscan) to municipal, industrial and commercial clients
- Robichaud has various ongoing municipal contracts which may be assignable to a purchaser
- The Company has been an active member of the North American Society of Trenchless Technology since 2006 and a member of the Ontario Sewer and Watermain Association since 2009
- Robichaud is a licensee of the LMK T-Liner product
- Robichaud is ASTM 2304-03 certified to provide specialized chemical grouting services for leaking sewer pipe joints
- Robichaud offers sewer cleaning and flushing services with the use of its fleet of Vactor units
- Depending on the dimensions of the sewers and pipelines, Robichaud offers various CCTV robotic units to assess cracks, leaks and other structural deficiencies
- In order to remove obstructions from the sewer infrastructure, the Company utilizes robotic cutters or video assisted reaming approaches
- The Company offers fiberglass reinforced UV light cured lining services for mainline repairs

### Offering process

- BDO will maintain an encrypted data room where confidential documents including, details of equipment and current contracts, will be available for qualifying prospective purchasers who have executed a Confidentiality and Non-Disclosure Agreement ("NDA").
- Details of the Sale Process and template Asset Purchase Agreement are contained in the confidential information memorandum and data room.
- **The deadline for the submission of binding offers is 5:00 p.m. (E.S.T.) on April 17, 2019.**