

ENTERPRISE
GROUP, INC.

INVESTOR PRESENTATION

Energy, Infrastructure & Utility

AUGUST 2016

FORWARD LOOKING STATEMENTS

Certain statements in this presentation about our current and future plans, expectations and intentions, results, levels of activity, performance, goals or achievements or any other future events or developments constitute forward-looking statements. The words “may”, “will”, “would”, “should”, “could”, “expects”, “plans”, “intends”, “trends”, “indications”, “anticipates”, “believes”, “estimates”, “predicts”, “likely” or “potential” or the negative or other variations of these words or other comparable words or phrases, are intended to identify forward-looking statements. Forward-looking statements are based on estimates and assumptions made by us in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we believe are appropriate and reasonable in the circumstances, but there can be no assurance that such estimates and assumptions will prove to be correct. Certain assumptions in respect of the determination of the impairment of losses, claim liabilities, income taxes, employee future benefits, goodwill and intangibles are material factors made in preparing forward-looking information and management’s expectations.

Many factors could cause our actual results, level of activity, performance or achievements or future events or developments to differ materially from those expressed or implied by the forward-looking statements, including, without limitation, the following factors: (i) significant competition in the retail industry, (ii) changing consumer preferences and consumer spending, (iii) the prospect of unfavorable economic and political conditions, (iv) the seasonal nature of our business, (v) unseasonable weather conditions or natural disasters, (vi) our ability to continue to improve same store sales, (vii) our ability to retain our senior management team who possess specialized market knowledge, (viii) our dependence on our ability to attract and retain quality employees, (ix) maintaining good relations with employees that are not unionized as well as with our unions, (x) increased commodity prices, including for cotton, may affect our profitability, (xi) with a majority of our vendors we do not have a long term contract and therefore we cannot be assured of continued access to our brands that we offer (xii) our dependence on successful inventory management, (xiii) our dependence on our advertising and marketing programs, (xiv) a material disruption in our computer systems, (xv) our ability to comply with the covenants in our credit facilities, (xvi) breaches of privacy, (xvii) risk arising from regulation and litigation, (xviii) product liability claims and product recalls, (xix) fluctuations in the value of the Canadian dollar in relation to the U.S. dollar, (xx) loss of or disruption in our centralized distribution centers, (xxi) inability to protect our trademarks and other proprietary rights, (xxii) risks associated with the lease and ownership of real estate, (xxiii) our ability to profitably manage the portfolio of national and private label brands that we offer and that are preferred by consumers, (xxiv) the value of the brands we offer could diminish due to factors beyond our control, (xxv) our ability to maintain the brand value of our various retail banners, (xxvi) our ability to pay dividends is dependent on our ability to generate sufficient income, (xxvii) our principal shareholder will hold a material percentage of the common shares following the closing of the offering which may have an impact on the trading price of the common shares, (xxviii) our principal shareholder may sell its common shares at a time in the future and such timing will be beyond our control and may affect the trading price of the common shares, (xxix) no prior public market for our securities exists, (xxx) volatile market price for our common shares, and (xxxi) influence by our principal shareholder. While these factors are not intended to represent a complete list of the factors that could affect us, they should be considered carefully.

The purpose of the forward-looking statements is to provide the reader with a description of management’s expectations regarding the company’s financial performance and may not be appropriate for other purposes; readers should not place undue reliance on forward-looking statements made herein. Furthermore, unless otherwise stated, the forward-looking statements contained in this presentation are made as of the date of this presentation, and we have no intention and undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. The forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.

The Company uses International Financial Reporting Standards (“IFRS”). This presentation contains references to EBITDA and EBITDAS. These are not measures that have any standardized meaning prescribed by IFRS and are therefore referred to as non-IFRS measures. The non-IFRS measures used by the Company may not be comparable to a similar measure used by other companies. Management believes that in addition to net income, EBITDA and EBITDAS are useful supplemental measures, as they provide an indication of the results generated by the Company’s principal business activities prior to consideration of how those activities are financed or how the results are taxed. EBITDA is calculated as net income excluding depreciation, amortization, interest, and taxes. EBITDAS is calculated as net income excluding depreciation, amortization, interest, taxes and stock based compensation.

OVERVIEW

- Enterprise Group provides specialized equipment and services in the build out of infrastructure for the energy, utility, pipeline, and transportation industries. The innovation and expertise of our operating companies have distinguished them as “best in class” to their blue chip client base.
- Strong presence across Western Canada with a concentration in Alberta and Northeastern British Columbia. Actively acquiring and growing “best in class” specialized equipment and service providers for the utility, energy, pipeline and transportation industries.
- Total assets of nearly \$117 million with equipment assets being \$81 million which includes a fleet of well-site modular/combo equipment, specialized heating units, tunneling equipment, and other heavy equipment pieces.
- Responding to an uncertain resource environment through proactive cost reductions and a disciplined capital deployment strategy.

FINANCIAL SNAPSHOT

*Share data as at Aug 2, 2016
Financial data as at March 31, 2016*

**52 WEEK SHARE PRICE
RANGE**

\$0.18 - \$0.42

**SHARES
OUTSTANDING**

55.6 million

MARKET CAPITALIZATION

\$16.7 million

**TTM
REVENUES**

\$51.3 million

**TTM
EBITDA**

\$5.5 million

A PROVEN VALUE PROPOSITION

RELIABLE BUSINESS MODEL

- Acquire profitable, specialized companies that focus on Western Canadian operations.
- Utilize expertise, relationships, access to capital, and existing businesses to realize the potential of acquisitions: Expand service offerings, accelerate organic growth, create cost synergies.

ATTRACTIVE GROWTH PROFILE

- Demonstrated track record of acquiring complementary businesses at accretive valuations and delivering results post-acquisition.
- Alberta's strong fundamentals and prominent positioning for British Columbia's LNG and Site C Dam build-out create an opportunistic environment for organic growth.

CREATING SHAREHOLDER VALUE

- Integrated and synergistic services provide stable and diversified cash flow.
- A balanced position providing specialized equipment and services for the utility, energy, pipeline, and transportation industries presents the optimal path for increasing shareholder value.

DIVISIONAL OVERVIEW

UTILITIES AND INFRASTRUCTURE



North American leader in the highly specialized field of tunnelling & crossings.

EQUIPMENT RENTALS



A pioneer in pipeline thermal expansion, provides advanced flameless heaters that produce outputs up to 3.3 million BTUs.



Full service oilfield site infrastructure company that provides both site services and custom equipment rentals to energy producers.



Based in Fort St. John, this oilfield site infrastructure business fulfills multiple equipment needs for a variety of oil and gas customers.

CALGARY TUNNELLING AND HORIZONTAL AUGERING

- For over 30 years, has served customers ranging from Canada's largest railroads to leading infrastructure, pipeline, and utility companies.
- Highly specialized in underground infrastructure.
- Services the energy, utility, and infrastructure segments from Western to Central Canada.
- Utilizes a number of tunnelling disciplines including laser guided boring and augering, pipe ramming and jacking, and tunnel boring.

ACQUIRED JUNE 2013



ENTERPRISE TRENCHLESS CROSSINGS

DIRECT PIPE™ SYSTEMS

- Direct Pipe™ is up to 70% faster completion than other trenchless methods
- Pipe strings are installed rapidly in a single string
- Reduced Cost
- Low Space requirements in the launch and target pits.
- Pre-installation and pull back means no damage to pipe coatings
- Inspection, environmental
- Fractional fluid volumes when compared to HDD methods
- No Frac-out concerns

INVESTING IN NEW TECHNOLOGIES



ARTIC THERM

- A pipeline thermal expansion pioneer.
- Uses portable equipment and proprietary technology to provide efficient 'Flameless Heat' and 'Green Air' in remote locations that present extreme climate challenges.
 - Outputs of 500,000 to 3.3 million BTUs.
 - Blower technology provides up to 15,000 CFM.
- Versatility facilitates numerous applications, including de-humidifying, confined space entry, plant and facility shut downs, and vessel coating curing.
- Current fleet of over 180 units.



ACQUIRED SEPTEMBER 2012

HART OILFIELD RENTALS

- Hart is a full service 'one-stop' oilfield site infrastructure provider to Tier One E&P clients.
- Conventional and modular/combo rental equipment fleet consists of ~2,500 pieces of equipment designed to provide on-site infrastructure in support of horizontal drilling and completion operations.
- Hart designs, manufactures, and assembles its own modular and combo equipment, providing a unique competitive advantage.
 - 14 design patents.
- Consistently high utilization of assets – to meet Hart's continued customer demand Enterprise has allocated nearly \$13 million in cap-ex in fiscal 2014.
- Six strategically located centres in the Western Canadian Sedimentary Basin, with two additional locations identified for expansion.

ACQUIRED JANUARY 2014



WESTAR OILFIELD RENTALS

- **Highly-regarded full-service oilfield site infrastructure company that fulfills multiple equipment rental needs for a variety of oil and gas customers**
 - **Owner has signed a five-year management agreement**
- **Fleet of more than 450 pieces of owned equipment**
- **Established Enterprise within Fort St. John, a critical area in the development of Western Canada's LNG industry and Site C Hydro Electric Dam project**
- **Multiple anticipated synergies with Enterprise's existing operations**

ACQUIRED OCTOBER 2014

ACQUISITIONS MET STRINGENT CRITERIA

IDENTIFY

- Profitable private businesses within our existing industries and geographies
- Strong operational and financial track record serving high-quality clients

EVALUATE

- Can the target achieve significant growth within the next three years?
- Can we obtain an attractive price?

INTEGRATE

- Utilized incentives to retain key executives
- Identify and implement synergies with existing business units
- Deploy capital to fuel growth

GROW

- Leverage relationships and operational expertise
- Grow revenue, EBTIDA, and opportunities

ACQUISITIONS DELIVERING ON POTENTIAL



Acquired for \$12 million.

Primary contributor to the Utilities/Infrastructure Division's 2014 revenue of \$**39.9** million and EBITDA of \$**10.0** million.



Acquired for \$22.6 million, or 3.1x trailing EBITDA.

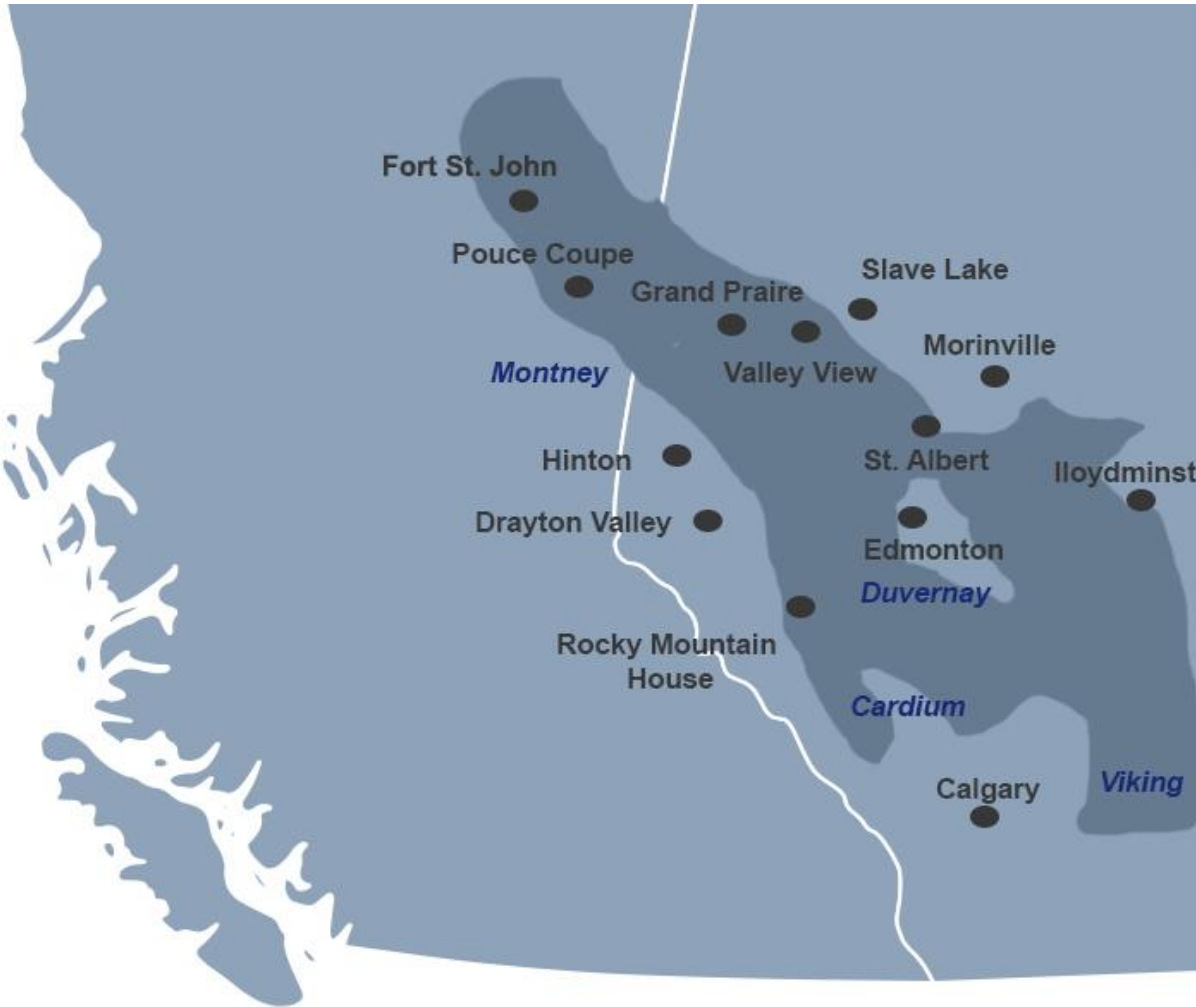
Primary contributor to the Equipment Rental Division's 2014 revenue of \$**39.8** million and EBITDA of \$**15.1** million, increases of **385%** and **300%**, respectively, versus 2013.



Acquired for \$13.5 million, or 3.3x trailing EBITDA.

Contributed TTM revenue of \$**7.4** million.

SERVICE FOOTPRINT



LOCATIONS BY DIVISION



Calgary
West Edmonton



Morinville
Lloydminster
Grande Prairie



Rocky Mountain House
Hinton
Drayton Valley
Valley View
Grande Prairie
Pouce Coupe



Fort St. John

A CLIENT LIST OF INDUSTRY LEADERS

Enterprise serves a diverse group of customers across multiple industries

Integrated Oil and Gas

FORTIS INC.

cenovus
ENERGY

Multi-National Mid-Stream

 **Husky Energy**

Cross Country Pipeline Constructors

 **LEDCOR**
GROUP



WorleyParsons
resources & energy

Telecommunications

 **TELUS**

Cable Television

Shaw)

Electricity and Natural Gas Services

 **ENMAX**

SUNCOR
ENERGY

North American Rail Companies



encana[®]

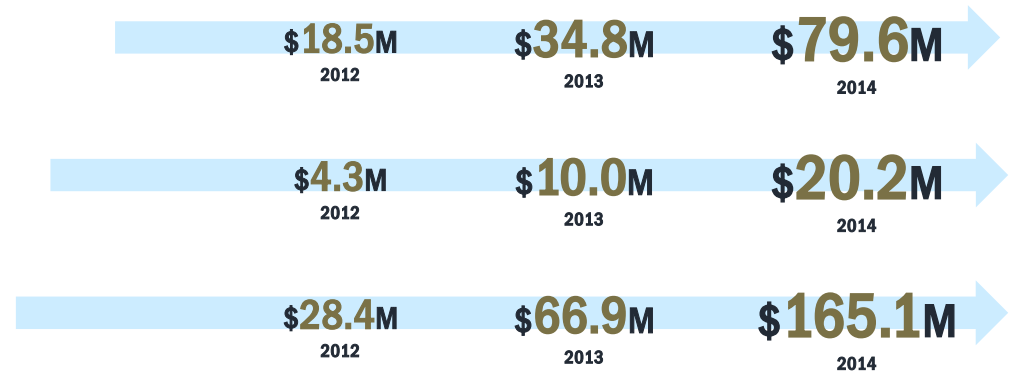



Canadian Oil Sands

TWO YEARS OF RECORD GROWTH

From 2012 to 2014, Enterprise has:

- Increased revenues by **330%**
- Increased EBITDA by **370%**
- Increased assets by **481%**



Utilities/Infrastructure Division increased revenues by **163%**, EBITDA by **89%**, and assets by **400%**.

Equipment Rental Division increased revenues by **1,106%**, EBITDA by **1,410%**, and assets by **525%**.

VETERAN LEADERSHIP

EXECUTIVE TEAM

LEONARD D. JAROSZUK – PRESIDENT, CHAIRMAN, AND CEO

Nearly three decades of experience managing public companies engaged in real estate, construction, natural resources, and exploration.

Serves as Director for several companies in both the manufacturing and oil and gas industries.

DESMOND O’KELL – DIRECTOR, SENIOR VP, AND CORPORATE SECRETARY

Over 28 years of business build-out, finance and executive operations experience.

Integral member of the Enterprise team since its inception.

WARREN CABRAL – CHIEF FINANCIAL OFFICER

Over 20 years of financial experience.

Former CFO for AIMCO, managing global investments for pensions, endowments, and government funds in Alberta.

RICHARD HOFFART – CHIEF OPERATING OFFICER

Nearly 25 years of experience in the construction and manufacturing sectors.

Led the sales team at Wajax Industries, one of Canada’s largest heavy equipment dealers, for the past 10 years. Possesses extensive sales, distribution, and construction knowledge with specific applications in Western Canada’s civil, pipeline, and oil and gas industries.

DIRECTORS

JOHN CAMPBELL – LEAD DIRECTOR

Possesses more than 30 years of experience in the investment industry. Currently serves as Managing Director at Second City Capital Partners, a multi-fund private equity firm that invests in real estate and conventional private equity investments.

JOHN PINSENT (CA)

Founding partner with St. Amand Pinsent Steman Chartered Accountants.

NEIL DARLING

President and founder of Ramdar Resource Management, a wellsite management service company, since 1994.

INVESTMENT HIGHLIGHTS

IMPRESSIVE TRACK RECORD

PROVEN LEADERSHIP

STABLE, DIVERSIFIED CASH FLOWS

MULTIPLE AVENUES FOR GROWTH

EXPOSURE ACROSS WESTERN CANADA



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