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Desjardins Ownership Transfer Award

Desjardins & Co.

DEADLINE FOR APPLICATIONS: March 30, 2012

ELIGIBILITY CRITERIA

- Your ownership of the Company must have been transferred since at least two years.
- Your head office must be located in Quebec or Ontario.

SELECTION CRITERIA AND INDEPENDENT JURY

An independent jury will be appointed by Desjardins to impartially evaluate each application according to a rigorous and objective process based on the following selection criteria:

- Preparation, planning and success of business transfer
- Transition plan
- Financial stability of the business
- Entrepreneurial profile of the new owner(s)
- Company's development potential

IMPORTANT: PLEASE SAVE THE FORM TO YOUR COMPUTER BEFORE FILLING IT OUT ELECTRONICALLY

GENERAL INFORMATION

LEGAL NAME OF THE COMPANY	
LINE OF BUSINESS	
NAME OF NEW OWNER OR OWNERS	<input type="checkbox"/> Mr. <input type="checkbox"/> Ms.
NAME OF THE FOUNDER OR FOUNDERS	<input type="checkbox"/> Mr. <input type="checkbox"/> Ms.
NAME OF THE RESPONDENT FOR THE APPLICATION	<input type="checkbox"/> Mr. <input type="checkbox"/> Ms.
TITLE	

ADDRESS OF THE COMPANY (Head Office)

NUMBER	STREET	SUITE
CITY	PROVINCE	POSTAL CODE
TELEPHONE	FAX	
WEB SITE	E-MAIL	
YEAR THE COMPANY WAS CREATED	NUMBER OF EMPLOYEES	Full-time Part-time
THE COMPANY TRANSFER WAS COMPLETED ON: (date)	THE COMPANY HAS BEEN TRANSFERRED TO (please check):	
	<input type="checkbox"/> a) one or more of family members <input type="checkbox"/> b) one or more company employees or managers <input type="checkbox"/> c) one or more persons from outside the company	

COMPANY'S MISSION (purpose)

COMPANY PROFILE

1

Briefly describe the company.

Maximum 35 lines or 400 words

HISTORY

PRODUCTS AND SERVICES

CLIENTELE

PARTNERS

ACHIEVEMENTS AND SIGNIFICANT DEVELOPMENTS (NATIONAL AND INTERNATIONAL)

RECOGNITION AND AWARDS RECEIVED

OTHER

2

How does the company stand out from its competitors (in Canada and abroad)?

Maximum 40 lines or 500 words

YOUR BUSINESS AND ITS COMPETITORS

HOW DO YOUR PRODUCTS AND SERVICES STAND OUT FROM THOSE OF YOUR COMPETITORS?

DESCRIBE YOUR RECENT INNOVATIONS AND THE IMPACT THEY HAD ON YOUR BUSINESS AND ITS COMPETITIVENESS

ADDITIONAL INFORMATION

SUCCESSION PLAN

3

Explain how preparations were made for the management transfer.

Maximum 30 lines or 350 words

IDENTIFICATION OF SUCCESSION

ASSESSMENT OF COMPANY VALUE

MEETINGS WITH EXPERTS

SOLICITING A COACH OR MENTOR

ADDITIONAL INFORMATION

SUPPORT

- 4 Identify the experts who supported you throughout the process (lawyers, notaries, accountants, etc.) and how?

Maximum 20 lines or 250 words

NEW MANAGEMENT TEAM

- 5 Describe the new management team's strengths and areas for improvements (include potential solutions) and the relevant experience of each of its members.

Maximum 25 lines or 300 words

DESCRIBE HOW THE MEMBERS OF THE NEW MANAGEMENT TEAM COMPLEMENT ONE ANOTHER.

TRANSFER PROCESS

- 6 Describe how the transfer of power, leadership and client/supplier relations from the entrepreneur to the successor was accomplished.

Maximum 25 lines or 300 words

ROLE OF THE PREVIOUS BUSINESS OWNER

- 7 What is planned for the owner who has transferred the business (participation on Board of Directors, family council, advisory committee, participation as an employee, etc.)?

Maximum 20 lines or 250 words

8

What is the company's corporate vision after the transfer?

Maximum 40 lines or 500 words

SHORT-TERM GOALS

MEDIUM-TERM GOALS

LONG-TERM GOALS

TARGETED MARKETS

STRATEGIES

ADDITIONAL INFORMATION

PARTNERS

- 9 At the beginning of the transfer process, were there any new partners? Do you plan to take on any new partners??

Maximum 25 lines or 300 words

FINANCIAL INFORMATION

- 10 Please include with your application your financial statements and balance sheets since the ownership transfer, as well as your forecasts for the next two years.

	2009	2010	2011
a) Business volume			
b) Profitability (NET PROFIT)	%	%	%
c) Debt-equity ratio $\frac{\text{TOTAL DEBT (TOTAL LIABILITIES - DEFERRED TAXES)}}{\text{EQUITY + SHAREHOLDERS' ADVANCES}}$			
d) Working capital ratio $\frac{\text{CURRENT ASSETS}}{\text{CURRENT LIABILITIES}}$			
e) EBITDA (EARNINGS BEFORE INTEREST, TAX, DEPRECIATION AND AMORTIZATION)			

Does this company do business with Desjardins (required for information purposes only and is not an eligibility or selection criterion)? . YES NO

If yes, with which business unit(s)?

CENTRE FINANCIER AUX ENTREPRISES <i>(please specify which centre)</i>		FOR HOW MANY YEARS?
CAISSE DESJARDINS <i>(please specify which caisse)</i>		FOR HOW MANY YEARS?
FILIALE DESJARDINS <i>(please specify which subsidiary)</i>		FOR HOW MANY YEARS?

CONFIDENTIALITY

Desjardins guarantees the confidentiality of information submitted on the candidate's file. Information submitted will only be used during the evaluation process and will not, under any circumstances, be divulged to anyone either during or after the contest without the prior consent of the enterprise.

DECLARATION OF ACCURACY OF INFORMATION AND CONSENT

I certify that my company and I are acting in a perfectly legal manner, in accordance with current provincial and Canadian laws and standards, and that the information provided in this document is accurate and complete. In the event that I win the prize, I authorize Desjardins, in the context of this contest, to publish and use my name, the name of my company, audio and/or video recordings, photographs, and any statement made regarding the contest, without any additional consideration. Desjardins and the jury require that finalists prove the accuracy of the information provided with their applications.

NAME OF COMPANY PRESIDENT OR RESPONDENT Mr. Ms.

Please state your position at the company

AUTHORIZATION OF PRESIDENT OR RESPONDANT

Check here

both personally and on behalf of the Company.

, THIS th DAY OF 2012

(city)

(month)

Check here

If you agree to the Fédération des caisses Desjardins du Québec sharing personal information about you with other Desjardins Group components in order to provide you with offerings regarding Desjardins' products and services.



Please send this form duly completed before March 30, 2012 to your account manager at your Desjardins Business Centre, caisse or subsidiary you do business with.



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Samson Bélair/Deloitte & Touche



For the exclusive use of the Desjardins Business Centre, caisse ou subsidiary sponsoring the application.

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NAME OF THE ACCOUNT MANAGER Mr. Ms.

NAME OF THE BUSINESS CENTRE, CAISSE OR SUBSIDIARY

TRANSIT

COMMENTS

(Your comments and your impression of the respondent and company are considered in the selection.)

Check here

I certify that, to the best of my knowledge, the information provided in the application of

(name of the company)

is accurate.

AUTHORIZED AT _____, THIS _____th DAY OF _____ 2012
(city) *(month)*

▶ For questions or to submit the form (by March 30, 2012 at the latest):

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