



ACQUISITION OPPORTUNITY

PROJECT WINCH

OVERVIEW

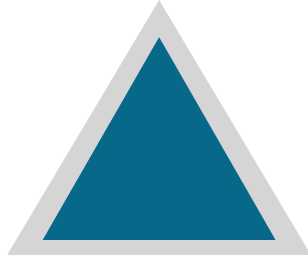
teQUITY

PROJECT WINCH OVERVIEW

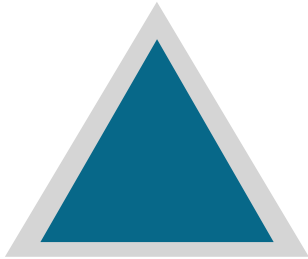
An Information Technology, Software Engineering Firm with Industry Specific Domain Expertise in Aeronautics, Security & Defense, Space and Automotive.

- ✓ The core competencies of Winch are technical information systems and business solutions
- ✓ Offer a fully integrated range of solutions including: consultancy, design, development, integration, maintenance, and operational support
- ✓ Loyal and highly skilled employees adept at innovation and execution
- ✓ Consultants and Software Engineers have tremendous industry and technical knowledge
- ✓ Excellent team work environment and culture of high performance
- ✓ On-time and on-budget projects (A+ Rating) with very demanding customers
- ✓ Winch is known for its capacity to engineer and integrate complex and sensitive systems
- ✓ Capable of managing very large offshore development resources

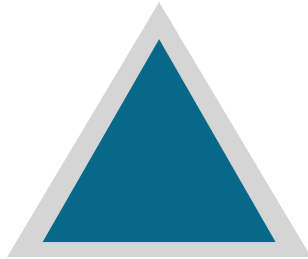
SHAREHOLDER OBJECTIVES



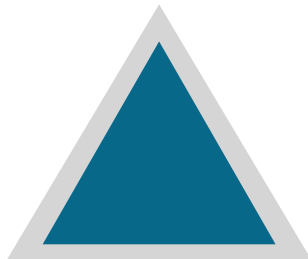
The Parent Company of Winch is refocusing their efforts on growing their business in Europe. They are evaluating all opportunities to fully divest the North American operations.



An all cash offer is preferred by the Parent Company but all other reasonable options will be considered.

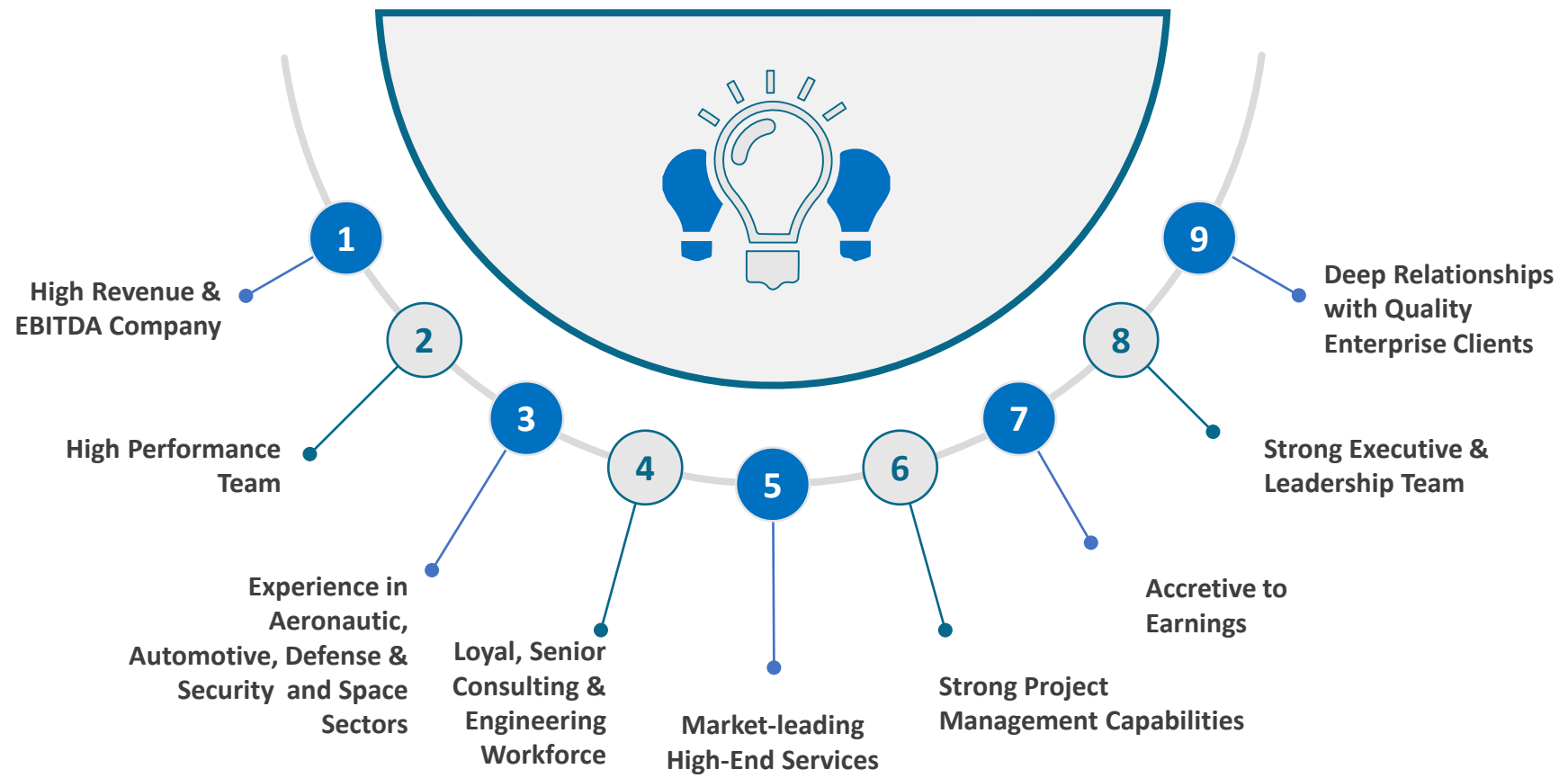


All employees and management of the North American entities will stay on post transaction to help drive continued growth post-transaction for the acquiring organization.



Join a company that exhibits a similar culture and provides an equal workplace environment to Winch.

ACQUISITION HIGHLIGHTS



QUICK NUMBERS

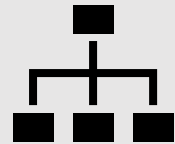


TEAM



TEAM

- › 6 Senior Management
- › 6 Administration & HR
- › 7 Sales & Marketing
- › 129 Professional Staff



Manage Large Scale Projects

- › Projects average 500 days up to as many as 25,000 days
- › Complex IT projects including project management, technical team leader, quality assurance and control, configuration management and tools and methods
- › When required, the team may also include offshore management of other Winch subsidiaries



Constant Improvement

- › Constant learning environment
- › Sharing of knowledge and teamwork approach to complex challenges
- › Most of the professional staff have a P. Eng designation and some hold Masters degrees

CLIENTS



Enterprise Clients

- › The Company services Blue-chip Tier 1 and Tier 2 suppliers to major aeronautics, defense, space and automotive industries
- › Winch clients design systems and subsystems that include mission and safety critical embedded software meeting specific industry standards and compliance
- › Business relations with clients is continuous and long-term
- › Outstanding performance achieving
 - › Highest Quality Metrics
 - › Meeting Cost Savings Objectives
 - › 100% On Time Delivery
- › Clients in USA and Canada



Client Challenges Solved

- › Developing critical systems requires:
 - › Advanced skills linked to industry standards
 - › Constant upgrading of technical skills
 - › Use of cutting-edge methodologies
 - › Variable development throughput linked to product development cycles
 - › Matching ever shrinking budgets and development schedules with accuracy and flexibility

STRATEGIC SECTORS

Provide Advanced Software Engineering Services and Tools to Support the Development of Safety Critical Systems for Clients in 4 Key Markets:

AERONAUTICS



- › Engine control
- › Avionics
- › GPS Communication
- › DO0178B/C Standards

DEFENSE & SECURITY



- › Aeronautic Systems
- › Marine Systems
- › Land Systems
- › Malicious Drone Protections Systems

AUTOMOTIVE



- › Assisted & Automated Driving including LIDAR
- › Object Detection & Classification
- › Control Systems & AI
- › ISO 26262 Compliance

SPACE & EARTH OBSERVATION



- › Space Programs
- › Geospatial Information Management Platform

EXPERTISE & STANDARDS

Technology Expertise

- › Doors
- › Reqtify
- › Scade
- › ADA
- › UML
- › Matlab & Simulink
- › LabVIEW
- › C, C++, JAVA, C#

Standards

- › DO-178B/C (Level A)
- › DO-326A (Cyber)
- › ARP 4754A/4761
- › FACE (US-Military)
- › ISO 26262
- › J3061 (Cyber)
- › Agile Development

Products

- › Test script generator based on natural language
- › Test benches (HIL, SIL, Processor in the Loop)
- › Embedded software loaders

End-user Solutions for:

- › Anti-Drone Protection System
- › Geospatial Information Management System

Develop complete critical and non-critical embedded software solutions

Delivered by dedicated integrated product teams

Agile methodology used to collaborate, learn, and produce regular and incremental deliverables

PROJECT WINCH WILL BE OF INTEREST TO



- ➔ ***Larger IT/Engineering Services Companies***
 - › Who are serving or want to expand into the Aeronautics, Defense & Security, Space, and Automotive markets
 - › Who are seeking to extend their bench of talented, experienced, certified, IT/Engineering professionals
 - › Who service customers with annual IT budgets in the hundreds of millions of dollars
 - › Similar companies seeking a strong management team to leverage within their own organization

- ➔ ***International Software and Consulting firms***
 - › Who are targeting and wish to expand their base of Tier-one Enterprise clients
 - › Who wish to expand their footprint in North America with an experienced management team
 - › Who are looking to add high-end software development and software engineering skills to their team

- ➔ ***IT Consulting Companies***
 - › Who particularly focus on Fortune 500 size organizations

- ➔ ***Private Equity Groups***
 - › Who have a focus on active investments in software engineering and development companies

INTERESTED?

Winch & TEQUITY

Winch has retained Tequity to explore its options and evaluate interested acquirers. A substantial amount of detailed information to assist in your analysis has been accumulated in our Virtual Data Room. Qualified prospective acquirers will be required to sign a Non-Disclosure Agreement and provide information that illustrates their credibility in being able to complete a transaction.

If you wish to learn more about this opportunity, please contact:

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TEQUITY

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