

## NEW ACQUISITION IN CANADA FOR NCA ENTREPRENEUR MARTINE LEGAULT

**Montreal, Canada - Baar, Switzerland – January 10, 2024** – Novastone Capital Advisors (NCA) is proud to announce the next acquisition in Canada as part of our Operator-Led Search Fund Program by Entrepreneur Martine Legault.

### ELECTRICAL SOLUTIONS TO SUPPORT THE AUTO INDUSTRY'S ENERGY TRANSITION

Martine Legault joined NCA's Operator-Led Search Fund Program in 2023 as an experienced entrepreneur who spent the last 15 years as the owner-operator of an automotive accessories wholesale distributor. Her search focused on wholesale distribution and light manufacturing SMEs in Canada. In December 2024, Martine successfully acquired a Quebec-based company specializing in designing, installing, and distributing electrical auxiliary power and upfitting products for work truck fleets.

The Company comprises two entities operating under separate banners: Les Contrôles Véhiculaires Protek Inc., a Québec-based company founded in 1995, and Mobile Power Solutions, an Ontario-based company founded in 1998. Together, their electrical solutions provide a cost-effective alternative to leaving vehicles idle or using fuel-consuming generators, which helps customers better align with their energy transition goals. In addition to promoting green technologies within the work truck space, the Company has become an increasingly important player in the work truck upfitting solutions space.

"This company immediately appealed to me because it operates in a niche sub-sector of the automotive industry, is really well positioned to capitalize on growth opportunities, and is bolstered by a great team of people," said Martine. "My past experience allows me to hit the ground running in this industry and my aim now is to create strong synergies between the two locations to bring this business to the next level."

NCA's support was essential to finalizing the transaction, Martine said. "Working with NCA is a partnership and we collectively worked towards the same goal of closing this deal. I felt supported throughout the search and acquisition process, from marketing and investor relations to M&A and legal, which are all the major key points you need to successfully close your acquisition."

Martine also highlighted the NCA's Program as an ideal solution for small and mid-sized business owners facing succession challenges. "As an asset class, search funds fit perfectly in that space between venture capital and the businesses that are too small for private equity, while also giving business owners the chance to ensure they leave their business legacy in the right hands," added Martine. This company had been facing a succession challenge because although the previous owners have children, the children are currently too young to take over the business or are pursuing other career paths.

Martine and NCA, would like to extend our special thanks to a wonderful team of service providers: Sebastien Champagne, Jean-Philippe Bourret and Sylvain Caron from FBL (financial and tax DD), along with Josh Laxer, Hélia Taheri and Mario Nigro from Stikeman Elliott (legal DD and transaction), along with Marguerite Goulet from PFD Avocats.

“On behalf of all our investors, we would like to congratulate Martine on closing this deal,” said Daniel Gaertner, Managing Partner at NCA. “Martine is a brilliant operator and the third female entrepreneur in our Program to successfully complete her search and acquisition. We know she will continue to make a meaningful impact in her industry, and we look forward to continuing to support her as she steps into her new role.”

For more information about Martine please visit: <https://www.linkedin.com/in/martine-legault-a74b6429/>

For more information about Les Contrôles Véhiculaires Protek Inc. and Mobile Power, please visit: <https://covepro.ca/> and <https://mobilepowersolutionsinc.com/>

For more information about NCA please visit: <https://novastone-ca.com/index.php>

### **About Novastone Capital Advisors**

Novastone Capital Advisors (NCA), founded in 2019, is a global firm focused on solving succession challenges faced by small to medium-sized enterprises (SMEs) through its Operator-led Search Fund program. NCA closely partners with experienced, mid-career entrepreneurs with deep industry knowledge to identify, acquire, and grow privately held companies across the U.S., Canada, and Europe. The NCA Program is designed to foster mutually advantageous outcomes for all stakeholders: exceptional mid-career entrepreneurs, profitability, and growth for all stakeholders. Entrepreneurs benefit from NCA’s support and partnership, enabling them to transition directly into owning and managing a small business. Existing business owners find an optimal solution to succession with experienced, funded entrepreneurs that proudly continue their company’s legacy and growth. Co-investors are presented with sound investment opportunities with historically high rates of success. With a global team dedicated to supporting entrepreneurs, and a diverse investment portfolio spanning North America and Europe, NCA stands out as a leading program of its kind worldwide.