

- Greg Boland

From: - Greg Boland
Sent: Monday, April 21, 2014 10:05 AM
To: Tony Griffin
Subject: Re: Re: <no subject>

sounds good. What is backend capital plan if we do win it?
The only tweak I am thinking about is how to pooch Mobi deal just in case Telus is successful.

On 2014-04-21, at 10:01 AM, "Tony Griffin" <tony.griffin@westfacecapital.com> wrote:

Yes I think that is exactly what we do – put in debt deal and ask for 90 day exclusive. Coupon ratchets every quarter with full make whole for 1 yr.
Try to come to heads of agreement in 90 days.

From: - Greg Boland
Sent: April-21-14 10:00 AM
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can we negotiate an exclusive with Wind - or a purchase of WC stake subject to DD and outs. Tie them up for some time and then go to Mobi asap.

On 2014-04-21, at 9:56 AM, "Tony Griffin" <tony.griffin@westfacecapital.com> wrote:

We are going to put together a letter today. Will flip to you when done.
Would need to get into them by Wed.

From: - Greg Boland
Sent: April-21-14 9:51 AM
To: Tony Griffin
Subject: Re: <no subject>

sounds very interesting.

On 2014-04-21, at 8:50 AM, "Tony Griffin" <tony.griffin@westfacecapital.com> wrote:

Ok
We had Tony Lacavera in on Monday and Friday as well re Wind
There is a deal to do there in two steps – step 1 would be taking out

the existing vendor debt of \$150 mm CAD (1 yr at L + 12 with ratchets)
Step 2 would be negotiating an exit for Vimplecom – they are sellers
at \$300 mm on the equity bracket on a 100% basis (and potentially
lower) – according to Lacavera they are in complete capitulation
mode right now

Mobi is back trying to get their deal with Telus approved at \$350 mm
but seems unlikely
If we could buy Wind we could cut a paper deal in common with Mobi
that would be more appealing to the government that would give
Wind all of their needed spectrum for LTE

I think replacing the vendor debt and buying out Wind with a secured
convert could be really compelling – you could then turn around and
take this public in short order

They have a board meeting this week – Peter and Tom and I are going
to work on a draft proposal for them

From: - Greg Boland
Sent: April-21-14 8:45 AM
To: Tony Griffin
Subject: Re: <no subject>

Ok. Let's discuss tomorrow.

----- Original message -----
From: Tony Griffin
Date:04-19-2014 12:06 AM (GMT-05:00)
To: - Greg Boland
Subject:



