



BIRCH HILL  
equity partners

September 15, 2020

Mr John Gilmour  
CEO  
Canada HealthLabs  
120 Adelaide Street West, Suite 2150  
Toronto, ON  
M5H 1T1

Dear Mr. Gilmour,

We are writing to express our support for, and endorsement of Canada HealthLabs' Canada-Wide COVID-19 Reassurance Testing Initiative to provide a readily accessible PCR test using self-collected samples. Several of our partner companies, having seen the importance of expanded testing, have committed resources to support the operational research phase of this initiative.

Birch Hill is a Toronto based Canadian mid-market private equity firm with a 25-year history of driving growth in our partner companies. As a group, our 16 partner companies represent one of Canada's largest corporate entities with over \$6 billion in total revenue and more than 34,000 employees across Canada. Our partner companies represent a cross section of the economy including retail, sporting goods, environmental, industrial and facility services, energy infrastructure and supply, and mobility and accessibility solutions.

The pandemic, and the resulting social restrictions, have disrupted many of our business partners and their employees. The economic impact resulting from the closures, the loss of sales, and the additional costs incurred to ensure physical distancing in order to maintain services will be felt for many generations to come. The closures have also resulted in our partner company's management groups making difficult decisions impacting their employees and their families; with many reducing staffing levels and investment in capital expenditures in response to the economic headwinds caused by the pandemic.

We believe it is important to begin reopening our economy in order to bring our society back to normalcy both economically and physiologically while ensuring the safety of Canadians. Many Canadians feel uncomfortable returning to work out of concern for their own health and that of their families. The reassurance provided by the increased testing by this program is needed to restart our economy.

To this end the Canada HealthLabs initiative to expand testing frequency and network capacity will increase confidence and support a safer return to work for all Canadians.



BIRCH HILL  
equity partners

Currently, six of our partner companies have chosen to participate in the Canada HealthLabs research study to help prove the viability of more frequent testing and timely reporting of results. Two companies are presently involved in the study and four are on the waiting list. Not only will this allow our partner companies to reopen with confidence and support their employees' well-being, it will also provide assurances to our customers with whom they interact with, that it is safe to work with our companies. This in turn will support the boarder re-opening of our economy.

Although this testing network will be outside of the current health care system, it can be used to support the capacity of the current public testing facilities. The cost of this expanded network is insignificant when compared to the larger economic and human costs associated with shutting down the economy.

We are pleased to support this initiative and to provide Canada HealthLabs' access to our portfolio companies as well as endorsing this initiative to various levels of government.

Please contact me should you wish to discuss this further.

Yours truly

**Birch Hill Equity Partners Management Inc.**

Dave Samuel  
Partner