

**Newstart Financial Inc. and Newstart Acceptance Inc. (collectively, “Newstart”)
Sale and Investment Solicitation Process Summary**

The purpose of the Sale and Investment Solicitation Process (the “SISP”) is to identify one or more purchasers of, or investors in, the business and assets of Newstart with a projected completion date of a transaction or transactions by September 2016.

All capitalized terms used but not otherwise defined herein have the meaning given to them in the Order granted by the Ontario Superior Court of Justice (the “Court”) on May 27, 2016 (the “May Order”) in respect of the proposal proceedings commenced by Newstart under the *Bankruptcy and Insolvency Act* (the “BIA”).

The SISP details are provided below.

- Newstart has compiled, and with the assistance of the Proposal Trustee, may continue to compile, a list of interested parties (“Interested Parties”) and will distribute to them an interest solicitation letter detailing this opportunity. The Proposal Trustee will contact all parties identified as well as any additional parties that come to its attention. A confidentiality agreement (“CA”) will be attached to the interest solicitation letter;
- Newstart, with the assistance of the Proposal Trustee, will prepare a confidential information memorandum (“CIM”) which will be made available to Interested Parties that execute the CA. The CIM will provide an overview of Newstart’s business, property and financial results;
- Interested Parties who execute the CA will have an opportunity to perform diligence, including reviewing information in a virtual data room;
- A notice will be published in the national edition of *The Globe and Mail* newspaper and, at the discretion of the Proposal Trustee, in trade publications;
- The Proposal Trustee, with the assistance of Newstart, will facilitate diligence efforts by, among other things, responding to questions and coordinating meetings between Interested Parties and Newstart’s management and such other parties as the Proposal Trustee may arrange. All meetings with management will be convened in the presence of a representative of the Proposal Trustee;
- Prospective investors shall be required to identify all material terms of their proposed investment to permit evaluation of such proposal but will not be required to submit the terms and structure of their proposed investment in a predetermined prescribed format;
- Parties interested in acquiring assets will be able to refer to a template asset purchase agreement (“APA”) that will be posted in the data room. Interested Parties who wish to acquire assets will be encouraged to submit offers substantially in the form of the

APA, with any changes black-lined against the APA;

- Interested Parties will be entitled to submit offers for Newstart's business and assets on an individual basis or *en bloc*. Subject to the value of the consideration to be paid, preference will be given to *en bloc* offers;
- The deadline for submission of offers ("Offer Deadline") will be 5:00 pm EST on August 2, 2016;
- Offers are to be submitted to the Proposal Trustee with a refundable cash deposit in the form of a wire transfer (to a bank account specified by the Proposal Trustee) or such other form of deposit as is acceptable to the Proposal Trustee, in an amount equal to 10% of the purchase price or investment amount. Offers are to be supported by evidence, satisfactory to the Proposal Trustee, of financing sufficient to close a transaction within the timelines detailed in these procedures. All offers are to be irrevocable until 10 days after Court approval of the Proposal;
- The Proposal Trustee will evaluate the offers and may seek clarification and/or a re-bidding of certain offers;
- Newstart's management, along with their respective legal counsel, will be consulted on a timely basis during the different phases of the SISP, provided that they confirm to the Proposal Trustee that they are not bidders in the SISP;
- Any offer submitted must be subject to the approval of the creditors of Newstart and the Court;
- Upon completion of definitive documentation, Newstart will make a Proposal to its creditors in which it will propose a sale of the assets to the successful bidder(s) and the Proposal Trustee will call a meeting of the creditors of Newstart to vote on Newstart's Proposal; and
- Following receipt of creditor approval of Newstart's Proposal, Newstart will apply to the Court for an order approving the Proposal including one or more offers ("Transaction"), with the Transaction projected to be completed as soon as possible following approval of the Proposal by the Court. The Proposal Trustee will provide its recommendation to the Court with respect to the Proposal and the Transaction.

Other attributes of the SISP:

- The Proposal Trustee shall have the right to extend by up to two-weeks any deadline in the SISP in order to facilitate the SISP. Further extensions will require Court approval;
- Newstart's management and employees are required to assist and support the efforts of the Proposal Trustee as provided for herein;

- Any transaction will be consistent with insolvency principles, including without material representations and warranties and shall be on an “as is, where is” basis;
- The Proposal Trustee reserves the right to accept one or more offers, in consultation with Newstart management, and to take such steps as are necessary to finalize and complete an APA or investment agreement or to continue negotiations with a selected number of Interested Parties with a view to finalizing an agreement(s) with one or more of them;
- The Proposal Trustee shall be under no obligation to accept the highest offer, the best offer, or any offer, and the selection of any offer(s) shall be at the discretion of the Proposal Trustee after consultation with Newstart Management;
- The Proposal Trustee shall not be bound by the terms of any transaction(s) until approval of the Court is obtained;
- The Proposal Trustee may consider transactions involving a restructuring or investment in Newstart if, in the opinion of the Proposal Trustee, the resulting transaction is in the best interests of Newstart and maximizes value for the benefit of its stakeholders; and
- The Proposal Trustee reserves the right to apply to the Court at any time to modify or terminate the SISP if it considers it appropriate in the circumstances or to apply to the Court for advice and directions.

SUMMARY TIMELINE OF IMPORTANT DATES

Sale Process Procedures	Date
Court approval of Sale Process by	May 31, 2016
Begin marketing to Interested Parties	June 1, 2016
Begin distributing CIM and access to on-line data room	June 6, 2016
Complete solicitation of potential purchasers/investors by	June 24, 2016
Due diligence completed by	July 22, 2016
Offer deadline	August 2, 2016
Identification of successful offer	August 5, 2016
Hold meeting of creditors to vote on Proposal by	August 31, 2016
Obtain Court approval of Proposal by	September 16, 2016
Closing(s) by	September 30, 2016

