



DAVID BROUGH

SENIOR EXECUTIVE

CONTACT

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TESTIMONIALS

David was recruited as President for Canfrac Sands, and did a great job of turning around a struggling company. His knowledge of the business combined with perseverance and an ability to get projects completed added to sales, and kept the business viable until a buyer could be found.

His familiarity with the different players in this industry was instrumental in finding a buyer and closing a deal. Working with him on the board of directors was a pleasure, and I would happily work with David again if the opportunity came up.

George Marquardt
Chairman Mosaic Energy Ltd.

I have known David for a number of years. We have worked on different projects together. He is a diligent and tireless leader. His attention to detail is just one reason for his success. Plus his forward thinking is what keeps him ahead of the pack.

Rick Meyer
Investment Banking
New York, NY

PROFILE

A seasoned executive CEO with experience spanning regulated industries including cannabis, finance, and oil & gas.

Career Highlights include:

- Built the most robust international genetics and flower supplier in the Canadian cannabis space, IMC-Gap and GACP certified. Negotiated collaborations with companies spanning multiple continents.
- Two companies led out of bankruptcy to profitability; first sold within 18 months at 4x valuation. Second sold with profits of more than 10x.
- Participated in NYSE closing of bell ceremony for first ever Indigenous NYSE listed broker dealer.
- Founded team that developed, funded and patented the first environmentally focused oil sand remediation company with reserves in excess of 150 million bbls.
- Founding director and participant in the development of Canada's First private health insurance company.
- Negotiated acquisition of one of Alberta's largest aggregates-plays.
- Nominated BDO Top 40 over 40
- Negotiated built and developed two private rail yards to service a seven year take or pay contract with a major international oil field services company.

EXPERIENCE

Precision Capital Partners Inc. | 2002 - Present

President

- Work collaboratively with businesses to implement strategies that will employ progressive, measurable, and profitable development.
- Partnerships with private industry who need senior executive leadership help, consulting, or advisory.

Klonetics Plant Science Inc | 2018 - 2024

CEO

- Fundraised, built and staffed a state-of-the-art tissue culture lab and cannabis services company with multiple Federal licenses
- Acquired the most exclusive and rarest book of breeder certified genetics in the world spanning multiple continents, imported them to the company.
- Developed partnerships with PhDs and leading Universities in Canada and abroad who are at the forefront of plant science.
- Developed exclusive products and services for producers to maximize revenues, lower risk and increase yields by working with Klonetics.
- Led and supported a full team from build out to licensing and beyond.

Haliburton | 9 Month Contract 2017

Senior Consultant

- Strategic review and definition of next steps in the development of a vertical integration of Silica in the Canadian market.

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LINKEDIN

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SPEAKING

UBC Sauder School of Business, UBC/MNBC Métis business management guest speaker (2021)

Speaker and tissue culture panelist, We Grow conference (2019) Niagara, Ontario

Calgary Economic Forum, with Shell Canada, Opti Nexen and Earth Energy (2015) Calgary, Alberta

Canadian Frac Sand and Proppant Logistics (2015)

Canadian Frac Sand Logistics & Market Forecast Summit (2014)

Frac Sand Logistics and Supply Chain (2013)

Rail, Trucking and Transloading Opportunities, (2013) Houston, Texas

University of British Columbia Entrepreneurial studies (2013)

Okanagan College Business program (2013)

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EXPERIENCE CONT...

Midstream Silica | 2014 - 2016

Founder, CEO & Director

- Developed business plan, secured rail buildout location in Whitecourt AB and negotiated a LOI take or pay contract with the fracking services company while still CEO at Canfrac
- Led team to complete negotiations for long term lease on private rail line in Glidden SK and purchase rail location in Whitecourt AB
- Negotiated rights to rail line with the Town of Whitecourt and CN Rail.
- Completed a combined private equity and debt raise for 10+ million dollars.
- Led during a significant downturn in oil and gas history below operational budget exceeding projected revenue without layoffs or compromising service.

CanFrac Sands | 2013 - 2015

CEO & Director

- Worked with board as CEO and director to turn around struggling existing frac sand mine in Lloyminster SK.
- Implemented vertical business model to capture additional revenue streams without availability of additional capital.
- Partnered with trucking company and local grain elevator owned by Prairie West Terminals to create net revenue from trucking and transloading without costly infrastructure.
- Created record profitable sale by using PWT's existing location and infrastructure in the field to place 2 temporary storage bins including load out facilities closer to the well heads making the company extremely competitive on pricing and logistics.
- In order to complete costly needed repairs to the plant, negotiated a break fee that would see the upgrade of the facility with a potential purchaser of the company.
- While the purchase didn't close, it did enable the plant to be upgraded and run at a higher efficiency. Shortly there after, negotiated the sale of the company to a competitor within 18 months of taking over as CEO.

Silica North | 2009 - 2011

CEO & Director

- Worked with US engineering firm and team at Silica North to develop a technique for crushing hard rock silica quartz into usable proppant for the fracking industry.
- Negotiated on Impact Benefits Agreement (IBA) with local First Nations groups.
- Completed \$114m term sheet with a NY based investment firm for buildout of facilities.
- Led discussions with major EAP producers in the area for off take agreements.