

2002 PROFIT 100

Canada's Fastest-Growing Companies

British Columbia

Pivotal Corp.

Pivotal Corp. of Vancouver provides customer relationship management – or CRM – software that automates sales, marketing and service processes across all communication channels – in person, over the Internet, and by phone.

Pivotal's customers are companies and business units in the revenue range of \$100 million to \$3 billion – there are more than 1,400 of them with names such as Hewlett Packard, CIBC, Royal Bank, HarperCollins Publishers and Hitachi Telecom Inc. Customers are on every continent, and 92% of sales come from outside Canada.

Compared to 1996 sales of \$399,000, Pivotal's 2001 sales of \$95,290,000 represents growth of 23,782%. Led by president and CEO Bo Manning, the number two company on the PROFIT 100 is Pivotal Corporation.

Intrinsyc Software Inc.

This year's fourth-place Fastest-Growing Company is Intrinsyc Software Inc. of Vancouver. Founded in 1992, Intrinsyc builds special-purpose intelligent devices that can be programmed to monitor the health of outpatients, control the heat and air conditioning of buildings, or regulate the energy consumption of a manufacturing plant. These "embedded systems" will be coming to a fridge or a Coke machine near you.

With 95% of sales coming from international sources – mainly the US, Western Europe and Asia – Intrinsyc sells primarily to numerous Fortune 500 companies, saving them years of product development. President and CEO Neil McDonnell has overseen revenues of \$10,940,000 this year, up from just \$82,472 in 1996, for a five-year growth rate of 13,166%.

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Bridges.com Inc.

Placing 14th this year in its second appearance on the PROFIT 100, Bridges.com Inc. of Kelowna, BC, provides online career solutions to people of all ages. Led by president and CEO Douglas Manning, Bridges.com was founded in 1994 and has developed into what is described as the online version of a highschool guidance counsellor. With 86% of revenues coming from sales to the US, five-year revenue growth of 5,705% boosted sales to \$19,525,000 in 2001, up from \$336,339 in 1996.

Mini-Tankers Canada Ltd.

Mini-Tankers Canada Ltd. of Langley, B.C., does diesel refuelling directly into onsite operating equipment and vehicles. The company operates coast to coast, servicing everything from marine equipment to construction and heavy-equipment sites and delivery vehicles.

President and CEO Jack Lee has guided the company to 22nd place on this year's list, recording 2001 revenues of \$44.1 million for five-year growth of 3,720%.

CIBT Canadian Institute of Business and Technology Corp.

CIBT Canadian Institute of Business and Technology Corp. of Vancouver is an investment banking and venture capital company that operates three business schools in Beijing, serving about 1,100 students and the foreign-owned companies that send Chinese executives to the schools for training. Under CEO Toby Chu, CIBT also controls Global Equities Trading, a public company involved in electronic trading of US securities. With 1996 sales of \$116,000 and 2001 sales of \$2.5 million, CIBT has amassed growth of 2,048%, good for 36th place on the PROFIT 100.

MicroSurvey Software Inc.

MicroSurvey Software Inc. of Westbank, BC, makes and distributes software for land surveyors, civil engineers and accident reconstruction specialists. Led by president Darcy Detlor, the company's most popular surveying package is the MicroSurvey CAD. MicroSurvey makes its second appearance on the PROFIT 100 this year as the 40th Fastest-Growing Company in Canada. Five-year revenue growth of 1,955% has increased sales from \$96,780 in 1996, to \$2.0 million in 2001.

Inventa Sales & Promotions Inc.

Inventa Sales & Promotions Inc. of Vancouver supplies in-the-field marketing, "interactive brand experiences" and merchandising and sales support for world-renowned companies such as Coca-Cola, Unilever, Procter & Gamble and Molson. Run by Bryan Burns, Geoff Cribbs, and Brent and David Nichols, Inventa scored 42nd place on the PROFIT list this year by taking sales from \$318,128 in 1996 to \$6.25 million in 2001, for five-year growth of 1,865%.

Selkirk Financial Technologies Inc.

Based in Vancouver, Selkirk Financial Technologies Inc.'s Treasury Manager software integrates treasury information into a central database. Founded in 1988 by president and CEO James Suttie, the company makes its third appearance on the PROFIT 100 this year in 54th place among Canada's Fastest-Growing Companies. Sales jumped to \$11.9 million in 2001 from \$879,000 in 1996, representing five-year revenue growth of 1,258%.

Q.Media Services Corp.

Q.Media Services Corp. of Richmond, BC, assembles and provides software, accessories and documentation kits for software and hardware companies such as Microsoft, Dell, Gateway and Hewlett Packard. In particular, Q.Media does CD-ROM and DVD mastering and replication. Founded in 1986 by president and CEO Robert Lawrie, Q.Media returns to the PROFIT 100 this year in 60th place, with five-year revenue growth of 1,028%. Sales skyrocketed to \$179.5 million in 2001, up from \$15.9 million in 1996. Exports account for 94% of revenues.

StockHouse Media Corp.

In 62nd place on the P100, StockHouse Media Corp. of Vancouver is an Internet-based provider of financial information relating to public companies, offering direct marketing e-mail and online advertising targeted to high-income investors. With 55% of sales coming from the US and Australia, CEO Jeff Berwick has led the company to 2001 revenues of \$2 million, up from \$175,500 in 1996, for five-year growth of 1,024%.

Sierra Wireless Inc.

Sierra Wireless Inc. of Richmond, BC, is a leading provider of wireless data communications hardware and software. Led by president and CEO David Sutcliffe, the company's employee roster has jumped from 40 to 265 over the past five years. Returning to the PROFIT 100 this year in 67th place, Sierra has grown 986%, with sales rising from \$8.5 million in 1996 to \$92.5 million in 2001. 95% of sales come from international sources.

Stockgroup Media Inc.

Based in Vancouver, Stockgroup Media Inc. delivers electronic stock market data and financial news, content and software to customers such as American Express, Citibank and Prudential Insurance as well as media companies. Founded in 1995, Stockgroup returns to the PROFIT 100 this year in 75th place, with five-year revenue growth of 945%. Under CEO Marcus New, sales grew from \$423,000 in 1996 to \$4.4 million in 2001. Half of these revenues come from the US.

Peace Arch Entertainment Group Inc.

Peace Arch Entertainment Group Inc. of Vancouver produces television series, feature films and documentaries. Its productions include the series Big Sound, The Immortal and First Wave, and the film Dead Man's Gun. As a testament to its quality, Peace Arch has always successfully exported its product, with between three-quarters and four-fifths of revenues coming from outside the country. President and CEO Juliet Jones has guided the company to 77th place on the PROFIT 100 this year, raising sales from \$5.7 million in 1996 to \$55.4 million in 2001, for five-year growth of 868%.

QLT Inc.

In 80th place on the PROFIT 100, QLT Inc. of Vancouver is one of the new generation of biopharmaceutical companies. QLT's main product is Visudyne, a therapy for people with age-related macular degeneration or AMD, a disease that eventually leads to blindness. QLT is also developing therapies to prevent or treat cancer, kidney disease, immune disorders and other afflictions. In a 50-50 alliance with the multinational pharmaceutical company Novartis, which provides global marketing expertise, QLT generates 97% of its sales internationally. Under CEO Paul Hastings, QLT sales have leaped from \$13.5 million in 1996 to \$129.5 million in 2001, for five-year growth of 859%.

Stargate Connections Inc.

Stargate Connections Inc. of Burnaby, BC, is an Internet Service Provider as well as an applications service provider to business customers. Founded in 1995, Stargate has generated five-year growth of 782% under president Bruce Hobbs. Sales of \$177,400 in 1996 grew to revenues of \$1.6 million in 2001, putting Stargate in 88th place on the PROFIT 100.

Municipal Software Corp.

Founded in 1982, Municipal Software Corp. of Victoria builds business process management systems for cities using its proprietary product, CityView. Cities and towns such as Banff, Denver, Halifax and Anchorage, Alaska, are using Municipal's software, and more than 80% of revenues come from the US. Five-year revenue growth of 752% places Municipal Software at 94th place on the PROFIT 100. Led by president Robert Bennett, the company recorded 2001 sales of \$3.3 million, up from \$383,000 in 1996.

DataWave Systems Inc.

DataWave Systems Inc. is a major distributor of prepaid phone cards, gift cards and credit cards. Based in Vancouver, the publicly traded company led by Josh Emanuel returns to the PROFIT 100 this year as Canada's 100th Fastest-Growing Company. Five-year revenue growth of 726% bumped sales from \$1.7 million in 1996 to \$14.2 million in 2001. Although a recent acquisition will add a significant amount of Canadian sales, until recently DataWave derived 100% of its revenues from the US.