20/20 health vision
CONFERENCE SERIES

Economic Growth Through Health Care Innovations

Presented by:
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CEO & President, Crestline Coach

CRESTLINE®

Overview

1. Who We Are
2. What We Do
3. Who We Do It For
4. Our Success
5. The Foundation

Who We Are

- Global Company in business for > **42 years**
- Head Office in Saskatoon, **80,400 sq. ft.** facility
- Growth: 3 **Saskatchewan founders** to 185 diverse employees
- Shipping to > than **32 countries** worldwide
- Delivered > **10,000** vehicles
- **Pillars** to success: **safety, innovation and durability**
- **Technology Integrator:** to ensure our position as an Industry Leader, our highly specialized team never stops their search for the newest & most advanced technologies

Our **Vision** is to be the **supplier of choice** in the specialty vehicles market through our ability to make a **meaningful difference** in the **lives of the users** of our products and the patients and customers they serve.

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What We Do

Crestline is an innovative leader in **ambulance & specialty vehicle manufacturing**, as well as Canada's nation-wide distributor of **multi-person transportation solutions** and a key provider of premium quality **medical equipment & service solutions**.

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What We Do

Manufacture:
Ambulance & Specialty Vehicle

Distributor:
small to mid-sized Buses

Supplier: medical equipment & parts

Did you know?

*Crestline's **Ambulance** & **Bus** divisions deliver, approximately **500 units / year***

CRESTLINE®

North American Presence

- Crestline Headquarters
- Ambulance Sales Consultant
- Bus Sales Consultant

CRESTLINE®

North American Presence

Crestline Sales Consultant

Crestline Sales Consultant

LONE STAR EMERGENCY VEHICLES

PRECISION RESCUE VEHICLES

EVS EMERGENCY VEHICLE SALES

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Types of Customers

Ambulance

Emergency Medical Services (EMS) providers, **examples**:

Specialty: Highly customized

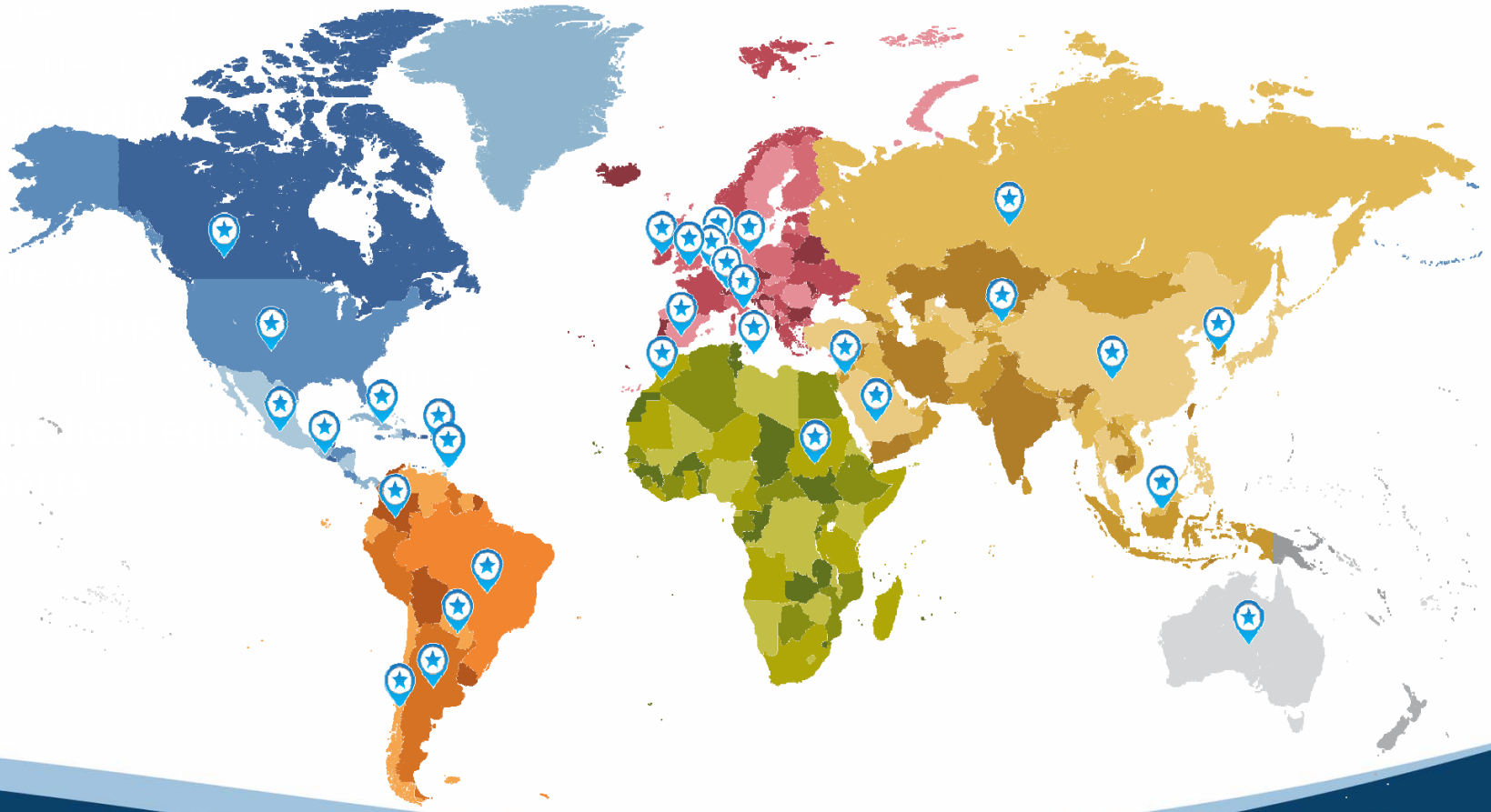
vehicle solutions for Health Care & Emergency Response (paramedic, police or fire) industries, **examples:**

Bus:

Municipal, corporate & private sectors requiring public transit, tour, charter, shuttle & accessible bus solutions, **examples:**

Saskatchewan Value Delivered

Around The World



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Our Success

Revenue Growth

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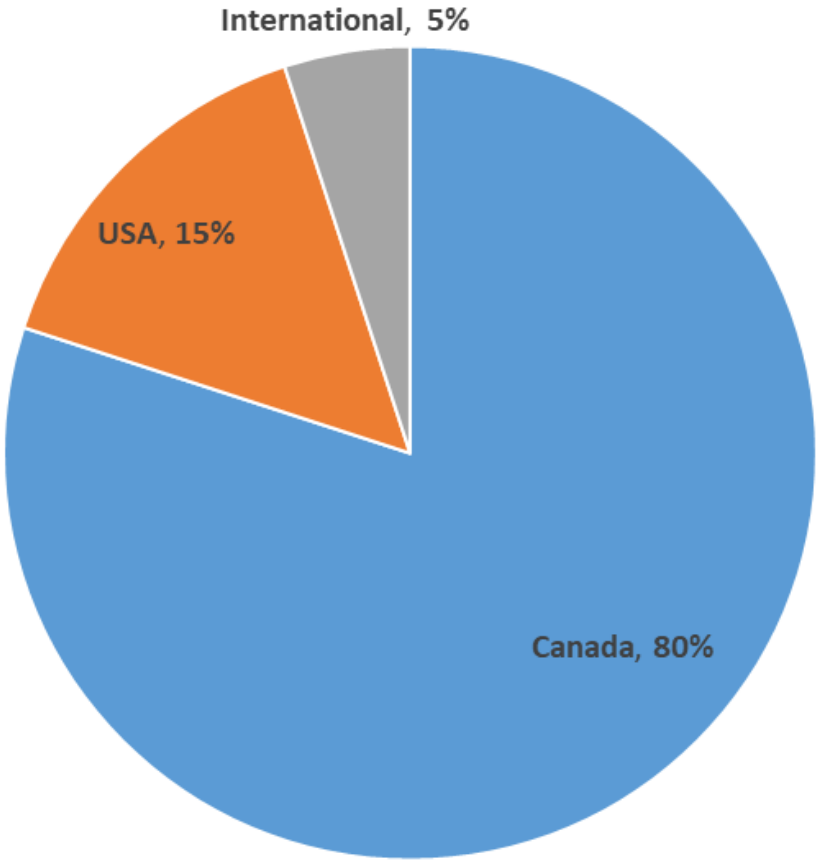
Our Success

Geographic Market Expansion



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Our Success

Employee Growth

Did you know?

__15__ of Crestline's longest standing employees make up a total of __345 years__ of __experience__?

- Increased by **50%** from 2013 to 2016
- **185** employees representing **11** countries
- Multi-generational workforce ranging from **18 to 67** years old with an average age of 43
- Gender diversification: **17%** Women, **83%** Men
- 75 employees with > 5 years of service, **32** with > **10** years, 11 with > 20 years, 5 with >30 years, and 1 with > 35 years
- **NEW Strategic Management** positions created within:
  - Engineering
  - Supply Chain
  - Finance
  - Sales
  - Marketing & Sales Support

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Industry's 1st CrestCoat Technology: *Powder Coat Finish eliminates corrosion*

SUMMIT 170 *NEW ambulance model features the strongest roll cage in the industry*

Saskatchewan Trade & Export Partnership *Exporter of the Year Award*

1st Ambulance

Industry 1st Seamless Upholstery: *sanitary & easy to clean*

Incorporated

1st Canadian Ford QVM

ABEX Growth In International Exports Award

Industry 1st *High Visibility Graphics*

ABEX Awards for *Health & Innovation and Growth In International Exports*

Multi-Patient Emergency Response Units for York Region Paramedic Services & Alberta Health Services

40th Anniversary *10,000th Vehicle Sold*

SUMMIT 150 & 160 *NEW Ergonomic Ambulances for the Québec Market*

1st Manufacturer with BNQ certified ambulance (Summit 150)

Allina Health EMS Contract

Timeline of Innovations

1968 1st Van Ambulance

1975 Reflective Safety Decals Innovation

1990 Patient Air Ride System

Industry 1st New Era *aerodynamic ambulance*

2000 Safety Net Innovation

2006 O^2 to Go Oxygen Exchange System

Multi-Patient Emergency Response Unit for Toronto Paramedic Services

2012 *NEW* Headquarters & Manufacturing Facility *Lean Manufacturing*

Neonatal Unit for Regina Qu'Appelle Health Region

Mobile Clinics for MD Ambulance & Manitoba Health

2015 ICON 2.0 *NEW Revolutionary Ambulance Model revealed at EMS Expo in Las Vegas*

2016 Neonatal Unit for Saskatchewan

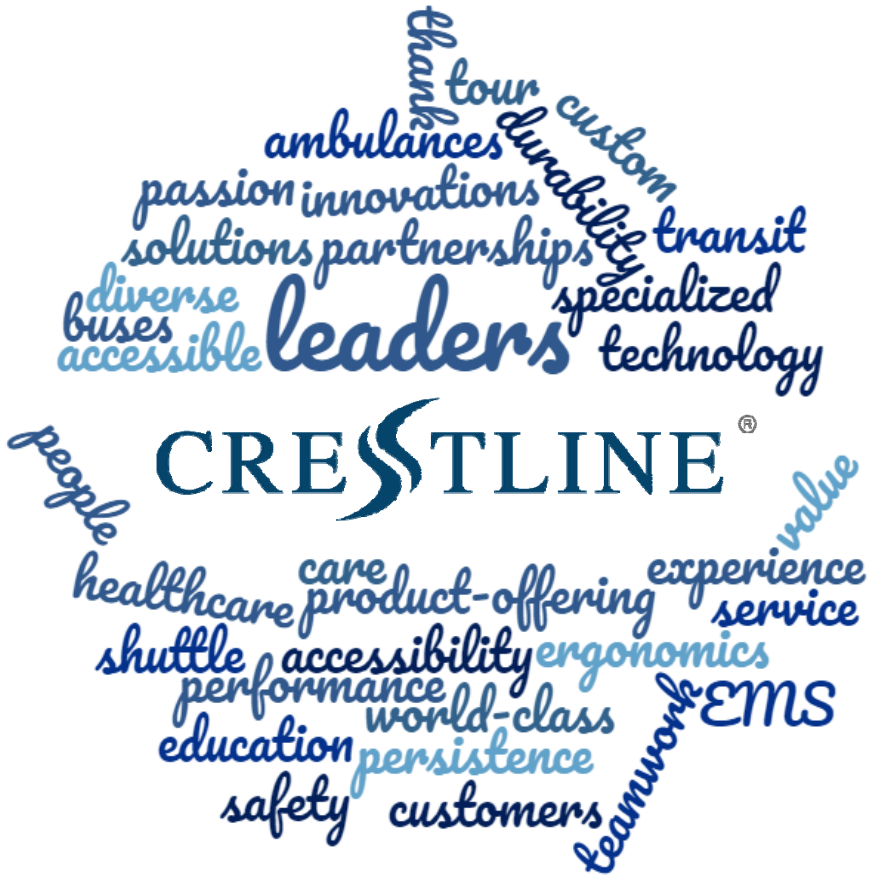
EMS World Innovation Award *for the re-designed ICON 2.0 ambulance: pushing the industry to rethink ambulance safety*

2017 ABEX *Export Award*

CRESTLINE®

Foundation

- **Passion**
- **Innovation**

  To be viewed as the first
- **People**
- **Customer Centric**
- **Persistency**

  Try Fast - Fix Fast
- **Partnerships & Alignment**