

ONCAP is Onex's lower mid-market private equity platform

ONCAP Team

- 41 professionals located within Onex' Toronto and New York offices; ONCAP's senior leadership have worked together for an average of 17 years and have more than 120 collective years of private equity experience

Investment Focus and Philosophy

- Targeting significant minority or control equity investments of **\$20 - \$250 million** in North American businesses with EBITDA of **\$5 - \$50 million** and total enterprise values of **\$50 - \$500 million**
- Partner with exceptional managers to jointly build businesses over the long-term with a focus on multiple of capital and not IRR
- Focused portfolio – we work to make each investment successful on a standalone basis
- **ONCAP funds have never impaired capital on any realized investments since inception**
- Invest in high quality businesses, with strong, sustainable free-cash-flow characteristics and market leadership in fragmented industries
- Ownership philosophy which mandates ONCAP and its management partners to personally invest in each transaction
- Long-term track record of serving as the first significant institutional investor in founder-owned businesses across North America
- Utilize an appropriate financial structure and leverage ONCAP's strong existing lending relationships

About Onex

- Founded in 1984 and public since 1987 (TSX: ONEX), Onex is one of the oldest and most successful private equity firms in North America
- Approximately US\$57.2 billion of assets under management, including over US\$8.5 billion of Onex investing capital, in two private equity platforms (Onex Partners for larger transactions and ONCAP for middle-market transactions), and a private credit platform
- Onex and its management team are collectively the largest investors across Onex platforms

ONCAP Sectors of Emphasis



Consumer

- Automotive Aftermarket
- Multi-Location Consumer Services
- Health & Wellness



Industrials

- Engineered Products and Materials
- Systems, Aftermarket & Services



Services

- Education
- Facility Services
- Tech-Enabled Services

ONCAP Funds

ONCAP V (2024)

US\$1.3 billion fund

6 platform investments and 2 follow-on acquisitions to date

ONCAP IV (2016)

US\$1.1 billion fund

13 platform investments and 50 follow-on acquisitions to date

ONCAP III (2011)

C\$800 million

8 platform investments and 47 follow-on acquisitions to date

ONCAP II (2006)

C\$574 million

8 platform investments and 97 follow-on acquisitions

ONCAP I (2000)

C\$400 million

6 platform investments and 15 follow-on acquisitions

Active Investments



The largest branded title vehicle retailer in the U.S.



A vertically integrated medical device contract manufacturer focused on micro-plastics, micro-metals, image-guided-intervention, and final device assembly



A leading network of automotive collision repair centres



Largest retailer of professional hair care products in Canada



A leading provider of dealership technology solutions for the automotive industry



A specialty dental service organization focused on providing business and administrative services to specialty dental service providers



A leading English language school that offers language, pathway and vocational college programs in its modern boutique campuses



A leading designer and manufacturer of industrial waste and recycling processing solutions.



Designer, manufacturer, and marketer of bath accessories and home fashion products



A leading developer, manufacturer and retailer of Pilates equipment, accessories, content and education globally



A leading provider of wireless infrastructure services to the telecommunications industry in the United States



A leading global designer and manufacturer of dispensing solutions



A leading North American corrugate box re-use platform.



A leading national provider of before and after school childcare in the U.S.



A leading manufacturer of wear components and hand tools for the agriculture, construction and gardening industries



A leading provider of consumable surface technology solutions for industrial users



A leading provider of submetering and utility expense management solutions for the multi-residential, condominium and commercial markets in Canada



A regional provider of re-occurring maintenance, repair, and overhaul services for industrial equipment and infrastructure.

Exited Investments



Contact Information

Michael Lay
Executive Chair
mlay@oncap.com

Steve Marshall
Managing Partner, Co-Head
smarshall@oncap.com

Adam Shantz
Managing Partner, Co-Head
ashantz@oncap.com

Greg Baylin
Senior Advisor
gbaylin@oncap.com

Mark Gordon
Senior Advisor
mgordon@oncap.com

Aly Hadibhai
Managing Director
ahadibhai@oncap.com

Wole James
Managing Director
wjames@oncap.com

Ryan Mashinter
Senior Managing Director
rmashinter@oncap.com

Rene Boissonnault
Principal
rboissonnault@oncap.com

Jason Levy
Principal
jlevy@oncap.com

Nicholas Moritsugu
Principal
nmoritsugu@oncap.com

Giethe Murugiah
Principal
gmurugiah@oncap.com

Hampton Webb
Principal
hwebb@oncap.com