

ONCAP is Onex's mid-market private equity platform

ONCAP Team

- 33 professionals located within Onex' Toronto and New York offices; ONCAP's senior leadership have worked together for an average of 16 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\$50 billion of assets under management, including over US\$8 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

- Household Products
- Consumer Healthcare
- Multi-location Consumer Services
- Consumer Wellness



Industrials

- Machinery & Equipment
- Advanced Manufacturing
- Industrial Electronics



Services

- Facility Services
- Education & Training
- Utilities & Infrastructure Services
- Software & Data Enabled

ONCAP Funds

ONCAP IV (2016)

\$1.1 billion fund

13 platform investments and 42 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 98 follow-on acquisitions

ONCAP I (2000)

C\$400 million

6 platform investments and 15 follow-on acquisitions

Active Investments

AUTOSAVVY

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



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

ONTIVITY

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



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

BIOMERICS

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



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

PC PRECISION CONCEPTS

A designer and manufacturer of specialty rigid packaging solutions, as well as a custom injection molder of plastic components



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

CHATTERS

Largest retailer of professional hair care products in Canada

Mayzón

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



A leading global designer and manufacturer of dispensing solutions



A leading provider of consumable surface technology solutions for industrial users

IMAGE

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

merrithew.

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



A leading North American corrugate box re-use platform.

WYSE

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

Exited Investments



Contact Information

Michael Lay

Managing Partner
mlay@oncap.com

Gregory Baylin

Senior Advisor
gbaylin@oncap.com

Mark Gordon

Senior Advisor
mgordon@oncap.com

Consumer

Wole James

Managing Director
wjames@oncap.com

Aly Hadibhai

Managing Director
ahadibhai@oncap.com

Industrials

Ryan Mashinter

Senior Managing Director
rmashinter@oncap.com

Stephen Marshall

Managing Director
smarshall@oncap.com

Services

Adam Shantz

Managing Director
ashantz@oncap.com

Jason Levy

Principal
jlevy@oncap.com