

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

### ONCAP Team

- 37 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 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

### 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

## Active Investments



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



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



Largest retailer of professional hair care products in Canada



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 systems



Leading 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 casino operator in Alberta, with four operating casinos



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



A leading global designer and manufacturer of dispensing solutions



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

## 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

#### Stefan Bars

Principal  
sbars@oncap.com

### Industrials

#### Ryan Mashinter

Senior Managing Director  
rmashinter@oncap.com

#### Stephen Marshall

Managing Director  
smarshall@oncap.com

### Services

#### Edmund Kim

Managing Director  
ekim@oncap.com

#### Adam Shantz

Managing Director  
ashantz@oncap.com

#### Jason Levy

Principal  
jlevy@oncap.com