161 Bay Street, Toronto, ON M5J 2S1 Tel: (416) 214-4300 www.oncap.com

712 Fifth Avenue, New York, NY 10019 Tel: (212) 582-2211

# **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 middlemarket 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**

### 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



processing systems

assembly

BIOMERICS

A leading vertically integrated medical

device contract manufacturer focused

on micro-plastics, micro-metals, image-

A leading designer and manufacturer of

industrial waste and recycling

guided-intervention, and final device

with four operating casinos



**AGRISOLUTIONS** 

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

Largest retailer of professional hair care products in Canada

## **IMAGE**

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

### Mayzon

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

#### ONTÍVITY

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.

#### PURE

A leading casino operator in Alberta,



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

## WALTER

A leading provider of consumable surface technology solutions for industrial users

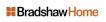


A leading provider of submetering and utility expense management solutions for the multi-residential, condominum and commercial markets in Canada

#### **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