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**Osprey Capital**  
Partners

Professional Investment Banking for Mid-Market Companies

# Canada as a Gateway to North American Expansion

Strategic Acquisition Program

## Client Profile

- Successful in their home marketplace
- Big enough to consider expansion into North America
- Sufficient capital available to complete an acquisition

## Acquisition Rationale

- Quicker to get to critical mass than building from scratch
- Don't have to learn local rules and regulations
- Existing team that understand local markets and players

## Canadian Advantages

- Smaller market for launch but similar enough to the US for growth
- Close to many of the largest US markets
- Lots of potential acquisition targets
- Low cost of doing business
- Multi-cultural society
- Favourable corporate tax environment
- Reasonable valuation metrics
- Large stable national/international banking system
- British based legal system

## How Osprey Can Help

- Very well defined process to help corporations find acquisitions
- Strong team with lots of experience working with international buyers
- Manage the whole local process to minimize travel and time commitments by management
- Reasonable fee structure that is based on work fees or milestones and largely weighted to success fees



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