

Canadian Mid-Market Acquisitions and Investments Wanted To Expand Growing Portfolio of Companies

Osprey Capital 2020

Target Investment Criteria

- Business owners seeking a long-term financial partner to accelerate growth, facilitate ownership change or recapitalize their balance sheet
- Businesses with EBITDA of at least \$3 million per year with high free cash flow conversion
- Established, recession-resistant businesses with diverse customer bases and competitive industry positions
- Not adverse to complex situations
- Management Buy-outs

Osprey Capital's client is actively looking for investments in established Canadian businesses, seeking to invest \$7 to \$40 million of equity per transaction.

Possessing experience across a variety of industries, our client has a strong track record of growing investee companies to a level that commands a higher premium on exit.

Success to date is based on their reputation for honesty, respect and integrity.

Value Proposition to Owners

- No requirement to sell investments in 5-7 years like traditional private equity firms
- Long-term investment horizon promotes a commitment to maintaining company's culture, vision and legacy
- Access to a large pool of capital to finance both organic and acquisition-driven growth plans
- Ability to move quickly to close transactions while offering tailored investment structures
- Fair value for your company today while helping to maximize value for all shareholders in the future
- Assist portfolio companies with strategy, acquisitions, industry contacts and corporate finance matters

Acquisitions & Investments Wanted

If you own, operate or are an advisor to a business that may be a candidate for our client, please contact the following:

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About Us

Since being founded in 1998, Osprey Capital has become one of Canada's leading independent mid-market investment banking and financial advisory firms. Osprey Capital has offices in Toronto, Winnipeg and Nova Scotia. Our Partners have extensive investment banking experience, many having worked at some of North America's preeminent financial institutions, and have completed numerous financing and M&A transactions.

Osprey Capital's success in arranging financing for its clients is a result of its understanding of the needs of mid-market companies and its strong, long-standing relationships with the leading banks, pension funds, institutional investors and private equity funds in Canada, the U.S. and Europe.

Our Partners have broad experience assisting owners, managers and companies buy and sell businesses as well as assisting clients through all aspects of going public and management buy-out transactions.