



# Partnering with Banyan

Banyan Capital Partners is a leading Canadian mid-market private equity firm with a 15-year track record. Banyan invests equity capital alongside Connor, Clark & Lunn Financial Group Ltd. and several Connor, Clark & Lunn Private Capital high net worth clients.

## INVESTMENT STRATEGY

Banyan typically invests \$10 million to \$50 million of equity per transaction in companies that generate trailing 12 month earnings before interest, taxes, depreciation and amortization (EBITDA) of at least \$5 million and is actively looking for the following types of investment opportunities:

- Privately held companies seeking to accelerate growth through acquisition, facilitate ownership change or recapitalize their balance sheet
- Leveraged acquisitions of “orphaned” corporate divisions or small-cap public companies lacking strong institutional investor following
- Senior executives seeking a financial partner to acquire or invest in a company or sector in which they have intimate knowledge and a demonstrated track record of value creation

## ATTRIBUTES OF TARGET BANYAN INVESTMENTS

- Established businesses that generate consistent free cash flow and attractive returns on invested capital
- Businesses possessing a demonstrable competitive advantage and market leadership
- Businesses with favorable macroeconomic, competitive, demographic and/or regulatory dynamics
- Head office or majority of operations located in Canada and/or the United States

## HOW IS BANYAN UNIQUE?

Banyan offers a unique capital solution relative to other equity sources available to North American mid-market companies:

BANYAN	CONVENTIONAL PRIVATE EQUITY FIRMS
Separate vehicle for each investment results in a tailored structure for the investment	Blind pool limited partnership that invests in multiple companies
No requirement to sell our investment in less than 10 years; targeting a long-term (multi-decade) holding period	Typically 10-year fixed term fund life
Highly flexible investment structure ranging from common equity to subordinated debt to contractual cash flow split	Typically narrowly defined structure per limited partnership agreement (necessitated by ‘blind pool’ nature of fund)
With ample equity capital available from CC&L Financial Group and its high net worth client base, Banyan’s investment professionals focus their full attention on making investments and working closely with company management teams to build value	Investment professionals split their time between finding and making investments and raising new funds to manage, a significant and time-consuming undertaking

## CURRENT INVESTMENTS

	BUSINESS	APPROXIMATE SIZE	LOCATION	WEBSITE
	Manufacturer and value-added distributor of high performance textile products to healthcare facilities throughout Canada, USA, Europe and South America.	\$174 million in annual sales	Montreal, Quebec	<a href="http://www.mipinc.com">www.mipinc.com</a>
	Leading producer and supplier of ready-mix and precast concrete and masonry products to the Newfoundland and Labrador construction industry.	\$40 million in annual sales	Newfoundland & Labrador	<a href="http://www.newcrete.ca">www.newcrete.ca</a>
	Market leader in sales and service of commercial turf equipment and irrigation systems across western Canada and the southwestern United States.	\$117 million in annual sales	Calgary, Alberta	<a href="http://www.oakcreekgolf.com">www.oakcreekgolf.com</a>
	Leading distributor of natural health products to independent health food stores and food, drug and mass retailers.	\$140 million in annual sales	Acton, Ontario	<a href="http://www.puritylife.com">www.puritylife.com</a>
	Leading specialty retailer focused exclusively on the sale, installation and servicing of automotive racks and hitches.	\$59 million in annual sales	Vancouver, British Columbia	<a href="http://www.rackattack.com">www.rackattack.com</a>

Banyan is part of Connor, Clark & Lunn Financial Group Ltd., a multi-boutique asset management firm responsible for the management of approximately \$100 billion in assets through its affiliated investment managers on behalf of institutional, private and retail clients. CC&L Financial Group is the largest privately owned Canadian asset manager.

For more information on Banyan's investment strategy, portfolio investments and investment criteria please visit: [www.banyancapitalpartners.com](http://www.banyancapitalpartners.com) or contact:

Jeff Wigle  
416-216-7076  
[jwigle@banyanpc.com](mailto:jwigle@banyanpc.com)

David Beaumont  
416-360-2321  
[dbeaumont@banyanpc.com](mailto:dbeaumont@banyanpc.com)

Simon Gélinas  
416-364-2801  
[sgelinas@banyanpc.com](mailto:sgelinas@banyanpc.com)

Lisa Sartor  
416-304-8745  
[lsartor@banyanpc.com](mailto:lsartor@banyanpc.com)

Matthew Segal  
416-304-7940  
[msegal@banyanpc.com](mailto:msegal@banyanpc.com)

Scott Morrison  
416-956-9379  
[smorrison@banyanpc.com](mailto:smorrison@banyanpc.com)

Eric Laurin  
647-395-2079  
[elaurin@banyanpc.com](mailto:elaurin@banyanpc.com)

Chris Luongo  
289-937-0311  
[cluongo@banyanpc.com](mailto:cluongo@banyanpc.com)

