Partnering with Banyan

Banyan Capital Partners is a leading Canadian mid-market private equity firm with a successful track record since its incorporation over 25 years ago. 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 $100 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:

- Succession-based transactions involving family-owned or founder-led businesses
- Management buyouts involving one or more shareholders
- Companies seeking to raise equity capital to accelerate growth through acquisitions
- Carve-out acquisitions of corporate divisions
- Leveraged buyouts of small-cap public companies seeking take-private transactions
- Traditionally strong businesses involved in specialized situations including processes relating to bankruptcy or insolvency, working capital support, or balance sheet restructurings

ATTRIBUTES OF TARGET BANYAN INVESTMENTS

- Established businesses that generate significant and stable free cashflow
- Led by, or have the ability to, attract strong operating partners
- Demonstrable competitive advantage and/or favourable market position
- Organic and/or strategic (acquisition-based) growth potential with at least some degree of tangible asset value
- Headquartered or majority of operations in Canada 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
Longer-term investors with no contractual requirement to sell our investments and the ability to tailor our hold period for each investment based on their unique circumstances	Shorter-term investors, typically with a 10-year fixed-term fund life and incentives to pursue liquidity from their investments in 3 to 7-year cycles
Partnership approach to investments that emphasizes mutual alignment with our operating partners and the ownership of high quality businesses with a focus on building sustainable value for the long term	Acquisition approach to investments that emphasizes a project-based approach, maximizing returns through the deployment of capital, market timing and financial engineering through the application of potentially elevated debt levels
With ample equity capital available from Banyan's evergreen fund structure, Banyan's investment professionals focus their full attention on making investments and working closely with company management teams and stakeholders to build long-term value	Investment professionals split their time between finding and making investments and raising new funds, which can be a distracting and time-consuming undertaking

CURRENT INVESTMENTS

	BUSINESS	INDUSTRY	LOCATION	WEBSITE
innovative SURFACE SOLUTIONS	Leading distributor of liquid surface solutions to large treated salt partners, commercial customers, water treatment clients and government agencies across North America.	Specialty Chemicals	Ajax, Ontario	www.innovativecompany.com
MIP	Manufacturer and value-added distributor of high-performance textile products to healthcare facilities throughout Canada, the United States, Europe and South America.	Healthcare Products	Montreal, Quebec	www.mipinc.com
NEWCRETE	Leading producer and supplier of ready-mix and precast concrete and masonry products to the Newfoundland and Labrador construction industry.	Building Products	Newfoundland & Labrador	www.newcrete.ca
OAKCREEK Golf & Turf	Market leader in sales and service of commercial turf equipment and irrigation systems across western Canada and the southwestern United States.	Industrial Distribution	Calgary, Alberta	www.oakcreekgolf.com
Purity Life	Leading distributor of natural health products to independent health food stores and food, drug and mass retailers.	Consumer Distribution	Acton, Ontario	www.puritylife.com
RACK ATTACK	Leading specialty retailer focused on the sale, installation and servicing of automotive racks, hitches and overlanding accessories with multiple locations across Canada and the United States.	Specialty Retail	Vancouver, British Columbia	www.rackattack.com
second nature DESIGNS	Leading manufacturer and distributor of home décor and gifting products made up of dried florals and other naturally and sustainably sourced botanicals with a recognizable customer base across North America.	Consumer Distribution	Hamilton, Ontario	www.sndf.ca
STAGEVISION	Provider of professional audiovisual production and management services for live, virtual and hybrid events.	Commercial Services	Mississauga, Ontario	www.stagevision.com

An affiliate since 2008, Banyan is part of the Connor, Clark & Lunn Financial Group Ltd., a multi-boutique asset management firm responsible for the management of over $231 billion in assets through its affiliated investment managers on behalf of institutional, private and retail clients. CC&L Financial Group is one of Canada's largest privately owned asset managers.

For more information on Banyan's investment strategy, portfolio investments and investment criteria please visit: www.banyancapitalpartners.com or contact:

Scott Morrison
416-956-9379
smorrison@banyancp.com

Jeff Wigle
416-216-7076
jwigle@banyancp.com

Simon Gélinas
416-364-2801
sgelinas@banyancp.com

Matthew Segal
416-304-7940
msegal@banyancp.com

BANYAN® CAPITAL PARTNERS

A CONNOR, CLARK & LUNN FINANCIAL GROUP AFFILIATE