

## PRIVATE EQUITY

### CPCP at a Glance

CPCP's Private Equity arm pursues majority control investments that support a variety of situations from management buyouts to recapitalizations and family successions. We customize our transactions to address each owner's specific liquidity and growth objectives. We work quickly and confidentially.

We bring a flexible, capital structure-agnostic approach to investing. We collaborate with our portfolio companies to transform unique ideas into action which leads to greater success for management teams, employees and customers.

### Target Characteristics

- Proven management teams
- Recurring revenue, demonstrated growth, and sustainable margins
- Favorable industry trends and growth prospects with limited cyclicality
- Modest capital expenditure and working capital requirements
- Defensible market niches with barriers to entry
- Consistent free cash flow
- Desire of current management to remain – particularly in key functional roles – is preferred but not required

### Investment Criteria

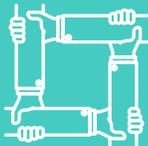
	Company Size	<ul style="list-style-type: none"> <li>• Revenue: Minimum \$10mm</li> <li>• EBITDA: Minimum \$2mm</li> </ul>
	Investment Size	<ul style="list-style-type: none"> <li>• \$5mm - \$50mm</li> </ul>
	Geography	<ul style="list-style-type: none"> <li>• USA</li> <li>• Canada</li> </ul>
	Transaction Types	<ul style="list-style-type: none"> <li>• Acquisitions</li> <li>• Recapitalizations</li> <li>• Growth Capital</li> <li>• Management Buyouts</li> </ul>
	Industry Focus	<ul style="list-style-type: none"> <li>• B2B Enterprise Software</li> <li>• Tech-enabled Services</li> <li>• Transportation, Logistics, Distribution</li> <li>• Business, Consumer and Industrial Services</li> </ul>

Opportunistic in other sectors: CPCP will consider significant minority investments in select cases

*We avoid investing in cyclical industries as well as those driven by commodity prices and other exogenous factors. We do not invest in: startups, real estate, banking/lending, turnarounds*

## Our Approach

### Partnership Approach



We value relationship investing that drives the alignment of interests among all participants. With a hands-on approach, our team works with management to affect a shared goal: building stronger businesses and creating significant long-term and measurable value for all stakeholders.

### Value Creation



CPCP offers a variety of value-added resources to help our portfolio companies grow and scale their businesses. Our strong network, industry knowledge and expertise helps foster success across our companies. By leveraging our expertise, operational guidance and capital for sustainable growth, we empower organizations to stay ahead in the digital economy.

### Flexible Approach



Unlike some of the other private equity funds, we do not have any restrictive time horizon. This flexibility allows us to consider a wide-range of opportunities, and find the optimal structures for the benefit of the businesses in which we invest.

## CPCP Advantage

### CUSTOMIZED TERMS AND FLEXIBLE STRUCTURES

At CPCP, we are committed to working with the business owner to structure a deal that addresses their concerns. We can offer flexible deal terms to support the interests of a seller and the company they have built. We work to understand your needs and structure our process and transaction to accommodate.

### EXPERIENCED TEAM

Our Board of Directors will include seasoned entrepreneurs and business professionals that have built their careers growing small businesses. Their experience will ensure a simple and straight-forward process and also provide the resources to grow the business post-acquisition.

### CERTAINTY AND EXPEDITIOUS CLOSE

We are focused on specific industry sectors, sectors we have deep experience in. As a result, we can move expeditiously through the due diligence process.

### SMART CAPITAL AND LIQUIDITY

Our capital comes with a team that is committed to ensuring that the business grows and becomes a leader in its industry. CPCP can deploy capital made available by its capital partners promptly and effectively.

## Investment Team

### CANADA

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# COLUMBIA PACIFIC CAPITAL PARTNERS

## ABOUT US

Columbia Pacific Capital Partners Inc. (CPCP) is a financial services firm focused on the middle market specializing in M&A, investments, and cross-border advisory services. Founded by executives with extensive investment banking and wealth management experience, CPCP has a global footprint of professionals who work locally, and as a team globally to provide the best combination of services to clients. To date, CPCP executives have worked on \$500M+ worth of transactions.

### Private Equity:

We invest in companies that we believe have leading competitive positions in defensible markets where we can add value via our operating skills and relationships. We seek to distinguish ourselves by demonstrating our ability to source and acquire scalable businesses through partnerships with founder-owners, management teams and sponsors.

### Mergers & Acquisitions:

CPCP's Mergers and Acquisitions (M&A) arm offers innovative, customized solutions to our clients' most significant issues. The M&A team excels in domestic and international transactions including acquisitions, divestitures, mergers, joint ventures, recapitalizations, spin-offs, exchange offers, and leveraged buyouts.

### Cross-Border Advisory:

We strive to bridge the gap between North America and Southeast Asia including India through our world class, cross-border services by providing our clients with valuable investment planning strategies to help Southeast Asian businesses raise capital and providing international channels for investment diversification in the emerging countries such as India.

## Columbia Pacific Capital Partners Inc.

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