

Minority

**Equity or Debt** 

**Expansion**/

Transition/MBO

### **Our Focus**

The <u>Canadian Business Growth Fund ("CBGF"</u>) provides long-term, patient, minority capital to ambitious entrepreneurs to fund growth, expansion, or transition/succession of their mid-market businesses. As an evergreen investment fund with capital commitments of \$545 million, CBGF is committed to long-term partnerships with the companies it invests in. As part of its mission to drive growth, the Fund has developed a network of business leaders and sector experts to help its partners achieve their full potential.



As a certified <u>B Corp</u>, CBGF's purpose takes into consideration all stakeholders and is committed to accountability, transparency, and continuous improvement.

# Why Work With CBGF?

While debt and buyout capital is abundant in Canada, there is a shortage of growth capital to assist established mid-market companies to fuel their expansion plans. Many entrepreneurs are averse to debt or are not ready to work with a controlling shareholder. We seek to provide companies with a unique solution, which aligns our respective interests as true minority partners.

#### Patient and Flexible Capital

CBGF's long-term fund structure allows us to take a patient approach with our investments. As our partner companies mature, we provide follow-on capital as needed and allow the entrepreneur to exit on their timeline.

#### **Entrepreneur Remains in Control**

CBGF focuses exclusively on minority positions, which provides our entrepreneurs with a collaborative, value-added partner – not a controlling shareholder.

#### **Talent Network**

CBGF has a growing network of seasoned business operators and service providers that are available to our portfolio companies. These advisors and firms can help with growth and operational improvement strategies while mentoring partner management teams.

#### **Direct and Timely Response**

Our team is responsive in providing timely feedback and in executing the transaction process with early transparency on terms, without the fine print.



\*HSBC Canada has since been acquired by RBC.

## **Flexible Investment Structures**

We take pride in making the investment process efficient and cost effective. Our investment structures are flexible and can be tailored to align with the goals and balance sheets of our partner companies. We are focused on a long-term investment horizon and will not force an exit. We are also able to provide secondaries to shareholders within the context of a growth capital transaction (MBO, transition or succession).

## **Our Partners**

Dale Tingley CO-MANAGING PARTNER dale.tingley@cbgf.com Hai Tran-Viet CO-MANAGING PARTNER hai.tran-viet@cbgf.com Karoline Elkind CFO & PARTNER karoline.elkind@cbgf.com

# **Contact Us**

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To discuss partnering with us, please email us at contact@cbgf.com

Our Founding Shareholder Institutions\*

based on the following criteria:

> \$5M

of Revenue

**Based in** 

Canada

We target growing companies across a broad array of industries

\$5 – \$20M

Investment

Size

**Profitable or** 

near profitable