

Overview

Oakridge Capital ("Oakridge") is a Toronto-based private investment company seeking to acquire and actively manage small-to-medium sized businesses which meet our Investment Criteria. We are highly flexible in our ability to structure transactions that work for us, existing owners, and partner companies. We are committed to minimizing the distraction a change of control can have on day-to-day operations by providing initial feedback very quickly and indicative transaction terms within one month of receiving requested information.

Investment Criteria

Situations of Interest

- Ideally, we are looking to partner with existing ownership teams, providing some liquidity upfront and working cooperatively to grow the business over a transitional period (allowing exiting owners to participate in the upside during this time)
 - Ability to provide immediate liquidity if desired
- Owner-operated businesses, allowing Oakridge to step in as management on exit
- Situations where Oakridge's principals can step in to bolster an existing management team

Financial / Structural

- 3+ years of profitability and positive cash flows
- Annual EBITDA of at least \$0.5 million
- Operating margins greater than 10% and/or return on invested capital greater than 10%
- Transaction value up to \$10 million
- Ability to acquire a controlling interest, either upfront or over time
- Ability to support a modest amount of debt, though debt will not be the primary "lever" we'll rely on to drive returns for our investors

Business / Operational

- Strong management team with a passion for the business
- Sustainable competitive advantage / defensible market position
- Attractive growth prospects
- Low customer concentration and churn
- Low-to-moderate capital intensity

Market / Industry

- Based in Canada
- Niche and/or fragmented market with positive fundamentals
- Stable regulatory environment
- Low technological risk
- Manageable working capital requirements

Process

Efficient, streamlined process to minimize disruption and distraction

Introduction

Sharing of preliminary info: business overview, financials & forecast
1-2 Weeks

Feedback from Oakridge

General understanding of key terms and due diligence requirements

Due Diligence

Detailed financial and operational review, including site visits
2-4 Weeks (from data receipt)

Feedback from Oakridge

Detailed proposal in Term Sheet form

Binding Offer

Confirmatory diligence (including tax, legal, 3rd parties) and drafting of binding documents
3-4 Weeks

Meet The Team



Christopher J. Palmer
Principal

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Before founding Oakridge, Chris spent over 7 years at Merrill Lynch Canada, where he was most recently a Vice President of investment banking in the company's Metals and Mining group. In this role, he was responsible for overseeing origination and transaction execution, which included buy-side, sell-side and defense advisory assignments in addition to other capital raising and ratings advisory mandates. Chris graduated with distinction, receiving an Honours Business Administration degree from the Richard Ivey School of Business at the University of Western Ontario.



Daniel J. Palmer, CFA
Principal

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Dan joins Oakridge from Magna International, where he was most recently the Director of Business Development at the company's Mirrors & Closures Group. In this role, Dan was responsible for global M&A origination and execution, and deeply involved in the company's strategic planning initiatives. Before joining Magna, Dan worked with CIBC World Markets' investment banking group in London (England) and in Toronto. Dan also holds an Honours Business Administration degree (with distinction) from the Richard Ivey School of Business at the University of Western Ontario.