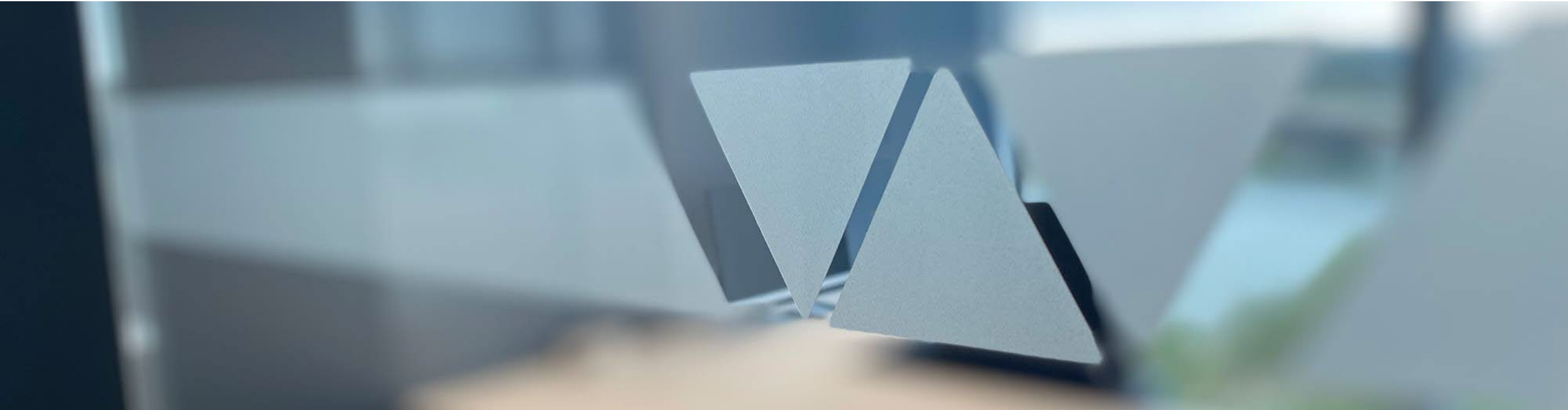




THE MANITOBA
BAR ASSOCIATION
A Branch of the
Canadian Bar Association



Trust. Experience. Results.

Manitoba Bar Association, October 28, 2024



Western Canadian Focused Private Equity and Venture Capital Fund Manager

SK, MB, AB & BC
REGISTERED PORTFOLIO
MANAGER



\$1 **BILLION**
AUM

10 **FUNDS**

25+
YEARS

Our Funds

Financial Capacity to Close

 <p>GOLDEN OPPORTUNITIES FUND</p>	 <p>Westcap MBO I</p>	 <p>Westcap MBO II</p>	 <p>Westcap MBO III</p>	 <p>CONNECT MB GROWTH FUND</p>
<ul style="list-style-type: none">▶ \$591M in Capital Invested▶ Over 25 Years of Continued Growth and Success▶ Continuous Offering▶ \$428M in overall assets*	<ul style="list-style-type: none">▶ 2014 Inaugural Private Equity Fund of \$57M▶ Commitment Period Ended 2018	<ul style="list-style-type: none">▶ Oversubscribed at \$103M in 2018▶ Fully Invested	<ul style="list-style-type: none">▶ Oversubscribed at \$285M in 2021▶ 35% Invested	<ul style="list-style-type: none">▶ Launched: Summer 2023▶ Committed Capital of \$81M▶ Partnership with Manitoba Credit Unions▶ Inaugural Investment by Manitoba First Fund▶ First Investment – Northway Aviation

*As of year-end August 31/23

What is Private Equity?



- ▶ Investments made by private equity firms into privately held companies in exchange for an ownership stake.
- ▶ A source of capital and strategic support for company growth and expansion or to facilitate ownership succession through management buyouts.
- ▶ Pools of capital organized into funds under an investment thesis

Why Might Private Equity be Right for Your Client?



- ▶ Substantial Capital Injection
- ▶ Expert Guidance and Support
- ▶ Access to Networks and Partnerships
- ▶ Customized Financial Structures
- ▶ Commitment to Long-Term Success

CMGF Target Investment Strategies



- ▶ Exclusively target Manitoba companies
- ▶ Mid to long-term investment horizon
- ▶ Sector agnostic
- ▶ Flexible in the form of investment and deal structure
- ▶ SME
- ▶ Types of investments considered include:
 - Late-Stage Venture Capital
 - Growth Equity
 - Ownership Transition Through Management Buyout

How We Add Value



- ▶ Financial Capacity to Close and Follow On Placements
- ▶ M&A Support
- ▶ Strategic Governance at Company Level
- ▶ Government Relations
- ▶ Deep Understanding of and Connections to the Regional Economy
- ▶ Our Network

Portfolio Highlights



Our Manitoba Portfolio



LIBRESTREAM



WBM Technologies





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westcapmgt.ca

**A leading private equity and
venture capital fund manager
with over \$1 billion in assets
under management.**

Senior Executive Team

More than a century of investment management and operational expertise.



Grant J. Kook,
C.Dir., S.O.M.
President/CEO/Founder
Tenure: 33 years



Rob J. Connoly,
CFA, CPA, CMA
Chief Financial Officer
Tenure: 20 years



Jamie B. Schwitzer,
CFA
Chief Investment Officer
Tenure: 13 years



Wanda S. Hunchak,
CFA, CPA, CMA
Executive Vice President
Tenure: 20 years



Tyler D. Bradley
Vice President
Tenure: 16 years



W. Lee Jebb
Vice President
Tenure: 3 years



Darcy D. Ogradnick,
CPA, CA
Vice President, Finance
Tenure: 10 years



Peter Wilson,
J.D., CFA
Associate Vice President
Tenure: 5 years



Ty Wirvin,
CBV
Associate Vice President
Tenure: 1 year

Westcap has established a premier team of business professionals with extensive tenure and experience in their respective fields and a wide range of industry-relevant designations (CPA,CA/CPA,CMA/CFA/C.DIR.).