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TerraNova Partners LP is a private equity investment firm which invests in companies with strong growth prospects and excellent people

Background & Investment Philosophy:

- **Started in 2004** by *Vahan Kololian, Jesse Gill and Kathleen Vesely*
- Headquartered in **Toronto**, with a **New York** office
- TerraNova has built an **excellent track record** of supporting and helping great companies grow to the next level by **supporting management**
- **Hands-on approach to investing** in private companies (and small public companies) at various stages of development where we can **add value** and **partner** with an existing motivated and committed management team
- **No strict investment timeline**

Entrepreneur-in-Residence Program:

- Our “**secret sauce**” in making successful investments is our **Entrepreneur-in-Residence (“EIR”) program**, where TerraNova partners with individuals who have been **successful operators and investors** to look at new investment opportunities together
- Through this program TerraNova can bring **added management support** to its investee companies, enabling them to better manage operations and accelerate growth
- **Current EIRs:** *Dundee Staunton, Keith Harradence, Garth Wheldon*

Investment Criteria:

- Predictable and growing **revenues** (>\$10 million)
- **Profitable companies** preferred but not a requirement as long as the product or service offering is part of a **robust and growing market**. We will also consider **turnarounds** where there is an identified renewal plan
- Investment is for **growth capital** or **leveraged buyouts** (*but we do not invest in start-ups*)
- Businesses undergoing **growth or ownership transformations**
- **High-quality management team** committed to long-term growth (with the ability to be augmented by one of our EIRs)
- Industries: We are **Generalists: Industrial** (including **manufacturing, processing, distribution**), **financial and business services, telecom, healthcare** and **alternative materials and energy** companies. The common theme is to invest in companies that are **users of technology** (*not creators of technology*)
(*Excluded areas: real estate, retail, biotech, primary natural resource extraction*)
- Investment Size: Up to **\$5 million of equity** (plus appropriate leverage), with potential to invest \$10 million of equity or more with our equity partners