



Making Good Businesses Better.

Yellow Point

EQUITY PARTNERS



We look for
good businesses
run by good people.
Then partner to make
them even better.



Yellow Point at a glance:

HISTORY

We opened our doors in 2004 with the philosophy of forming true partnerships with leading business managers to help guide their companies to their next level of success.

We are now on our fourth fund, having created 17 successful investment partnerships, delivered top quartile returns to our investors, and helped many of our partners multiply the value of their equity stakes.

INVESTMENT FOCUS

- Our focus is on companies in Canada and the Pacific Northwest United States with revenues between \$20 million and \$350 million (smaller for add-on acquisitions).
- We gravitate to growth-oriented businesses with exceptional management teams in a diverse array of industries.
- We are open to a variety of opportunities including management buyouts, succession planning, growth capital funding and going private transactions.

MARKET POSITION

- Over \$250 million in capital under management.
- Currently investing Yellow Point Fund IV (raised in September 2015)

PERFORMANCE

- We have delivered top quartile returns in Yellow Point Funds I, II, and III.
- Our management partners have generated 20% annual EBITDA growth across all our portfolio companies.



What makes us different?

WE PRACTICE “TRUE PARTNERSHIP”.

We believe the foundation of all successful deals lies in creating lasting partnerships with strong management teams with whom we share aligned values and goals.

WE ACT LIKE IT’S OUR OWN SKIN IN THE GAME. BECAUSE IT IS.

Every member of Yellow Point has a significant amount of their personal wealth invested in each fund. It’s an assurance that we are fully committed to your success and that our incentives are aligned with yours.

OUR PARTNERS BENEFIT FROM THE DEPTH AND EXPERIENCE OF OUR ADVISORY COMMITTEE.

Our Limited Partner base includes 45 CEOs from some of western Canada’s most successful companies. These business leaders assist our portfolio companies in building new relationships, evaluating strategic opportunities, co-investment and/or board involvement.

WE ARE NIMBLE, EFFICIENT AND EXPERIENCED.

Our small yet seasoned team enables us to move swiftly to make decisions and pursue opportunities that unlock value together with our partners.

WE HAVE A LONGER HORIZON THAN MOST OTHER PRIVATE EQUITY INVESTORS.

Our 3 to 15-year hold period allows significant flexibility to realize management’s goals. We do not attempt to dictate the timing of dispositions, but rather work with management to pursue timing that works best for the business.

INVESTMENT CRITERIA

We seek complementary partners to form exceptional partnerships.

MANAGEMENT

We look for managers with a vision for their company, who will take a material ownership stake and operate with openness, honesty and integrity.

INDUSTRIES

We invest in and support growth in a diverse array of industries including business services, distribution, energy, healthcare, industrial, and manufacturing, to name a few. We do not invest in real estate, resource extraction, or early-stage start-ups.

GEOGRAPHY

Our focus is on Canada and the Pacific Northwest United States.

SITUATION

We are attracted to a variety of situations including management buyouts, succession planning, growth capital funding, recapitalizations, spin-offs and going private transactions.

SIZE

Our typical investee company will have revenues between \$20 million and \$350 million (smaller for add-on acquisitions), strong free cash flow and considerable growth prospects.



We bring the right balance of experience and engagement to substantially impact your business.



BRIAN BEGERT

Managing Partner

Brian is a co-founder of Yellow Point. He is focused on sourcing and assessing prospective partnerships, as well as facilitating growth and new initiatives in investee companies. Brian co-founded Goepel Shields and is a former managing director of investment banking for Raymond James.

bbegert@ypoint.ca
tel 604 659 1892



DAVE CHAPMAN

Managing Partner

Dave is a Yellow Point co-founder, and spends much of his time identifying new investment opportunities and encouraging growth in existing portfolio companies. Dave was previously CEO of Greenlight Power Technologies, an energy technology company he grew into the global leader in its field. Before that, he was a Senior Vice President in the investment banking division of Merrill Lynch.

dchapman@ypoint.ca
tel: 604 659 1894



TYLER SMYRSKI

Partner

Tyler joined Yellow Point in 2004, shortly after its founding. He currently spearheads transaction execution for Yellow Point and sits on the board of several portfolio companies. A Chartered Accountant and Chartered Business Valuator, he worked with KPMG prior to joining Yellow Point.

tsmyrski@ypoint.ca
tel: 604 659 1898



DAVID PHILLIPS

Vice President

David joined the Yellow Point team in 2011 and assists with assessing prospective investments, due diligence, deal execution and portfolio company management. He holds a JD/MBA from the University of British Columbia, and a B.Sc. in mathematics from McGill University.

dphillips@ypoint.ca
tel: 604 659 1874



RUSTY GOEPEL

Non-Executive Chairman

Rusty chairs Yellow Point's investment committee. He is a founder of Goepel Shields & Partners and a director of several western Canadian companies including Telus, the Vancouver Airport Authority and the Business Council of BC. Rusty was also Chair of the Vancouver Organizing Committee for the 2010 Olympic Winter Games.



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Suite 1000 – 1285 West Pender St.
Vancouver, B.C. V6E 4B1

www.ypoint.ca