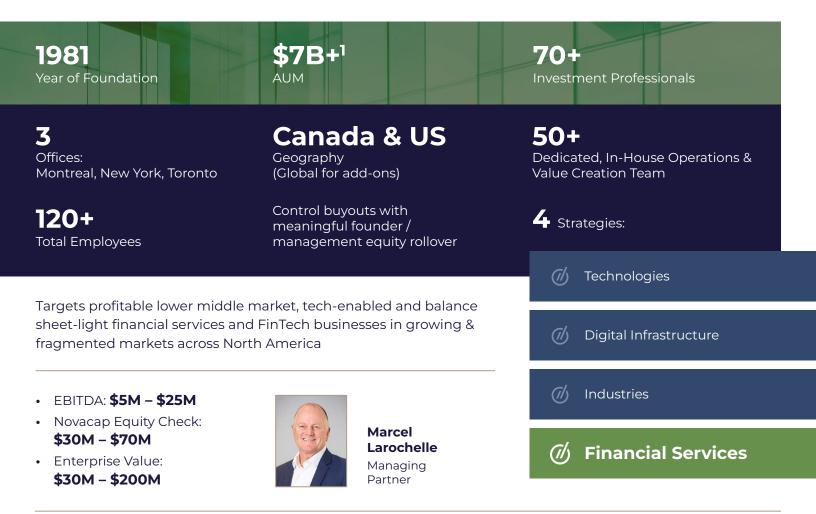


# **Driving Growth In The Middle Market For Over 40 Years**

North American multi-strategy and sector-focused private equity firm committed to a hands-on value creation approach



#### CORE INVESTMENT STRATEGY

#### Niche & Value-Added Strategy

Standalone fund committed to niche financial services & FinTech focus led by industry veterans with deep sector and operating expertise

#### Partnership Approach to Middle Market Buyouts

Focus on majority buyouts of founder / family-owned businesses with opportunity to be first institutional capital alongside meaningful equity rollover

#### Operational Value-Add

Emphasis on long-term value creation through strategic industry knowledge and Novacap's dedicated, 50+ person, in-house Operations Team & repeatable playbooks

#### Buy-and-Build Focus

Prefer highly fragmented markets where team can deploy a consistent & repeatable M&A strategy

## DEDICATED SECTOR FOCUS

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### **Rajiv Bahl** Senior Partner



Frank Lachance Partner

Jean-Philippe Garant Partner	Insurance Distribution & Services	Insurance & Claims Services, Insurance Brokerage, MGAs			
	Insurance Manufacturing	Life Insurance, P&C Insurance			
	Non-Bank Lending	Asset-based Lending, Lending Services, Real Estate Finance & Services, Unsecured Lending			
Matt Alfieri   Vice President	Asset Management	Alternative Asset Management, Institutional Asset Management, Retail Asset Management			
	Wealth Management	Fund Administration, High Net Worth, Wealth Management Services & Technology			
	Payments	B2B Payments, Integrated Payments & Software, Merchant Acquiring & Processing			
Kevin Li Vice President	Business Services	Advisory Services, BPO, Office of the CFO Services			
	Financial Infrastructure	Debt Management & Collection, Financial Intermediaries, Mortgage Finance & Services, Rating Agencies & Data Providers			
	Financial Technology	Capital Markets Technology, Risk Management Technology, Financial Institution Data & Analytic Technology, Compliance & Reporting Technology			

## ACTIVE PORTFOLIO COMPANIES

Company	Investment Year	Location	Sector	Description	Add-On Criteria
LEWIS <sup>&amp;</sup> ELLIS	<b>S</b> 2023	Dallas TX	Business Services	Actuarial & insurance consulting firm serving insurers, managed health plans, regulatory agencies & employee benefit plans	Other US-based consulting firms with similar or adjacent lines of business such as regulatory compliance, financial & market conduct, state examinations, life settlements, risk management & employee benefits
ACCURAT GROUP	E 2023	Cleveland OH	Financial Infrastructure	Residential mortgage technology & services provider delivering property appraisal, title data, analytics & digital closing solutions to banks, credit unions, servicers, non-banks, lenders & capital market firms	Other providers of similar tech- enabled mortgage services that will diversify its technology & regional coverage in the US or Canada
ratehub.ca	2022	Toronto ON	Financial Infrastructure	Online financial marketplace & comparison platform for consumer education, financial transparency & online shopping with a captive mortgage and insurance brokerage services	Products that would allow Ratehub.ca to capture more of the mortgage & insurance vertical value chain
	2024	Montreal QC	Insurance Distribution & Services	Provider of comprehensive commercial & personal insurance brokerage services	Other Canadian commercial (preference) & personal insurance agencies / brokerages
revan <sup>•</sup>	2020	Montreal QC	Insurance Distribution & Services	MGA providing underwriting services for complex insurance policies on behalf of Canadian insurance carriers, international insurance carriers & Lloyd's of London insurance syndicates	US-based (priority) or Canadian (opportunistic) MGAs or insurance wholesalers