

## A NOTE TO INTERMEDIARIES

At Big Tree Capital Partners, we know from experience that overseeing a transaction from start to finish can be a difficult undertaking for intermediaries. Our goal is to ensure a seamless process as we work closely with you towards a mutually rewarding outcome. We work diligently to move a process forward as we understand the value of time. And, we are committed to paying a fair price for a business that fits our investment criteria.



### Best-in-Class Team:

Our extended team consists of seasoned entrepreneurs, executives and investment professionals who bring both a breadth and depth of knowledge in growing businesses and the M&A process. Furthermore, our investors have a significant amount of capital allowing us to creatively structure any transaction.

### Attractive Referral Fee:

We pay an attractive referral fee to any intermediary that introduces a successful transaction and we believe that everyone should be rewarded fairly and promptly for their contributions.

### Efficient Process and Timely Closing:

We will be very engaged during a transaction as we work efficiently to move a process along, taking the time to properly raise issues as they occur. Our extensive track record in completing transactions helps us prioritize and focus on key items as we do our best to address any concerns the Owner may have.

### Creative Solutions for Owners:

We have the flexibility to structure a transaction to suit the needs of an owner, whether it pertains to lifestyle needs, tax planning requirements or a desire for ongoing involvement.

## INVESTMENT FOCUS

We will perform a North America-wide search for potential acquisition targets. Companies are expected to possess most of the following characteristics:

Industry	Company	Financial	Context
» Sizeable and growing	» History of profitability	» Annual revenues of \$5M to \$30M	» Owner is seeking to retire or exit without an obvious successor in mind
» High degree of recurring revenues	» Unique competitive advantage with potential for continued growth	» Minimum EBITDA margins of 15%	» Owner wishes to have a reduced role in the business going forward
» Fragmented market	» Asset light operations	» \$1M to \$5M of free cash flows	» Owner is looking to divest a non-core asset
» Low complexity operations	» Diverse customer base		
» Minimal cyclicalities			
» Low disruption risk			

## MANAGEMENT TEAM BACKGROUNDS

### Raymond Tam

Raymond is a Managing Partner and co-founder of Big Tree Capital Partners, LLC. Raymond has extensive investment banking experience, having worked with two of the largest financial institutions in Canada, TD Securities and RBC Capital Markets. At TD Securities, Raymond was involved with the origination and execution of M&A advisory, equity and debt financing transactions for Canadian and U.S. clients. Previously, he was an M&A specialist at RBC Capital Markets where he was involved in all aspects of transaction execution. Raymond obtained his B.Com. degree from the Sauder School of Business, graduating with distinction for academic excellence.

### Daniel Kim

Daniel is a Managing Partner and co-founder of Big Tree Capital Partners, LLC. Daniel has extensive experience in operations, sales and consulting across several businesses. Most recently, Daniel worked in strategy and operations management at a boutique, operations focused consulting firm based out of Toronto advising health care providers, call centres and retail chains. Previously, Daniel was VP & GM of Toronto's most prominent fireplace retailer, where he successfully executed a restructuring plan for the distressed company. Daniel holds an MBA from the Richard Ivey School of Business, graduating with distinction for academic excellence.

If you have an opportunity that meets our investment criteria, please do not hesitate to contact us.

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