

The Right Partner for Your Business

We invest in and develop market-leading small to mid-sized Canadian businesses.

With over 75 years of combined operating and investing experience, we can provide a tailored succession approach for sellers who care deeply about their legacy. We are constructive, growth-minded partners who believe that lasting success is rooted in integrity, humility, hard work and perseverance.

We partner with owners that want to remain active as an executive or advisor and that want to stay invested in their business alongside us. Ideally, a capable management team has been developed to help take the business forward. We leverage our experience and network of relationships to guide strategic direction, leadership succession, growth investments, and other critical areas.



Our Value Proposition

We have a long-term ownership horizon and offer a unique value proposition for business owners.

EXPERIENCED

We bring relevant experience to each situation.

COMMITTED

We invest our own money with a flexible time horizon.

NIMBLE

We are our own bosses so can move quickly.

VALUES-DRIVEN

We treat others like we want to be treated.

Our Focus

We invest in Canadian businesses with these qualities:

FINANCIAL PROFILE

- Generates owner earnings of between \$2 and \$10 million
- Demonstrates consistent financial performance
- Requires modest capital investments

BUSINESS PROFILE

- Has a differentiated product or service
- Maintains a stable and diversified customer base
- Has opportunities for growth

SELLER PROFILE

- Cares about their choice of partner
- Wants to play a role going forward
- Has developed a capable management team



Our Team

Please reach out to us to discuss partnership opportunities.

John Billowits

+1 (416) 471-4169
john@kingspeakpartners.com

John brings a unique combination of operational experience and investment acumen gained in a decades-spanning career in management consulting and executive finance and leadership roles.

For the past seven years, as CEO of a leading Canadian software company, he built a global organization sustaining over 25% annual growth through organic investments and acquisitions.

During his investment career, John has invested over \$500 million of capital, achieving over a 25% annual return. He has also advised on numerous transactions ranging from \$1 million to several-billion dollars.

Mike Mazan

+1 (416) 953-8987
mike@kingspeakpartners.com

Mike has nearly 30 years of experience in management consulting, investment banking, and principal investing.

He spent close to 20 years with one of Canada's leading private equity partnerships where he was responsible for driving all parts of the investment lifecycle from transaction sourcing and execution pre-investment to company building and governance post-investment.

During his investment career, Mike has delivered over \$2.4 billion of investor proceeds against \$680 million in invested capital for a 3.5x multiple of capital invested and 26% average annual return.

Simon Parmar

+1 (416) 457-2545
simon@kingspeakpartners.com

Simon has over 20 years of experience in professional services, management consulting, and executive roles. He has spent the past 15 years as a President and Chief Financial Officer (CFO) in growth-oriented companies.

As President, Simon held profit and loss responsibility for businesses with up to \$40 million revenue, successfully growing earnings and improving overall results in each case.

As CFO, Simon managed finance, legal, and technology for businesses with over \$1 billion revenue. In both capacities, he played a lead role building shareholder value generating a 2x to 6x multiple of invested capital.