

# Oriens Capital - Regional New Zealand Private Equity Fund

## Deal Metrics

- Enterprise Value, circa \$10m to \$50m
- Equity of \$4 to \$10m per deal
- Co-investment possible (LP's or 3rd parties)

## Deal Parameters

- Growth or succession capital
- Minority or majority stakes
- Board representation
- Executive team with equity interest
- Regional New Zealand presence
- ESG lens

## Target Business Attributes

- High quality management
- Strong business franchise and good brand
- Unique and sustainable point of difference (product or service)
- Control or influence over business inputs supply
- Close to end customers
- Profitable businesses, with growth aspirations (ideally export oriented)

## Fund Characteristics

- Successfully closed first Fund at over \$50m, 31 December 2016
- 70 LP's include community entities, Iwi organisations, high net worth individuals
- Majority of LP's regionally based
- Targeting under-served market space
- First investment February 2017

## Investment Philosophy

- Partnering with business owners and managers
- Quality focus
- Strategy and game plan developed
- Strong free cash flow focus
- Patience and discipline

## Industries of Interest

No specific industry prescription...

- Food production
- Agritech and services
- Industrial, Specialist Manufacturing
- Transport and logistics
- Technology
- Tourism



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## Oriens Capital Values

Integrity. Excellence. Tenacity.

## The problems we help solve

- Business ownership succession
- Equity capital for growth and acquisition
- Access to exceptional industry expertise and strategic decision making
- Transacting expertise for acquisition or divestment
- Enhancing governance processes and framework
- Building organisational capability