

NB Investment Management Corporation

Atlantic Opportunities Private Equity Fund

CONTACT INFORMATION

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Key Personnel

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George Long, Portfolio Manager
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OVERVIEW OF FIRM

Founded

1996

Type of Organization

Pension Fund Asset Manager

Capital Under Management

Over \$7.029 billion (largest institutional investor in Atlantic Canada).

Staff

43

INVESTMENT PACE & POLICIES

Approx. Avg. Yearly Investments

Number = 2 - 3
Total Amount = \$7.5 - 10 million

Current Activity Level

Actively Seeking New Projects

Compensation Method

Expected Return on Investment of 12% to 30%+

Syndication Policies

Prefer to co-invest with equal partners, who may reside both within and outside the region.

INVESTMENT CRITERIA

Initial Investment Size

Preferred Minimum: \$ 2,000,000
Preferred Maximum: \$ 5,000,000

Provisions are made for follow-on investments in successful companies. Our total commitment to any one company will not normally exceed \$10,000,000.

Type of Capital Provided*

Equity
Subordinated Convertible Debt

**Please note that NBIMC also has a private debt investment capability through a separate fund.*

Funding Stage Preferences

Companies that possess both a diversified product offering and customer base, and are close to being cash flow positive.

Investment Preferences

Diversified Portfolio Approach

Geographic Preferences

Province of New Brunswick and Atlantic Canada

Description of Fund Focus

The fund seeks to take advantage of its location in, and knowledge of the, Atlantic region and its economy. We are interested in stimulating the growth in the region's financial services industry and capital markets through our investing activity.

NBIMC follows a relationship-investing model in companies that have sustainable competitive advantages, and a strong management team. Management typically also has a significant financial commitment to their business.

Investments are made on the basis of their contribution to NBIMC's overall goal of maximizing investment returns while protecting the accumulated assets of our pension funds.