

Power Sustainable Lios is a specialized North American agri-food private equity investor

- Invest in **mid-market** companies **across the food value chain**
- Support companies that embrace the **sustainability tailwinds affecting the food industry**
- Investment team has **deep agri-food investing and operating experience**
- **Partner** with owners/operators with **flexible, patient capital**
- **Institutional-grade asset manager capabilities** as part of Power Sustainable, a global multi-platform alternative asset manager
- Launched **\$300M Lios Fund I** in June 2021 backed by North American institutions and strategic family offices

Target segments



Food
Production



Ingredient
Processing



Distribution
CPG



Services and
Equipment

Investment criteria

Sector: Operating across the food value chain (we do not invest in farmland or pre-commercial technology)

Company Profile: Company positioned for growth and ready to scale. Revenues of less than \$250M and profitable, or attractive revenue profile with a clear path to near-term profitability

Region: Companies domiciled in North America

Size: Average check size of \$25-50 million, with ability to increase through co-investor network

Structure: Acquire control or meaningful minority (with robust governance, including approval rights)

Use of proceeds: Fund significant growth initiatives, including regional or capital expansions, acquisitions/combinations

Investment horizon: 5-7 years

The team:

- Strong track record of investments and value creation in the food sector in North America
- Direct operating and execution capabilities throughout the food value chain
- Experience in food sector supporting/leading growing teams, change management, acquisitions and value creation, and managing stakeholder engagement around sustainability
- Deep industry network within the food value chain, across categories and segments



Jonathan Belair 20 years in food, operations and private equity. Former head of global M&A/strategy, and sustainability at McCain Foods. Previously, a senior member of private equity team at OMERS.



Craig Hanna 15 years in food, advisory, operations, and investing. Former founder of agri-food mid-market M&A advisory firm, and head of global M&A/strategy at SunOpta.



James Rickert 15 years in M&A/transaction execution, asset management and private equity. Former Managing Partner at Brookfield Infrastructure, including head of strategic initiatives.

Lios brings a well-defined value creation toolkit in support of growth



Sustainability
In service of strategy/stakeholders



Consumer Experience
Customer-centric strategic thinking



Talent
Access to specialized talent



Financial Rigor
M&A execution (synergies and merger integration); Working capital/financing



Access to Capital
Strategic expansions/investment



Data Enablement
Data capture/analysis, and insight development