

Mosaic Capital Corporation

Mosaic Capital is a publicly traded (TSX: M), diversified investment company that owns and grows a portfolio of established mid-sized businesses operating in niche markets. We actively acquire and manage companies across industries and sectors, adding value through our business-building expertise and by working closely with our owner-vendors. Below is an example of a company we have invested in and how we addressed a specific circumstance or challenge to set the company on a stronger path for long-term success.

CASE STUDY - MACKOW INDUSTRIES

About the company

Mackow Industries is a Winnipeg-based, full-service specialty metal fabrication company. It specializes in quality metal component manufacturing, as well as design and process development. Its primary client base includes major manufacturers servicing the North American transportation industry.

Mackow has an established, 25-year track record with a strong history of EBITDA growth. It has an experienced management team, treats its staff and customers well, and has competitive advantages within a high-demand market.



We like Mosaic's level of understanding and appreciate that they respected the legacy of our family business. Mosaic is helping us grow in a measured, strategic way to ensure that Mackow remains in a position of strength along the way. //

Bob Mackow, President & Liz Boroditsky, Vice President



The challenge

As a family-owned business, Mackow was profoundly affected a few years ago when the father, who had founded the business, passed away. The family was proud of his legacy and wanted to honour him by continuing to grow the company, but needed help taking Mackow to the next level.

The Mosaic solution

Mosaic invested in Mackow in 2016, taking an 80% equity interest. Although we are controlling shareholders, we have been careful to preserve the company's successful characteristics and to minimize any operational disruptions. Our goal has been to maintain Mackow's competitive advantages and proven business model, while putting together an action plan for growth. Mackow's core customer base regularly sells into the U.S. and provided confirmation they would give more business if Mackow established an operational presence there. After deep analysis and frequent consultation with the family, we decided to expand the operations.

Mackow's expansion into the U.S. is ongoing today. We have identified the right location and the equipment needed, and both the management and staffing are in place. Targeted advertising in the U.S. has already begun and the commencement of operations is imminent. We have helped the family carry on with the business and have helped them effectively diversify their customer base for future success.

Interested in speaking with us about your company?

If you are a business owner who wants to work with the experts at Mosaic Capital to maximize your company's value, we invite you to contact Rob Withers at (403) 218-6500, info@mosaiccapitalcorp.com.



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