

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 - AMBASSADOR MECHANICAL

About the company

Ambassador Mechanical is a Winnipeg-based commercial mechanical contractor. Its primary activity is to provide electrical, plumbing, ventilation, air conditioning and venting services for a wide range of commercial construction projects.

Ambassador is a well-run business with a strong supply chain and solid growth prospects. Ambassador's focus on commercial contracting offers better margins than residential and the company's key market is favourable. Winnipeg has cold winters and hot summers, plus an older infrastructure system in need of more frequent repairs. The company sees great opportunities for growth, not only in Winnipeg but also in Saskatchewan, where Ambassador maintains an office.

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Mosaic has given me the opportunity to accomplish many critical objectives, including divesting a portion of my ownership position while setting the table for a management team to gradually accept a larger role in running the business. Mosaic is an excellent, experienced consultative partner for me. ”

Claude Cloutier, President



The challenge

While Ambassador's owner was not yet ready for retirement, he had initiated the succession planning process and had identified potential candidates within the company. He needed assistance to ensure that the right successors were in place to help keep Ambassador running smoothly and effectively.

The Mosaic solution

Mosaic invested in Ambassador in 2012, taking a 75% equity interest. We recognize that good succession planning will be crucial to the company's longevity and sustained growth. We worked closely with the owner to assess his potential candidates for succession, helping him to verify the logic and viability of his selections.

Once we narrowed the field, we put the preferred candidate through rigorous evaluation and testing, which confirmed the candidate's suitability for succession while also identifying areas for leadership enhancement. While the owner will not likely begin stepping away from the day-to-day business for the foreseeable future, grooming of the successor has started, offering the opportunity for a smooth management transition.

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 Mosaic Capital at (403) 218-6500, info@mosaiccapitalcorp.com.



www.mosaiccapitalcorp.com

Corporate Office:

400, 2424 – 4th Street SW,
Calgary, Alberta T2S2T4

Phone: 403-218-6500

info@mosaiccapitalcorp.com