

Sagard Capital's strategy is to acquire significant minority positions in publicly traded small-cap companies. We offer a unique and highly differentiated value proposition to companies looking for supportive, long term shareholders. Sagard, based in Greenwich, Connecticut, was founded by Power Corporation of Canada, a diversified international management and holding company. We are purpose-built to be independent, flexible, supportive partners to a small number of management teams focused on long term growth. We call this *Impact Investing*<sup>™</sup>.

- Impact Investors in Collaboration with Management
- Focus on Long-Term Returns
- Flexible Capital
- Unique Value-Added Capabilities

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## IMPACT INVESTING™

**We are impact investors.** Sagard Capital acquires significant minority positions in publicly traded small-cap companies based in the United States. We offer a unique and highly differentiated value proposition. We work in collaboration with management teams, with an active but non-hostile approach, in order to support management's efforts to unlock the long term potential of the business. We have built a team combining financial, strategic, and operational skills, dedicated to this investment approach. The combination of these unique characteristics enables us to be singularly focused on long term returns as Impact Investors.



**We are long-term investors.** We support management teams who are dedicated to pursuing initiatives that drive long term value, even at the expense of short term results. We have no pre-determined holding period, no quarterly return targets, and no external pressure to sell investments. Like the management teams we partner with, we are committed to the long term.

**We are flexible investors.** We can tailor our investments in the most appropriate manner to best address the needs of the portfolio company. We are able to purchase equity in the open market, directly negotiate minority equity or debt positions, and sponsor management teams in take-private transactions.

**We are value-added investors.** We make very few investments. We devote substantial time and resources to identify, evaluate and develop relationships with like-minded companies. We find market-leading businesses with significant opportunities for increased value and with management teams eager to unlock this long term potential. We have access to a global network of relationships, provide the ability to leverage the strategic and financial skills of our team, and have the support of an investor base with a clear focus on long term value.



## INVESTMENTS



### **Altra Holdings Inc**

Altra Holdings (AIMC) is a leading global designer, producer and marketer of mechanical power transmission and motion control products used in a wide variety of high-volume manufacturing processes. Altra markets its products under well recognized and established brands, many of which have been in existence for over 50 years.



### **Big 5 Sporting Goods**

Big 5 Sporting Goods Corporation (BGFV) is one of the largest sporting goods retailers in the Western United States. Over a 55-year history, the company has developed a reputation as a convenient neighborhood sporting goods retailer that consistently delivers value on quality merchandise.



### **Cascade**

Cascade Corporation (CASC) is the world leader in the design and manufacture of material handling equipment for lift trucks. In business for more than 60 years, Cascade touches virtually every lift truck dealer and OEM in the world.



### **Duff & Phelps**

Duff & Phelps (DUF) is a leading global independent provider of financial advisory and investment banking services. Duff & Phelps' expertise covers the areas of valuation, transactions, financial restructuring, dispute and taxation. The company's client base include one-third of S&P 500 companies as well as top-tier private equity firms, hedge funds and law firms.



General Physics Corporation  
Leading the World to Better Performance

#### General Physics Corporation

GP Strategies Corporation (GPX), through its subsidiary, General Physics Corporation, is a global performance improvement solutions provider of sales and technical training, e-learning solutions, management consulting, and engineering services. Clients include Fortune 500 companies; manufacturing, process, and energy industries; and other commercial and government customers.



#### Gibraltar Industries

Gibraltar Industries (ROCK) is a leading manufacturer and distributor of fabricated metal building products for both the residential and non-residential markets. The company manufactures roof and foundation ventilation products, mailboxes, rain dispersion, bar grating, expanded metal, metal lath, and engineered infrastructure products.



#### Hudson

Hudson (HHGP) is a leading provider of permanent recruitment, contract professionals and talent management solutions worldwide. Hudson helps clients achieve greater organizational performance by assessing, recruiting, developing and engaging the best and brightest people for their businesses.



InnerWorkings

#### Inner Workings

InnerWorkings, Inc.(INWK) is a leading provider of managed print and promotional procurement solutions to corporate clients. The company delivers a comprehensive outsourced solution utilizing proprietary software application and database, an extensive network of over 8,000 suppliers, and management expertise in the procurement and delivery of printed products.



#### KMG

KMG Chemicals produces (KMGB) and distributes mature, specialty chemicals to carefully focused global markets. The Company has grown by acquiring and optimizing stable chemical product lines and businesses with established production processes



#### Measurement Specialties, Inc

Measurement Specialties, Inc. (MEAS) designs and manufactures a wide variety of sensors serving virtually all end markets over a global footprint. The company focuses on highly engineered, application-specific solutions, where their breadth of product and technology combined with the willingness to customize and a low cost operating model provide strategic advantage.



#### **MTS Systems Corporation**

MTS Systems Corporation (MTSC) is a leading global supplier of test systems and industrial position sensors. The Company's testing hardware and software solutions help customers accelerate and improve their design, development, and manufacturing processes and are used for determining the mechanical behavior of materials, products, and structures.



#### **SFN Group**

SFN Group (SFN) is a strategic workforce solutions company that provides professional services and general staffing to help businesses more effectively source, deploy and manage people and the work they do. SFN provides its solutions through a family of specialized businesses: Technisource, Tatum, The Mergis Group, Today's Office Professionals, SourceRight Solutions and Spherion Staffing Services.



#### **X-Rite**

X-Rite (XRIT) is the global leader in color science and technology. The company's X-Rite and Pantone branded solutions are used in a wide range of industries, including printing, packaging, photography, graphic design, video, automotive, paints, plastics, textiles, dental and medical.

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## TEAM

**Michael Braner**



Michael Braner is a Partner of Sagard Capital.

Prior to Sagard Capital, Michael was a founding partner of JB Investment Partners. Launched in 2003, JB Investment Partners sought controlling interests in small, privately held businesses with a record of strong operating performance and a defensible competitive position, but where continued growth required expanding sales opportunities, improving operational efficiency or acquisition-driven growth.

Prior to JB Investment Partners, Michael was a senior Manager at Bain & Company. Michael joined Bain in San Francisco in 1992 and supported clients in Bain's Chicago, Hong Kong, Sao Paulo, Mexico City, Dallas, Boston and Los Angeles offices. He was part of the New York office's founding team in 2000. As a manager at Bain, Michael led teams of consultants to provide strategic direction to corporate clients and private equity investors.

Michael completed the Program in Management Development at Harvard Business School and received a Bachelor of Science in Industrial Engineering from Stanford University.

Michael was born in Arizona and now lives in New York City with his wife and two sons.

## TEAM



**Matthew L. Day**

Matthew Day is an Associate at Sagard Capital.

Matt was an Equity Analyst with Xylem Global Partners, where he was responsible for covering global paper and forest products equities in a long/short portfolio. Matt was previously Senior Associate at Xylem Investments, a private equity firm that made international forestry investments.

Prior to joining Xylem, Matt was an Associate in the Lehman Brothers technology investment banking group. In that role, Matt focused on debt and equity financings as well as mergers and acquisitions. Matt was also an Associate and an Analyst at Barclays Capital. At Barclays, he focused on debt financings for companies in the telecommunications, media and transportation industries.

Matt holds a Bachelor of Science Degree in Finance from Boston College's Carroll School of Management Honors Program and received his Master of Business Administration from UC Berkeley's Haas School of Business.

Matt was born in Delaware and now lives in Connecticut with his wife and four children.

## TEAM



**Alexandre Desmarais**

Alexandre Desmarais is an Analyst at Sagard Capital.

Prior to joining Sagard Capital, Alexandre worked in the Global Private Equity Group at Merrill Lynch and interned at the Fund of Funds Group at BlackRock in New York.

Alexandre holds a Bachelor of Commerce from the Desautels Faculty of Management at McGill University.

Alexandre was born in Montreal, Canada, and now lives in Manhattan.

## TEAM



**Yuri Feldman**

Yuri Feldman is an Associate at Sagard Capital.

Prior to Sagard Capital, Yuri was a Consultant at Bain and Company, where he worked in both the private equity and corporate strategy practices. At Bain he advised private equity firms on deal screening, due diligence, and portfolio company improvement. For general case assignments, Yuri collaborated with teams and led junior professionals in executing analyses to resolve clients' strategic challenges.

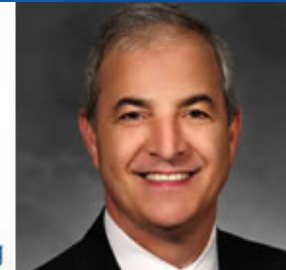
Yuri's consulting engagements have spanned the financial services, consumer products, and business services industries. Prior to joining Bain & Company in 2000, Yuri was an Analyst at Ernst & Young's Center for Strategic Transactions, where he advised clients on transaction strategies to enhance shareholder value.

Yuri has an MBA from the Harvard Business School and a Bachelor of Arts degree from Dartmouth College.

Yuri grew up in Stamford, CT and now lives in New York City with his wife.

## TEAM

**Daniel Friedberg**



Dan Friedberg is the Managing Partner of Sagard Capital.

Prior to Sagard, Dan was a partner at Bain & Company, where he led the firms' New York and Canadian Private Equity Businesses. Bain provided support to hundreds of private equity transactions globally and co-invested in many of them, consistently generating attractive returns. Dan joined Bain in 1987 in the London office, and was a founder of the Toronto office in 1989 and the New York office in 2000.

Dan has worked alongside management teams across industries, including manufacturing, professional services, travel and leisure, healthcare, and distribution. His expertise is in working with management teams to develop and execute a disciplined set of highly quantifiable strategic initiatives which focuses on maximizing long term shareholder value.

In addition to working at Bain & Company, Dan also has experience in private equity with a middle market private equity fund and corporate strategy and acquisitions with a US based multi-billion dollar global conglomerate. Dan actively acquired and helped build private companies through a combination of capital investment, operating improvement and strategic support.

Dan has an MBA from the Johnson Graduate School of Management at Cornell University and a Bachelor of Science honours degree from University of Manchester Institute of Science and Technology.

Dan was born in Montreal and now lives in Connecticut with his wife and three children.

## TEAM



**Shaun Rader**

Shaun Rader is an Associate at Sagard Capital.

Prior to joining Sagard, Shaun was a consultant at Bain & Company. Shaun led teams in the private equity practice, where he performed due diligence on potential investments across a range of industries. Shaun also advised healthcare and retail companies on growth strategy and supply chain management.

In addition to his experience at Bain & Company, Shaun worked as a business analyst at Fidelity Investments.

Shaun holds an MBA from the Wharton School at the University of Pennsylvania and a B.A. in Economics from the University of Virginia.

Originally from New Hampshire, Shaun now lives in Connecticut with his wife and son.

## TEAM



**Adam Weiss**

Adam Weiss is a Partner of Sagard Capital.

Adam joined Sagard Capital with 14 years of experience in researching small-cap public equities. From 2002-2006, Adam was a Senior Vice President of Research at Chilton Investment Company, a New York-based hedge fund. Adam was the senior equity analyst on the Chilton Small Cap strategy team, which grew its assets from \$180 million at inception to \$650 million during his tenure.

From 1998-2002, Adam became the Associate Portfolio Manager of the \$4 billion Merrill Lynch Small Cap Value Fund. Adam was a Vice President at Providence Capital from 1996-1998 and a research analyst at Kayne, Anderson Investment Management from 1992-1996.

Adam has an MBA from the Anderson School of Management at UCLA and a Bachelor of Arts degree from Colgate University.

Adam was born in New York City and now lives in Connecticut with his wife and three children.

## CONTACT US

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