

# Private Market and Co-Investment Program Overview

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## Private Markets Platform

On behalf of its clients, Vestcor Investment Management Corporation is an active investor in private equity, real estate and infrastructure assets. Our program focuses on fund investments (i.e., limited partnerships), co-investments and, under certain circumstances, direct investment involvement.

We also have a successful track record of direct co-investment in private business opportunities with like-minded investors in our home province of New Brunswick and the larger Atlantic Canada region.

## Fund Investments

Our private equity fund investment program has been in place for over 15 years and is primarily focused on opportunities in North America and Europe.

For private equity, we prefer funds that invest across multiple industry sectors rather than sector-focused funds. Exposure to the Asia-Pacific region is currently being added to the program via fund of funds partnerships.

For real estate, we consider investments in core, core-plus and value-added opportunities.

For infrastructure, we prefer opportunities primarily in the core and core-plus space.

Our commitment size is generally in the range of \$CA 20 million to \$CA 50 million, and is highly dependent on our potential investment partner capabilities and alignment of interest.

## Co-Investment Program

This program seeks to leverage our long-term investment relationships with our General Partners or other like-minded peer investor groups to assist them in deploying additional capital in attractive private market transactions (i.e., leveraged-buyout, growth capital, real estate and infrastructure).

We believe that through this program that we can improve our long-term net investment returns by building a diversified co-investment portfolio alongside our investment partners who take a proactive long-term role in developing their investments.

## Program Attributes

- Once notified of an opportunity we promptly provide an expression of interest.
- We have an efficient management focused internal approval process, and streamlined internal due diligence team dedicated to the program.
- Our targeted co-investment size will vary depending on the type and nature of the opportunity, but are generally along the lines of the following:

Private Equity	\$2 million to \$15 million
Real Estate	\$5 million to \$50 million
Infrastructure	\$15 million to \$50 million

## Preferred Opportunities

- Investment transaction terms & conditions are near finalization
- The investment will be controlled by the General Partner or other operating entity
- Opportunities with a very similar sharing of pro-rata economics and where there will be a significant level of information rights provided
- Global businesses or those focused in either North America or the European Union.
- Sectors which have limited commodity price risk.
- Targeted net investment returns commensurate with opportunity and market condition.

## Direct Investments Program

We seek to take advantage of our location in, and knowledge of, the Atlantic region and its economy. We follow a relationship-investing model in opportunities that are generally at a post commercialization stage, have sustainable competitive advantages, and strong management teams who also have a significant financial commitment to their business.

Investments are made on the basis of their contribution to our overall goal of maximizing investment returns while protecting the accumulated assets of our client funds. Initial investment allocations in this area are generally made in a \$2 million to \$5 million range.

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