

Pioneera Ventures

Investment Thesis · For M&A advisors and business brokers · pioneeraventures.com

Pioneera Ventures is a boutique engineer-led Canadian private equity firm. We acquire owner-led Canadian manufacturers, invest in them, and grow them into a single national platform, built for the long term.

The thesis

In manufacturing, technology adoption, not the timing of a sale or financial engineering, is what compounds. Across Canadian manufacturing, investment in equipment and digital systems has lagged for two decades, and labour productivity sits roughly 30 percent below the United States. A modernized plant produces more, scraps less, and is both more profitable and more valuable. Pioneera funds and runs that modernization. Technology is the moat.

Why now

An estimated 76 percent of Canadian small business owners intend to exit within the decade, and manufacturing is already the country's most foreign-owned sector. A large part of the manufacturing base will change hands within a few years. Pioneera is a Canadian buyer that keeps ownership, engineering, and decision-making in Canada.

Acquisition criteria

- **EBITDA:** CAD \$1M to \$5M
- **Business:** Established, profitable, owner-operated manufacturers
- **Geography:** Anywhere in Canada
- **Sectors:** Food processing and packaging; automation and digital integration; precision and industrial manufacturing
- **Structure:** Full acquisition, majority partnership, or an equity rollover; flexible on terms
- **Situation:** Succession, retirement, or owners seeking a partner to grow with

What we offer the owner

Pioneera offers owners a choice. Take a full exit, or roll a portion of equity into the platform and stay on to operate the business while we provide the capital, technology, and support to grow it. Either way, the management team stays, the company name stays, ownership stays in Canada, and the growth plan is agreed with the existing team before closing.

We invest in and grow our portfolio

Pioneera is a buyer that builds. After closing, we actively invest in our portfolio companies, funding modernization, added capacity, and growth, and backing the management team with engineering and operating support.

Process

A confidential review, thorough diligence, and a growth plan agreed with the current team before any deal closes. We respect the advisor's role throughout.

Refer an opportunity

To introduce a Canadian manufacturer that fits the criteria above, contact Pioneera at tejas@pioneeraventures.com.