

**THEY BUY AND SELL.  
WE HOLD AND GROW –  
FOREVER.**

## About Volaris Group

Volaris Group acquires, strengthens and grows vertical market software businesses, enabling them to be clear leaders in their respective industries. Our companies provide specialized, mission-critical software solutions to vertical markets around the world. We provide our companies with the resources to grow and continue serving the best interests of their customers and employees.

**35+** countries

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**100+** companies

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**7,000+** employees

## GLOBAL OPERATIONS



### OUR CORE MARKETS

- Agri-Food
- Asset Management & Logistics
- Banking & Credit Union
- Bio Sciences
- Communications & Media
- Construction
- Creative Industries
- Cultural Collections Management
- Dealer Management
- Drinks & Inventory Management
- Education
- Foodservice & Hospitality
- Government
- Healthcare
- Human Capital Management
- Independent Software Vendor
- Insurance & Benefits Administration
- Justice
- Library Management
- Marine
- Nonprofit
- Parking & Traffic Management
- People Transportation
- Property Valuation
- Rental Management
- Retail
- Social Welfare
- Utilities

# Why Consider Selling to Volaris?

## **A PERMANENT HOME FOR YOUR BUSINESS**

When we acquire a business, we remain loyal to it. Unlike Private Equity or Venture Capital firms, we do not flip and resell the companies we buy. By holding onto businesses forever and investing in products and employees we allow customer needs to be met over the long-term.

## **DECENTRALIZED BUSINESS STRUCTURE**

We believe that the best decisions are made locally by leaders with intimate knowledge of their vertical market. As a part of Volaris, you can continue running your business as a stand-alone company while benefitting from belonging to a larger global organization. You'll gain access to benchmarks garnered through hundreds of acquisitions which can help you understand your business' strengths and opportunities for improvement.

## OPERATIONAL & FINANCIAL SUPPORT

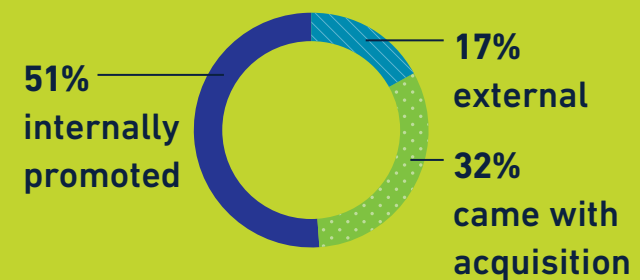
With our parent company, Constellation Software Inc., we have successfully acquired over 400 software businesses. As seasoned acquirers we have the financial and operational expertise required to grow vertical market software companies. Businesses that join us gain access to capital to fund initiatives and pursue acquired growth.

## TALENT MANAGEMENT & BEST PRACTICE SHARING

A strong talent pool is necessary to build a great business. We nurture a culture of learning and provide professional development opportunities for all levels of the organization. Volaris regularly brings a community of peers together for functional summits to foster collaboration and partnership and share best practices. We invest in employees and work with you to develop the next generation of leaders in your organization.

**80%** of current business leaders were in place at the time of acquisition or have been internally promoted

### OUR BUSINESS LEADERS



# Success Stories



**Kinetic Solutions provides world-leading student accommodation, conference and hospitality management software to over 350 customers across the UK, United States, Australasia, Europe, and Malaysia.**

After being acquired by Volaris Group in 2015, Kinetic Solutions continued to be led by co-founder Chris Wildsmith. The following year, Volaris presented Wildsmith with an opportunity to manage a company in the Marine vertical. Ready for a new challenge, Wildsmith accepted the role, but wanted to ensure Kinetic would be in good hands after his move to the Marine vertical.

## **POST-ACQUISITION SUCCESS: LEADERSHIP DEVELOPMENT**

Wildsmith identified long-time manager, Robert Turner, as the person he wanted to see transition into the General Manager role. At the time, Turner had been with Kinetic for 7 years and had developed a deep understanding of the company's vision. Wildsmith worked with Volaris to give Turner the support he needed to be successful as GM. Under Turner's leadership, the company has grown both organically and through acquisition. In 2018, Kinetic completed their first acquisition – Occam Systems – a former competitor.

## wellington IT

**Wellington IT is the leading software supplier to Credit Unions in Ireland. Their solutions help manage processes associated with member services including online banking, smartphone apps, and full access to national clearing.**

Wellington IT was co-founded by Alex Dunne and Kevin Taylor. After 30 years at the company's helm, they realized that it was time to start thinking about succession planning. After meeting with representatives from Volaris, Wellington IT's leadership team was immediately impressed by their professionalism and felt that Volaris was a natural home for their business.

### **POST-ACQUISITION SUCCESS: RECORD GROWTH**

Since joining Volaris, Wellington IT has seen significant business growth. In fact, financial results for each of their first three years at Volaris were the best in their 30-year history, doubling their revenue. Employees and customers have benefitted from the stability provided by Volaris and the company has prospered as a result of best practices shared by similar businesses.

# The CSI Advantage



**Volaris is an Operating Group of Constellation Software Inc. (CSI). Founded in 1995, CSI is a provider of software and services to numerous public and private sector industries. Altogether, CSI has a presence in 100+ vertical markets worldwide.**

## **LONG-TERM INVESTMENT**

CSI has generated significant cash flows and revenue growth since its inception. This solid financial foundation allows CSI to provide its operating groups, like Volaris, with capital to invest in your company.

## **GLOBAL REACH**

While remaining independent, you can benefit from connecting your employees and customers to the vast resources of our organization. Volaris can provide your business with the financial security that only a large and diverse company with a global reach can.

## **FINANCIAL BACKING**

As a publicly traded company (TSX: CSU), CSI is a transparent and reliable financial partner. CSI's financial backing can help strengthen the credibility of your business, instilling confidence in stakeholders.



**\$3.5B**

in total revenues

**\$2.4B**

in public sector revenues

**\$1.1B**

in private sector revenues

**23,000+**

employees  
across the globe

6 Operating Groups  
in 100+ vertical  
markets worldwide

Top 10 customers  
represent less than  
5% of revenues

**150,000+**

customers in over  
150 countries

**10%** employee ownership

All figures in \$USD from 2019.