

## ACQUISITION OPPORTUNITY

Niche Manufacturer -  
Precision Machining Company

SUPERIOR REPUTATION / STRONG CUSTOMER RELATIONSHIPS  
LEVERAGING ENGINEERING TALENT  
**NICHE LEADER**  
SELLER WILLING TO REMAIN AFTER A TRANSACTION

# PRIVATE EQUITY PLATFORM OR ADD-ON INVESTMENT

2012 Est. Revenue - \$18.3MM

Location – Southeast

2012 Est. EBITDA - \$3.2MM

### AS A STAND-ALONE PLATFORM

THIS COMPANY HAS AN IMPRESSIVE MANAGEMENT TEAM WITH STRONG SYSTEMS & PROCESSES IN PLACE TO ENSURE CONTINUED SUCCESS & OFFERS AN ATTRACTIVE PLATFORM FOR ORGANIC & ACQUISITION GROWTH

### AS AN ADD-ON INVESTMENT

THIS COMPANY HAS TRANSFERABLE SKILLS & CAPABILITIES OFFERING THE OWNER ENTRÉE INTO ATTRACTIVE HIGH GROWTH, HIGH MARGIN END-MARKETS

### **AEROSPACE – DEFENSE – ENERGY – GUNNERY – PHARMACEUTICALS**

- ✓ Highly skilled workforce & engineering team known for solving customer problems
- ✓ Focus on complex precision components & exotic materials that most shops won't touch
- ✓ Job shop & large scale production capabilities under one roof
- ✓ Unique capabilities in quick-turn, high margin emergency repair work
- ✓ This is a Tier 2 supplier with strong Tier 1 capabilities – ISO9001& ISO/IEC 17025 certified
- ✓ State of the art technology being used to reduce costs & produce high margins

**THIS IS A TREMENDOUS OPPORTUNITY TO ACQUIRE A WELL-ESTABLISHED COMPANY LEVERAGING TECHNOLOGY, ENGINEERING TALENT, AND CUSTOMER CONFIDENCE & LOYALTY POISED FOR CONTINUED GROWTH!**

### **Client #36186 Financial Highlights**

	2009	2010	2011	2012est.	2013PF	2014PF	2015PF	2016PF	2017PF
<b>Revenues</b>	8,487	11,567	13,718	18,300	19,800	21,400	23,100	24,900	26,900
<b>% Growth</b>		36.3%	18.6%	33.4%	8.2%	8.1%	7.9%	7.8%	8.0%
<b>Gross Profit</b>	1,824	2,347	3,344	5,673	6,178	6,720	7,300	7,918	8,608
<b>Operating Expenses</b>	1,188	1,485	1,629	2,711	2,903	3,106	3,319	3,543	3,789
<b>EBITDA</b>	765	1,018	1,900	3,200	3,532	3,892	4,281	4,699	5,169
<b>% of Revenues</b>	9.0%	8.8%	13.9%	17.5%	17.8%	18.2%	18.5%	18.9%	19.2%