



BACKGROUND

Since 2000, Cornerstone has been investing in established, middle-market manufacturing and industrial service businesses located throughout the United States. We look to partner with strong, experienced management teams and collectively develop strategies to enhance shareholder value over time. As a holding company, we maintain long-term investment horizons.

SUMMARY TARGET CRITERIA

- Privately-held business or division of a larger corporation
- Manufacturing or low-tech industrial service company
- Management team preferred but not required
- Proprietary products and/or specialized, niche capabilities
- Mature, non-cyclical industry – preferably fragmented

BASIC FINANCIAL METRICS

- Annual revenues of \$5 to \$100 million
- Adjusted EBITDA of \$1 to \$10 million
- Minimum Adjusted EBITDA margin of 10%
- Net working capital less than 35% of annual revenues
- No single customer greater than 30% of annual revenues

MANUFACTURING AREAS OF INTEREST

- Aerospace – commercial and military
- Packaging equipment and supplies
- Branded or highly engineered products
- Specialized machinery
- Aftermarket parts and accessories

INDUSTRIAL SERVICE AREAS OF INTEREST

- Maintenance, repair and operations (MRO)
- Processing, chemical conversion or coatings
- Electronic repair and re-design
- Engineering services
- Business/operational improvement service

CURRENT CORNERSTONE COMPANIES



Irvine, CA – Designs and builds compact, low power, visible and infrared imaging systems for soldier vision enhancement, surveillance, or threat detection-and-targeting

Corporate Divestiture
2019



Paris, IL – Manufactures complex engine combustors, turbine engine inlets, exhaust components and liners for aerospace, industrial gas turbine, and marine markets.

Corporate Divestiture
2019



Warminster, PA – Designs and manufactures multiple proprietary lines of commercial refrigeration products serving the food, beverage, floral and scientific industries.

Private Company Buyout
2019



Chandler, AZ, Guaymas, Mexico – Leading manufacturer of close tolerance, critical turbine engine blades, vanes and related components for aircraft and commercial propulsion systems.

Corporate Divestiture
2016



Long Beach, CA – Design and builds satellite propellant tanks, domes and ancillary space products. In addition, sole source to refurbish AWACS bearing assembly.

Corporate Divestiture
2013



Simi Valley, CA – Designs and builds aircraft ducting for engine, anti-ice, APU and airflow management systems. Also sells proprietary line of ozone converters.

Corporate Divestiture
2012



Fair Lawn, NJ, Reno, NV, Sacramento, CA – Produces proprietary RF products, electronic assemblies and PCB's for aerospace, defense and industrial applications. Also maintains end-of-life electronic assemblies.

Private Company Buyout
2004



Fort Worth, TX – Manufactures precision sheet metal and CNC machined components as well as benchtop assemblies for use on both commercial and military aircraft.

Private Company Buyout
2001

