



**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**



*Everett, WA* – Provides both manufacturing and comprehensive testing services for composite and thermoplastic products used in aerospace and space applications.

Corporate Divestiture  
2021



*Irvine, CA* – Designs and builds compact, low power, visible and infrared imaging systems for soldier vision enhancement, surveillance, 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* – Manufactures turbine engine blades, seal segments, nozzle guide vanes and other precision rotating components for commercial and military engines.

Corporate Divestiture  
2016



*Long Beach, CA* – Design and builds satellite propellant tanks, domes and ancillary space products. In addition, sole source supplier of refurbishment services and repair kits for the AWACS bearing assembly.

Corporate Divestiture  
2013



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

Private Company  
Buyout  
2001

