

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 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



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



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
2010

