



CORNERSTONE CAPITAL HOLDINGS

INDUSTRY AND INVESTMENT CRITERIA

Company Characteristics

- Privately-held business, or division of larger public or private parent
- Basic manufacturing or low-tech industrial service companies only
- In-place management team and infrastructure
- Proprietary product or niche service provided
- Mature, non-cyclical, preferably fragmented industry

Financial Criteria

- Adjusted earnings before interest and taxes (EBIT) between \$1 and \$5 million
- Total annual revenues ranging from \$5 to \$30 million
- Adjusted EBIT equal to or greater than 10% of revenues
- Prefer non-seasonal companies without excessive working capital needs
- No single customer greater than 30% of total revenues

Investment Situations

- Exit strategy / Retirements
- Management buyouts or “buy-ins”
- Corporate divestitures
- Recapitalizations
- Generally look to acquire 100% of a business

Sample Areas of Interest

MANUFACTURING

- Packaging-related products
- Specialty machinery
- Defense & aerospace products
- Specialty chemicals, rubbers, synthetics
- Electrical components & assemblies
- Niche branded products
- Automobile components
- General industrial business to business products

INDUSTRIAL SERVICES

- General packaging and contract packaging companies
- Maintenance, repair and operations (MRO) service providers
- Niche/specialty distribution companies
- Specialty catalog companies
- Material handling & disposition companies
- Differentiated industrial service businesses

CONTACT CORNERSTONE CAPITAL HOLDINGS

Jonathan Alt
650 Sentry Parkway, Suite One
Blue Bell, PA 19422
Ph: (215) 628-4486
Fax: (215) 647-7473
jalt@cstonecapital.com

Andrew Bushell
875 N. Michigan Ave., Suite 3100
Chicago, IL 60611
Ph: (312) 673-0238
Fax: (312) 275-7855
abushell@cstonecapital.com

www.cstonecapital.com