

# Industrial Products And Services

We invest in a wide range of industrial products and services. We look for companies with highly engineered, value-added products or services that are difficult to replicate with a clear, ROI-based value proposition and are led by outstanding management teams.



## ENGINEERED PRODUCTS

Our Engineered Products practice seeks to invest in a wide range of products with a B2B and B2G (Government) customer base. Ideal companies will provide highly engineered, mission critical products that are difficult to replicate (know-how or IP), a clear ROI for their customers, and maintain outstanding teams.

Product categories, or end markets, of particular interest include:

- Aerospace and Defense
- Automation controls
- Engineered or proprietary components
- Electronic devices and ancillary systems
- Environmental management technology
- Flow, process and motion control
- Niche/specialty small equipment or systems
- OEM replacement parts
- Professional tooling, test and measurement devices
- Other high value engineered products

Company attributes we look for:

- Defensible market positions in growing niches
- Product performance more important than price
- Intellectual property: patents, trade secrets or know-how
- High degree of engineering content in the product
- Gross margins above 30% and EBITDA margins above 10%
- Capital efficient business model

## Representative Investments



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