



TARGET STATEMENT

Experienced engineering and sales leader with a strong background in the energy and industrial sectors, seeking to acquire a **manufacturing business** focused on the **electrical grid/energy sector**. Open to niche manufacturing opportunities with **high barriers to entry** and strong competitive advantages. Seeking businesses with growth potential, stable cash flow, and operational improvement opportunities.

SIZE

- **Revenue Range:** \$3M - \$20M
- **EBITDA/Cash Flow Range:** \$750K - \$4M
- **Facility Size:** Excess capacity/room for growth (empty floor space)
- **Other Size/Employee Considerations:**
 - 10-100 employees, In-tact, experienced leadership team layer

INDUSTRY & SECTOR PREFERENCES

- **Niche Manufacturing Industry**
- **Sectors (in order of focus)** *Details on page 3
 1. Electrical Equipment
 2. Inorganic Chemicals
 3. Advanced Materials
- **Preferred Product Categories:** Transformers, Power Distribution Equipment, Switchgear, Circuit Breaker, High Voltage

PARTICULAR PRODUCT OR PROCESS PREFERENCES

- **B2B, High-Mix, Low volume**
- **Vertically integrated preferred** (i.e. Design, Fabrication, Assembly, Testing); Owned, engineered designs
- **Strong in product position**, marketing & ownership of 'branded' products, **OEM Preferred**
- **Not Tier 2 or Tier 3 Supplied**

PRIORITIZED INVESTMENT TARGETS

Priority	Industry	Sub-Sector	Volume/Mix
1	Manufacturing	Electrical Product Manufacturing	Low Volume
2	Manufacturing	Electrical Product Manufacturing	High Volume
3	Manufacturing	Inorganic Chemical Manufacturing	Low Volume
4	Manufacturing	Inorganic Chemical Manufacturing	High Volume
5	Manufacturing	Advanced Material Manufacturing	Low Volume
6	Manufacturing	Advanced Material Manufacturing	High Volume



GEOGRAPHY PREFERENCE

- **Nashville, TN**
- **Tampa, FL**
- **Raleigh, NC**
- **Charlotte, NC**
- **Charleston, SC**
- **Arlington, VA**



MANAGEMENT SITUATIONS

- **CEO Leadership Role** with active strategic oversight
- **Key leadership team retention** required (engineering, operations, finance, etc.)

OWNERSHIP SITUATIONS

- **Owner Transition Period:** 6-12 months in advisory/consultatory role
 - Willingness to assist with key customer, supplier, and employee transitions
- **Owner retiring or stepping down due to health/personal reasons**

IDEAL DEAL STRUCTURE

- **Majority Buyout (70-80%+)** preferred
- **Earnout possible** for performance-based contingencies

PROFITABILITY

- **Proven profitability, 3-5 years of stable or increasing revenue**
- **Reasonable 30%+ IRR**
- **DSCR > 1.5x**
- **Operating Margin > 20%**
- **Low cyclical**
- **Not seeking turnaround opportunities**

DISQUALIFYING FACTORS

- **Primary B2C mix**
- **High customer concentration**
 - Top customer < 40% of revenue
 - Top 3 customers < 70% of revenue
- **High customer turnover**
- **High owner dependency**
- **Government contractor dependence**
- **Service-heavy business models**

OTHER CONSIDERATIONS

- **Age of Business** 10 years minimum preferred
- **Real Estate** updated rented or owned real estate/building
- **Ease of Access** - access point, proximity to highways



SUBSECTOR DETAILS

Sub-Sector	Rank	Product Category	Details
Electrical Product Manufacturing	1	Power Distribution Equipment	Switchboards, Panelboards, Load Centers, Distribution Transformers, Bus Ducts
Electrical Product Manufacturing	2	Switchgear Manufacturing	Low-Voltage Switchgear, Medium-Voltage Switchgear, Protection Relays, Control Panels, Circuit Breakers
Electrical Product Manufacturing	3	Transformers (Power & Distribution)	Oil-Filled Transformers, Dry-Type Transformers, Pad-Mounted Transformers, Power Transformers, Distribution Transformers
Electrical Product Manufacturing	4	Circuit Breaker Manufacturing	Molded Case Circuit Breakers, Air Circuit Breakers, Miniature Circuit Breakers, Thermal Magnetic Breakers, Solid-State Breakers
Electrical Product Manufacturing	5	Control Panels & Industrial Automation	Motor Control Centers, PLC Panels, Relay Panels, Automation Panels, VFD Panels
Electrical Product Manufacturing	6	High Voltage Equipment	High-Voltage Switchgear, Surge Arresters, Insulators, Power Capacitors, HV Cables
Electrical Product Manufacturing	7	Electric Motor Manufacturing	AC Motors, DC Motors, Synchronous Motors, Induction Motors, Servo Motors
Electrical Product Manufacturing	8	Electrical Connectors & Components	Terminal Blocks, Wire Harnesses, Connectors, Crimp Terminals, PCB Connectors
Inorganic Chemical Manufacturing	1	Chlor-Alkali Products	Caustic soda and chlorine, used in water treatment, plastics, and industrial chemicals
Inorganic Chemical Manufacturing	2	Ammonium Nitrate & Fertilizers	Essential for agriculture and explosives, supporting the fertilizer and mining sectors
Inorganic Chemical Manufacturing	3	Hydrogen Peroxide	Key ingredient in paints, coatings, and plastics for industrial and consumer applications
Inorganic Chemical Manufacturing	4	Sodium Carbonate (Soda Ash)	Used in glass manufacturing, detergents, and various industrial chemical processes
Inorganic Chemical Manufacturing	5	Titanium Dioxide (Pigments)	Common oxidizer in industrial bleaching, sanitation, and environmental applications
Inorganic Chemical Manufacturing	6	Specialty Inorganics for Electronics	Specialty chemicals used in semiconductors, high-tech coatings, and electronic components
Advanced Material Manufacturing	1	High-Performance Alloys	Lightweight, high-durability materials used in aerospace, automotive, and industrial applications
Advanced Material Manufacturing	2	Advanced Polymers	Strong, lightweight materials widely used in aerospace, wind energy, and industrial applications
Advanced Material Manufacturing	3	Carbon Fiber Composites	High-strength metal alloys used in aerospace, automotive, and heavy industrial applications
Advanced Material Manufacturing	4	Thermal Barrier Coatings	Advanced metal composites used in aerospace, defense, and high-performance industries
Advanced Material Manufacturing	5	Metal Matrix Composites	Heat-resistant coatings applied in aerospace, power generation, and industrial machinery
Advanced Material Manufacturing	6	Graphene-Based Materials	Cutting-edge materials with exceptional conductivity and strength for industrial applications