



CASE STUDY

PRIVATE EQUITY ACQUISITION SEARCH

Client:

Private equity sponsor group focusing on control investments in U.S. lower middle-market companies.

Assignment:

Identify, approach and enable dialog with owners of companies active in the area of electrical power products and with a scale suitable for a platform investment.

Process:

Spearheaded screening process using client criteria.

Recommended to client companies identified through screening process for contact.

Reached out to short-listed companies and established initial dialog with owners.

Negotiated non-disclosure agreement and receipt of current year and historical financial statements from selected companies.

Developed with target mutually agreeable financial projections and model since none existed.

Advised client on subsequent changes to financial model during the transaction.

Results:

Client completed acquisition of primary acquisition candidate, a company manufacturing electrical generators for specialized vehicles, with debt financing provided by a mezzanine fund and re-investment by former owner.

Time from start of assignment to closing nine months.