

Seamless Transitions in Aerospace: Maximizing Value, Preserving Legacy

The Assignment

The client, a 23-year-old aerospace and avionics company with a strong track record in innovative design and engineering, was poised for a significant transition. One of the two owners was ready to retire, while the other wished to stay on and continue advancing the company's mission. This dual objective required a buyer that would not only provide a top-tier valuation but also create a flexible structure allowing for the retention and involvement of the remaining partner in daily operations.

The Process

To meet these unique goals, our team initiated a targeted, competitive sale process aimed at identifying the right buyer who would respect the company's established reputation and meet both owners' objectives. We marketed the opportunity to a select group of private equity firms and strategic buyers with a focus on the aerospace sector, generating considerable interest and eventually securing 11 competitive bids. Throughout negotiations, we prioritized both valuation and structural flexibility to ensure a smooth transition for the retiring owner while facilitating continuity for the partner staying on.

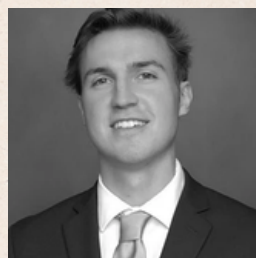
The Results

Ultimately, the ideal buyer surfaced in a private equity firm offering both a competitive valuation and a strategic growth plan that matched the company's core mission. This partnership allowed the retiring owner to exit smoothly while keeping the remaining partner involved operationally. Favorable deal terms and an expedited due diligence process ensured a seamless transition, maintaining continuity in daily operations. Positioned for future growth, the company now stands to benefit from this collaborative partnership and a promising path for continued success.

As a boutique restructuring advisory and investment bank, we specialize in guiding middle-market companies through pivotal transitions. For tailored support and expert insights, connect with one of our experienced advisors below.



Anthony Lazzara
ALazzara@kreshmore.com
[LinkedIn](#)



Zach Northey
ZNorthey@kreshmore.com
[LinkedIn](#)