



CASE STUDY

# Strategic Medical Manufacturing Investment

A prestigious Family Office entrusted us with deploying \$200M from their portfolio to acquire companies for multi-generational holdings, seeking consistent cash returns in a low-risk environment. Through our deep industry expertise, we identified medical contract manufacturing, a \$200Bn market segment with exceptional growth potential, as the optimal investment focus. Our first acquisition target was a father-and-son operated enterprise generating \$15M in revenue with \$4M EBITDA, experiencing such rapid growth that working capital constraints were limiting their expansion potential.

## STRATEGIC APPROACH

We successfully guided our client to prioritize long-term value creation over initial purchase price considerations. Our thorough due diligence process focused on:

- Management team capability assessment
- Growth potential evaluation
- Cultural alignment verification

## RESULTS

The strategic combination of two complementary acquisitions has yielded remarkable results:

### Revenue growth from \$15M to over \$50M



Consistent cash flow generation



Strong management team retention



Sustained long-term partnership

