



THE STEPHENS GROUP



Commercial & Industrial Products

We invest in a wide range of commercial and industrial sectors and business models. We look for companies with highly engineered, value-added products that are difficult for competitors to replicate, provide a clear ROI-based value proposition for their customers, and that are led by outstanding management teams, all of which result in strong margins indicative of a truly differentiated business.

ENGINEERED INDUSTRIAL PRODUCTS

Sub-sectors of particular interest include:

- Flow control, process and motion control, niche / specialty small equipment, professional tools, engineered components (e.g. sensors, highly regulated electronics, switches, etc.), automation controls, environmental technologies, test and measurement devices and instrumentation, aerospace and defense, specialty building products, and other high value products.

Company attributes we're looking for:

- Strong and defensible market positions in high-growth niches
- High degree of engineering content in the product
- Product performance more important than price
- Consultative sales approach; knowledge of customer application is important
- Intellectual property, such as patents, trade secrets or institutional knowledge
- Gross margins in excess of 35 – 40% and EBITDA margins in excess of 10%
- Capital efficient business models

Representative investments:



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