

AEROSPACE PRIVATE EQUITY SOLUTIONS

RELANCE
AEROTECH



Contact Us

If you have an investment opportunity that matches our criteria or are interested in our advisory services, we would like to hear from you. Please contact:

Douglas Anweiler
Vice President

Reliance Aerotech Canada Inc.
95 St. Clair Avenue West
Suite 1607

Toronto, ON M4V 1N6

TEL 416.203.8493 x223

FAX 416.203.8951

danweiler@relianceaerotech.com

www.relianceaerotech.com



Who We Are

Reliance Aerotech is a private equity and advisory services company serving the North American aerospace industry. Founded in 1998, we lever the finance, strategy, operations and marketing expertise of our management team to create value in niche segments of the aviation industry for both portfolio companies and advisory clients.

With operations in Canada and the United States, Reliance's entrepreneurial management team has a proven track record of acquiring a leadership position in strategic markets where significant growth potential exists. Our objective as either private equity investors or strategic advisors is to help make good companies better. We are a partner of choice.

Through the Team Reliance group of companies, Reliance Aerotech has owned and operated North America's leading independent regional aircraft maintenance, repair and overhaul (MRO) organization, employing more than 600 people across the United States and Canada. We have successfully completed transactions with global aerospace companies including SAAB and Embraer. Our executive team has participated in nearly \$1 billion of aerospace related transaction involving mergers and acquisitions and equity financings.

What We Invest In

Leveraging our knowledge, expertise and relationships, Reliance Aerotech's investment strategy is focused on buyouts of small- to mid-sized companies within the North American aerospace industry. As active investors, our philosophy is to make good companies better by accelerating growth through the application of proven strategies.

We are looking for companies with an enterprise value generally in the range of \$15 to \$150 million and who possess the following characteristics:

- > A leadership position within a defensible market niche.
- > At least 20% of revenues derived from aerospace related activity.
- > Solid management team in place.
- > Potential for growth exists.
- > We can add value.
- > Positive cash flow.

How We Help Companies

Our Advisory Services practice helps small- to mid-sized aerospace companies to access the diverse strategic and operational experience of Reliance principals within three main practice areas:

- > **Corporate Finance.** With vast capital markets experience, Reliance Aerotech can provide companies with expertise in mergers & acquisitions, financial analysis, modeling and forecasting, and capital markets assessments.
- > **Business Strategy.** As with our portfolio companies, Reliance principals use strategic diagnostics as the foundation for developing effective corporate strategy. We work with management teams to create a roadmap that aligns the organization around a cohesive plan.
- > **Strategic Marketing and Communications.** Reliance Aerotech creates brand development programs that align internal and external audiences. More than creating marketing collateral, we create effective communications at all customer touchpoints making employees brand leaders. Our **Brand in Practice** program specifically supports sales and customer service teams.

**Private Equity Investors and Strategic Advisors
for the North American Aerospace Industry**