

# Case Study- Corporate Growth

## Defense/Aerospace Contractor

2013

- growth[period] was approached by an aviation services provider to grow its federal practice:
  - The company was at \$20M in revenue
  - Their goal was to reach \$250M in revenue in five years' time
  - At the \$250M mark, the leadership wanted to sell for a multiple of 10X
- growth[period] was hired and identified:
  - 17 "key" growth opportunities for the company to target over 4 years
  - 4 capabilities to build out at specific milestones for reinvestment
  - 5 market segments to enter upon hitting revenue targets to include bolt-on acquisitions (growth[period] identified 6 potential strategic targets)

2018

- The company currently has revenue of \$389M
- With growth[period]'s assistance the company:
  - Built out all four capabilities,
  - Won 9/12 of the "key" growth opportunities they bid,
  - Successfully executed 2/2 of the 6 target bolt-on acquisitions
- The company was sold in 2018. At closing, the company's investors realized cash proceeds equal to approximately \$110 million representing 8.2 times invested capital over the more than 5-year investment period. The company's leadership realized 11x EBITDA.
- growth[period] has retained a contract with the company post-sale.

Revenue Growth Plan

