

GARDNER STANDARD

# Building Businesses Through Strategic Investment & Operational Expertise

**140+**

Year heritage

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**\$500+**

Total deal value in millions

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**700+**

Jobs created

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**8**

Current companies

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For more information visit  
[www.gardnerstandard.com](http://www.gardnerstandard.com)

## About Gardner Standard

Gardner Standard is a private investment firm focused on acquiring and strengthening lower middle-market companies. We bring a legacy of operational excellence and strategic investment to unlock value in businesses facing complexity or underperformance.

Unlike traditional private equity firms, we focus on the long-term and embrace business challenges. We invest in businesses with strong underlying fundamentals and untapped potential, applying a hands-on approach to drive sustainable growth.

## Investment Strategy

Gardner Standard builds enduring businesses. We collaborate with management teams to improve financial performance, execute operational changes, and create long-term value. We make decisions based on one objective: what will maximize enterprise value over time for all stakeholders.

## Special Situations Focus

We specialize in transforming businesses facing tough challenges. These can include family-owned businesses in transition or dealing with litigation, corporate carve-outs, or companies in bankruptcy proceedings. We provide speed and certainty of closing, strategic insight, and operational expertise to drive long-term success.



# Investment Criteria & Transaction Types

## INVESTMENT CRITERIA

- **Revenue:** Up to \$150 million—no minimum for add-ons
- **Industry Preference:** Aerospace & defense, manufacturing, and engineered products (industry-agnostic for the right opportunity)
- **Structure:** Control investments; open to significant minority positions
- **Equity:** Up to \$15 million per deal

## TRANSACTION TYPES

- **Special Situations:** Operational/financial distress, restructurings & turnarounds
- **Legal Complexity & Contingent Liabilities:** Litigation, environmental, asbestos, product liability, recalls, and warranty claims
- **Corporate Carve-Outs:** Non-core or orphaned business units
- **Non-Performing Notes/Loans:** Where we execute a workout strategy to own equity

## Executive Partnership Program

Gardner Standard partners with exceptional executives to acquire, transform, and scale high-potential businesses. Our Executive Partnership Program provides financial backing, strategic guidance, and operational support necessary to turn acquisition opportunities into thriving enterprises. We seek entrepreneurial leaders who are ready to take ownership of their next business venture with full support of our investment and operational expertise.

At Gardner Standard, we excel where others shy away. If you come across a complex transaction that requires speed and certainty of closing, let's talk.

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