

# Domaille Case Study

## Details

Domaille is a leading manufacturer of branded fiber optic polishing equipment and contract manufacturing services for aerospace and defense. The company is headquartered in Rochester, MN.

[www.domailleengineering.com](http://www.domailleengineering.com)

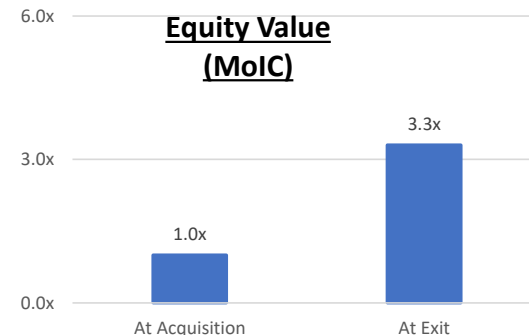
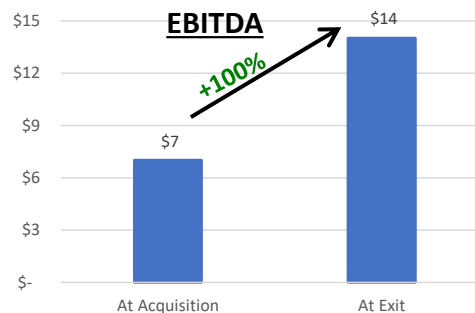
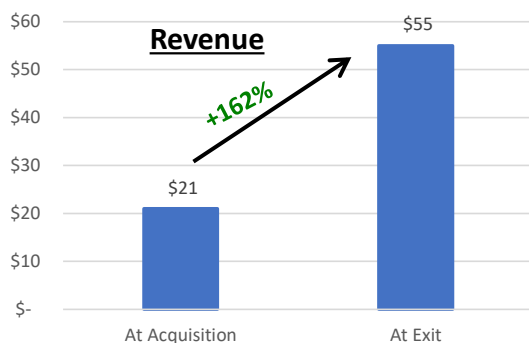
## Investment Merits

- Strong brand and leading market share
- Attractive blue-chip customer base
- Fragmented industry with geographic expansion opportunities
- Favorable industry dynamics driven by global build-out of telecom and rising defense spending
- Strong profitability and long history of attractive financial metrics

## Key Accomplishments

- Organized Independent Board of Directors and governance best-practices
- Identified and hired company's first CFO to supplement the senior management team
- Executed on a planned CEO transition
- Supported company through AS9100 certification
- Completed two add-on acquisitions expanding the company's geographic reach, customer mix and manufacturing and engineering capabilities
- Executed performance improvement plan focused on procurement, manufacturing optimization, margin management and working capital management

## Company Performance & Value Creation



(\$ in MM's)