

## CORE INDUSTRIAL PARTNERS CASE STUDY

### CORE has acquired Coining & PMP

#### PROCESS & OVERVIEW

CORE Industrial Partners, an industrials-focused private equity firm investing in manufacturing, industrial technology, and industrial services businesses, was the counterparty to a prior sell-side transaction process run by FOCUS. In the years since, FOCUS bankers maintained a strong working relationship with CORE and were confidentially familiar with CORE's requirements for potential acquisitions. In February 2023 CORE acquired GEM Manufacturing, a provider of precision deep-drawn metal components and mechanical assemblies based in the Northeast Region of the United States. In doing so, CORE envisioned a precision manufacturing platform based on key capabilities, products, and targeted end markets, and immediately sought partnering opportunities for companies with complementary capabilities, business relationships, and customer segments.

Founded in 1990, Coining, together with sister company PMP, offers progressive die stamping, screw machining, CNC machining, and wire EDM manufacturing technologies to produce complex precision components for aerospace & defense, medical, electronics and semiconductor end markets. Headquartered in Clifton, New Jersey, the company operates in an ISO9001-certified facility with an equipment base of more than 60 machines.

FOCUS was introduced to Coining and PMP by a referral partner and learned that the family owners had been actively entertaining alternative offers by private equity suitors. FOCUS was able to convince the sellers that CORE was the ideal fit for their growth and personal objectives and initiated the dialogue between the parties. FOCUS arranged for the sellers to meet CORE at its headquarters in Chicago and assisted CORE in crafting a viable offer. After negotiations and with FOCUS bankers' advisory, CORE proposed an acceptable LOI, entered exclusivity, and closed the transaction in June 2023.

#### TRANSACTION RESULTS

FOCUS initiated the transaction between CORE and the Sellers, assisted in the negotiations, and acted as a financial advisor to CORE in the transaction. GEM and CORE are thrilled to partner with Coining and PMP in order to provide additional resources and strategic guidance to support the companies' next growth phase. CORE continues to demonstrate its commitment to U.S. precision manufacturing and seeks to partner with other high-quality companies in the space to scale the platform through both organic and inorganic business development initiatives.

#### NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver exceptional outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our Advanced Manufacturing investment banking services, or to discuss your specific situation with no obligation, please feel free to call:

**Jorge Maceyras**  
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We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.



#### AT A GLANCE

##### CORE Industrial Partners

- Private Equity firm focused on manufacturing, industrial technology, and industrial services
- Acquired GEM Manufacturing in February 2023 and Coining & PMP in June 2023
- Actively investing from a \$465 million committed equity fund

##### Buy-Side Transaction Info

**EBITDA & Revenue are not disclosed**

*This announcement appears as a matter of record only*

a portfolio company of

has acquired

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to CORE Industrial.

“Coining and PMP offer differentiated, highly technical manufacturing capabilities and a long track record of success working with customers in demanding, high-growth end markets to produce precision components for mission-critical applications. We believe these acquisitions are compelling additions to the GEM platform and look forward to pursuing additional inorganic growth opportunities.”

**Matthew Puglisi**

CORE, Partner