

MONTAGE PARTNERS

PEOPLE  CAPITAL

Successor President Program: Industrial Automation

Aurelio Banda has joined Montage Partners as an Executive Partner in the firm's Successor President Program. As an Executive Partner, Aurelio is actively searching for a company to acquire in partnership with Montage Partners, in which the current owner is looking to retire or step away from day-to-day operations. After the acquisition, Aurelio would work with the owner to transition to the role of President and CEO, ensuring a smooth transition of leadership and continuity of business.



Your
Company



Aurelio
Banda



Montage
Partners

- Successful company operating in the industrial automation sector
- Owner ready to retire or seeking liquidity
- Succession plan lacking

- Proven leader
- Over 30 years of industrial automation experience
- Passion for growing companies

- Ready access to capital
- 15-year track record
- Proven ability to close transactions

Target Criteria

- OEM equipment manufacturers
- Service integration providers
- Distributors
- Value-added developers

Target Verticals

- Biotech
- Medical Devices
- Life Sciences
- Packaging - Food & Beverage
- Logistics
- Entertainment
- Semiconductor
- Automotive

Target Size

- Between \$5 million and \$50 million in revenue
- Minimum \$1 million of EBITDA

About Aurelio Banda



Aurelio has extensive experience leading and growing industrial automation companies. From 2015 to 2019, he served as CEO and President of Beckhoff Automation LLC, a provider of automation products and services across multiple verticals, including food & beverage, packaging, and semiconductors. Aurelio led significant growth in his leadership tenure of the company in North America and specifically in the U.S. in excess of \$80 million in revenue. Prior to Beckhoff, Aurelio founded Controls Plus, Inc., a distribution and software development company, and served as VP of Sales for Controls for Motion Automation. Aurelio earned an undergraduate degree in Electronics from DeVry University and an MBA from the University of Notre Dame, and successfully completed the General Management Program at Harvard Business School.

About Montage Partners

Founded in 2004 and headquartered in Scottsdale, Arizona, Montage Partners is a people-first private equity firm that invests in established companies in the U.S. with EBITDA between \$1 million and \$5 million. Above all other investment criteria, Montage Partners invests in exceptional people. Montage Partners provides liquidity to those who have spent years of their life building great companies, protects those companies through a transition of ownership, and supports the next generation of a company's leadership in executing on growth initiatives. For more information, please visit www.montagepartners.com.