

## Maximizing Enterprise Value: It's Never too Soon to Start!

### The Aerospace & Defense Forum

01.24.2017

5:30 p.m. - 6:15 p.m. Registration & Networking

6:15 p.m. - 7:45 p.m. Program

#### Sheppard Mullin

12275 El Camino Real

Suite 200

San Diego, CA 92130

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What better way to start our 2017 meetings then by focusing on the most critical outcome of your business--- Enterprise Value.

Selling a business is all about risk. The higher the risk, the lower the value. The lower the risk, the higher the value. As business leaders, it is a primary function of our positions to increase the attractiveness of our businesses and ready them for scrutiny by a potential buyer.

In 2014, Sanders Industries, a manufacturer of tools used in large, composite structure manufacturing was acquired by Industrial Growth Partners (and was renamed Integrated Polymer Solutions). Join us as Larry O'Toole, Sanders' CEO, will discuss the tangible and effective steps that can be taken to build enterprise value and, most of all, how to capture it through a liquidity event.

Whether you run a department, or an entire business, creating enterprise value is a key part, if not the sole purpose, of the job. Too often, however, thought is given too late in the game. How should you think about the process of creating enterprise value and how do we maximize it when the time is right? How do we gauge the value and readiness of our businesses? What processes should we put in place? What reports, timelines, and scorecards should we create? How do we develop and implement an effective exit strategy and, most of all... Start giving serious thought and action to maximizing your enterprise value.

#### Guest Presenter

**Larry O'Toole**

*CEO, Integrated Polymer Solutions*

Larry O'Toole serves as CEO of Integrated Polymer Solutions (IPS), formerly known as Sanders Industries, which he guided to successful acquisition by Industrial Growth Partners in 2014. IPS is a leading manufacturer focused on polymers such as elastomers and composites for the aerospace & defense industry with locations

in the US and Europe. IPS offers design engineering and custom manufacturing capabilities transforming raw materials into specialized components of larger OEM assemblies.

Larry O'Toole is an experienced CEO in both public and private businesses ranging from Aerospace & Defense, Commercial Safety and Security and Architectural Building Systems. His prior CEO/President roles include DORMA Americas, Protection Service Industries, Inc. and Divisional President/general management positions with Ingersoll-Rand Corporation and Black & Decker. Current Board roles include Boda Borg Corporation based in Sweden and Klatu Networks based in Oregon.

## Benefits of Attending

- Gain tangible insights on the steps to building enterprise value;
- Understand the role that Company culture plays in the Buyer's evaluation;
- How to avoid the pitfalls of waiting too long;
- Capturing Enterprise Value through a liquidity event.

## About the Forum

The Aerospace and Defense Forum is a global aerospace and defense leadership community of over 1500 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

- Attendance at this event is free for A&D Forum members and guests, \$30 for non-members until January 17 and \$40 for non-members after.
- Beer, wine and appetizers provided during networking.
- Parking is free--located next to both entrances of the building.
- Bring a business card--they will be duplicated and everyone will get a copy of all attendees' cards.
- Attire is business casual.

## Questions

Please contact Nancy Fair via email.

## Industries

Aerospace, Defense & Government Services