



Case Studies

Selected Transactions — Confidential

Why sellers choose ROI-Exchange

Our reputation was built on discretion, not disclosure. We execute with confidentiality, close with certainty, and operate with a long-term ownership mindset – no fund timelines, no forced exits, no unnecessary disruption. Divesting parties consistently cite four reasons for choosing ROI: transactional simplicity, pre-emptive offers that reduce transaction costs, minimal demands on seller resources, and versatility across sectors and deal structures.

CASE STUDY 01

Petroleum Retail Network

Corporate carve-out | Convenience, fuel & food service

A major Canadian conglomerate divested a regional network of petroleum retail facilities – fuel stations, convenience stores, car washes, and restaurants. The seller recommended an all-or-nothing technology overhaul; ROI conducted an independent risk assessment and implemented a phased rollout tied to measurable returns instead.

Operational improvements followed: location-specific procurement, theft reduction, digital in-store marketing, scalable food offerings, and commercial fleet fuel contracts. Each initiative was designed to convert operational data into profitable, scalable revenue channels.

The outcome: A multi-format retail platform repositioned for compounding growth.



CASE STUDY 02

Financial Institutions & Transaction Software

Cross-sector acquisition | Fintech & banking

An Asia-based transaction software company had achieved strong regional growth but sought global expansion. The challenge: acquisition targets consistently withheld their most valuable intellectual property when approached by a known competitor.

ROI's solution was to quietly acquire FDIC-insured U.S. financial institutions and position them as the acquirers of their own software vendors. Targets openly showcased their best assets, believing they were selling to a client – not a competitor. FDIC-insured status also attracted new depositors, generating internal capital that funded further horizontal and vertical acquisitions without drawing on parent company reserves.

The outcome: A self-funding acquisition platform built through structural ingenuity and permanent capital discipline.



CASE STUDY 03

Aircraft Manufacturer After-Sales Division

Distressed division acquisition | Aviation MRO

An aircraft manufacturer with strong overall cash flow had chronically under-invested in its after-sales parts and service division due to legacy debt. ROI acquired the U.S.-based operations and refocused the business on underserved airports and FBOs – a segment rivals had largely ignored.

Operating under an FAA Open Class Rating, ROI rapidly established new repair and overhaul capabilities, built a cost-efficient parts replenishment hub, and expanded into MRO services across multiple aircraft platforms. Where in-house structural reassembly proved uneconomical, ROI pivoted to joint ventures –preserving capital and accelerating EASA compliance.



CASE STUDY 04

Chemical Manufacturer – Global Operations

Multinational acquisition | Specialty chemicals & supply chain

ROI and a co-investor acquired a U.S.-based chemical manufacturer with operations across Sweden, Ireland, South Korea, Russia, Poland, Spain, and Germany. The acquisition gave the co-investor's existing chemical business access to a diverse portfolio of customized formulations addressing unmet market needs— but scale introduced new complexity.

Rising end-user demand for tailored products, combined with multi-jurisdictional regulatory requirements, created raw-material pricing volatility. ROI addressed this by acquiring upstream supply chain assets –enabling the portfolio to supply competitors while reducing its own procurement costs. A specialist compliance and regulatory management company was also acquired to manage international rules, supply chain auditing, and territory-specific requirements.

The result was a compounding acquisition strategy that relieved capacity constraints, removed bottlenecks, and created indirect leverage over competitor operations.

The outcome: A vertically integrated specialty chemicals platform with self-reinforcing competitive advantages.

A note on confidentiality

The parties involved in these transactions are not disclosed. That is intentional — and it is the standard every seller we work with should expect. ROI-Exchange signs and honours NDAs as a matter of course, keeping all divestiture parties and related information strictly private.

