

BUILDING GREAT INDUSTRIAL BUSINESSES FOR OVER 30 YEARS

THE AIP DIFFERENCE

We are a flat, consensus-driven organization comprised of engineering-centric operating and investment professionals who work together to optimize the growth potential of industrial businesses. With our collective functional expertise, we utilize flexible & opportunistic equity & credit strategies to invest in all levels of the capital structure. We seek to combine the judgment and value creation of a strategic buyer with the execution capabilities of an experienced financial buyer. AIP invests where we believe we can significantly impact business value through the implementation of an Operating Agenda developed in collaboration with the company's management team.



KIM MARVIN
GP, Transactions



JOHN BECKER
GP, Operations



DINO CUSUMANO
GP, Transactions



JORGE AMADOR
Operations



PAUL BAMATTER
F&A



ERIC BAROYAN
Transactions



JEFF BIRENBAUM
Operations



ZAC CARSON
Transactions



DARREN CHEN
Transactions



ANDREW CHITTOOR
Transactions



DANNY DAVIS
Transactions



RICH DENNIS
Special Situations



LEE EVANGELAKOS
Operations



JUSTIN FISH
Operations



RICH HOFFMAN
Transactions



TIM HORGAN
Operations



MICHAEL INFANTE
Special Situations



MITCH JACOBSON
Transactions



BEN KIM
Transactions



DEREK LECK
Operations



SUNNY LI
Transactions



TOM MANGANO
Operations



RANDALL MARKHAM
Operations



ALEX MENKHAUS
Operations



KAITLYN NEAL
Operations



ANNA PENG
Transactions



JASON PERRI
Special Situations



BARRY PRICE
Capital Markets



TONI RINNEVAARA
Special Situations



HARRISON RODAY
Transactions



TJ ROSENGARTH
Operations



JOEL ROTROFF
Transactions



ALEX SCHUKIN
Transactions



NEIL SNYDER
Operations



RANDALL SWIFT
Operations



LOU TEDESCO
F&A



DAVID WOODRUFF
Operations



JESSICA WU
Operations

IN OUR 30 YEARS WE HAVE CLOSED EACH EXECUTED LETTER OF INTENT

\$14B+ Portfolio Revenue (USD)

240+ Global Manufacturing & Distribution Facilities

60K+ Portfolio Company Employees

100+ Platform & Add-on Acquisitions Since Inception

IN EVERYTHING WE DO, WE STRIVE TO PROVIDE THE SELLER SPEED, CERTAINTY & SEAMLESS EXECUTION



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INVESTMENT CRITERIA

COMPANIES














- Industrial manufacturing and services
- Operations in the U.S. or Canada
- Private or Public
- \$300 million of revenues for platforms
- Negative EBITDA to \$250 million

CHARACTERISTICS

- Value creation opportunity through operational improvements
- Control positions or control features
- Global revenue opportunity
- Enterprise value up to \$2 billion

TRANSACTIONS

- Leveraged buyouts
- Complex carve outs
- Public to private
- Turnarounds & refinancings
- Debt & structured transactions

PORTFOLIO		FUND	ACQUIRED
	Milwaukee, WI - Manufacturer of specialty vehicles in the Fire & Emergency, Commercial, and Recreational Vehicle segments. Revenues: \$2.4 billion. www.revgroup.com	IV	2008 / Various
	Ann Arbor, MI - Manufacturer and distributor of kitchen and bath cabinets for single-family and multi-family home builders. Revenues: \$1.7 billion. www.cabinetworksgroup.com	V	2012 / 2020
	Macomb, MI - Manufacturer and vertically integrated provider of turnkey solutions for aerospace tooling, assembly line integration and factory automation. Revenues: \$195 million. www.ascentaerospace.com	V	2012
SHAPE	Kent, WA - Manufacturer of ultra-high-pressure waterjet cutting systems & pumps, robotic solutions, surface preparation & industrial cleaning systems, and corresponding aftermarket components. Revenues: \$365 million. www.shapetechnologies.com	V	2013 / 2014
	Franklin, TN - Manufacturer of specialty tires and wheels for the outdoor power equipment, ag/construction, power sports, & high speed trailer markets. Revenues: \$540million. www.carlstargroup.com	V	2013
	Athens, TN - Manufacturer of aluminum and stainless steel tank trailers, propane delivery trucks, oil & gas stimulation and completion equipment, and an operator of tank trailer service centers. Revenues: \$535 million. www.entransinternational.com	IV/V	2011 / Various
	Charlotte, NC - Manufacturer of highly-engineered precision components for auto safety devices, electronics, consumer goods, recreational vehicles, mining & oilfield, healthcare, and computer hardware & peripherals. Revenues: \$850 million. www.formtechnologies.com	V	2015
	Glenview, IL - Distributor and manufacturer of highly-engineered fasteners & C-Class components for commercial vehicle, luxury automotive, ag equipment, power generation, and construction end markets. Revenues: \$650 million. www.optimas.com	V	2015
	Augsburg, Germany - Manufacturer of web offset printing presses, finishing systems and auxiliary printing equipment. Revenues: \$285 million. https://www.manrolandgoss.com	V	2015
	Tolland, CT - Provider of automated cutting equipment for flexible materials, pattern making and planning software, and laser metrology equipment to the apparel industry. Revenues: \$225 million. www.gerbertechnology.com	VI	2016
	Omaha, NE - Manufacturer of grinding media used primarily by global copper, gold, and iron ore producers to break down ore in the primary phase of mineral concentration. Revenues \$1.2 billion. www.molycop.com	VI	2017
	Point of Rocks, MD - Manufacturer of custom steel joist & deck solutions and fabricator & erector of structural steel components. Revenues: \$1.1 billion. www.canamsteelcorp.com and www.fabsouthllc.com	VI	2017
	Houston, TX - Provider of specialty industrial services supporting routine maintenance, turnarounds, and capital projects with scaffolding, insulation, coatings/linings, asbestos abatement, and additional associated services. Revenues: \$925 million. www.brockgroup.com	VI	2017
	Jersey City, NJ - Provider of bulk freight services to the aggregates, ore, salt, & grain markets; operates in the Great Lakes region under the Jones Act in the U.S. & the Coasting Trade Act in Canada. Revenues \$285 million. www.randlogisticsinc.com	VI	2018 / 2020
	Madison, MS - Provider of integrated logistics support & manufacturing to military aircraft and defense systems. Revenues: \$870 million. www.vtxaero.com	VI	2018
	Dallas, TX - Global provider of Productivity Technology solutions to mining operations, including productivity-enhancing Digital Technology, Surface Mining Technology, and Wear Protection and Processing. Revenues: \$110 million. www.cqmsrazer.com	VI	2018
	Lancaster, PA - Manufactures solid and engineered hardwood flooring products that are sold through both distribution & direct sales under well-known brand names such as Armstrong, Bruce, Homerwood, & Capella. Revenues: \$350 million. www.ahfproducts.com	VI	2018
	Boston, MA - Design, source, and assemble, lamp and lighting fixture business focused on retrofit applications that pull through complementary digital sensors and software. Revenues: \$720 million. www.currentbyge.com	VI	2019