

# 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, Transactions



**DINO CUSUMANO**  
GP, Transactions



**JORGE AMADOR**  
Operations



**PAUL BAMATTER**  
F&A



**ERIC BAROYAN**  
Transactions



**JEFF BIRENBAUM**  
Operations



**ZAC CARSON**  
Transactions



**JIM CHAPPUIS**  
Transactions



**DARREN CHEN**  
Transactions



**ANDREW CHITTOOR**  
Transactions



**ANGUS CUSACK**  
Transactions



**DANNY DAVIS**  
Operations



**RICH DENNIS**  
Special Situations



**LEE EVANGELAKOS**  
Operations



**JUSTIN FISH**  
Operations



**BEN GELINAS**  
Operations



**RICH HOFFMAN**  
Transactions



**TIM HORGAN**  
Operations



**MICHAEL INFANTE**  
Special Situations



**MITCH JACOBSON**  
Transactions



**DEREK LECK**  
Operations



**SUNNY LI**  
Transactions



**TOM MANGAN**  
Operations



**RANDALL MARKHAM**  
Operations



**HALEY MARTIN**  
Transactions



**ALEX MENKHAUS**  
Operations



**KAITLYN NEALSON**  
Operations



**JASON PERRI**  
Special Situations



**BARRY PRICE**  
Capital Markets



**TONI RINNEVAARA**  
Transactions



**HARRISON RODAY**  
Operations



**JOEL ROTROFF**  
Transactions



**ALEX SCHUKIN**  
Transactions



**NEIL SNYDER**  
Operations



**RANDALL SWIFT**  
Operations



**LOU TEDESCO**  
F&A



**KEVIN WILKEN**  
Operations



**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

**50K+** 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

### COMPANIES

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

## PORTFOLIO



### Milwaukee, WI

Specialty Vehicles Manufacturer  
Revenues: \$2.4 Billion  
Fund IV  
Acquired 2008

[revgroup.com](http://revgroup.com)



### Athens, TN

Energy & Transportation Equipment  
Revenues: \$465 million  
Fund IV/V  
Acquired 2011

[entransinternational.com](http://entransinternational.com)



### Kent, WA

Ultra-High Pressure Processing Solutions  
Revenues: \$365 million  
Fund V  
Acquired 2013 (initial)

[shapetechnologies.com](http://shapetechnologies.com)



### Franklin, TN

Specialty Tire Manufacturer  
Revenues: \$635 million  
Fund V  
Acquired 2013

[carlstargroup.com](http://carlstargroup.com)



### Macomb, MI

Aerospace Automation & Tooling Solutions  
Revenues: \$130 million  
Fund V  
Acquired 2012

[ascentaerospace.com](http://ascentaerospace.com)



### Charlotte, NC

Precision Components Manufacturer  
Revenues: \$950 million  
Fund V  
Acquired 2015

[formtechnologies.com](http://formtechnologies.com)



### Glenview, IL

Engineered Fastener Distributor  
Revenues: \$660 million  
Fund V  
Acquired 2015

[optimas.com](http://optimas.com)



### Augsburg, Germany

Printing Systems Manufacturer  
Revenues: \$215 million  
Fund V  
Acquired 2015

[manrolandgoss.com](http://manrolandgoss.com)



### Ontario, Canada

Process Automation Equipment  
Revenues: \$24 million  
Fund VI  
Acquired 2016

[virtektion.com](http://virtektion.com)



### Omaha, NE

Mining Consumables Manufacturer  
Revenues: \$1.3 billion  
Fund VI  
Acquired 2017

[molycop.com](http://molycop.com)



### Point of Rocks, MD

Structural Steel Systems Manufacturer  
Revenues: \$1.4 billion  
Fund VI  
Acquired 2017

[cscsteelusa.com](http://cscsteelusa.com)



### Houston, TX

Industrial Services Provider  
Revenues: \$895 million  
Fund VI  
Acquired 2017

[brockgroup.com](http://brockgroup.com)



### Woodbridge, NJ

Marine Bulk Freight Shipping & Logistics Services  
Revenues: \$285 million  
Fund VI  
Acquired 2018 (initial)

[randlog.com](http://randlog.com)  
[americansteamship.com](http://americansteamship.com)



### Madison, MS

Aerospace & Defense Technical Support Services  
Revenues: \$705 million  
Fund VI  
Acquired 2018

[vtxaero.com](http://vtxaero.com)



### Crestview, FL

Aerospace/Defense Parts & Subassemblies Manufacturer  
Revenues: \$70 million  
Fund VI  
Acquired 2018

[crestviewaerospace.com](http://crestviewaerospace.com)



### Dallas, TX

Mining Productivity Solutions  
Revenues: \$115 million  
Fund VI  
Acquired 2018

[crmining.com](http://crmining.com)



### Lancaster, PA

Hardwood Flooring Manufacturer  
Revenues: \$420 million  
Fund VI  
Acquired 2018

[ahfproducts.com](http://ahfproducts.com)



### Cleveland, OH

Commercial LED Lighting & Controls  
Revenues: \$630 million  
Fund VI  
Acquired 2019

[gecurrent.com](http://gecurrent.com)



### Lewisport, KY

Aluminum Rolled Products Manufacturing  
Revenues: \$940 million  
Fund VII  
Acquired 2020

[commonwealthrolledproducts.com](http://commonwealthrolledproducts.com)



### Kansas City, MO

Aerospace/Defense Parts & Subassemblies Manufacturer  
Revenues: \$125 million  
Fund VII  
Acquired 2020

[orizonaero.com](http://orizonaero.com)



### Raleigh, NC

Hygiene Products Manufacturer  
Revenues: \$980 million  
Fund VII  
Acquired 2021

[indas.com](http://indas.com)  
[attends.com](http://attends.com)



### Houston, TX

Petroleum & Industrial Pumps Manufacturer  
Revenues: \$200 million  
Fund VII  
Acquired 2021

[gdenergyproducts.com](http://gdenergyproducts.com)



### Fort Lauderdale, FL

Shipping & Logistics Services  
Revenues: \$785 million  
Fund VII  
Acquired 2021

[seacorholdings.com](http://seacorholdings.com)



### Bonita Springs, FL

Additive Manufacturing Solutions  
Fund VII  
Acquired 2021

[addmangroup.com](http://addmangroup.com)