

# 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, Operations



**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 NEALON**  
Operations



**JASON PERRI**  
Special Situations



**BARRY PRICE**  
Capital Markets



**TONI RINNEVAARA**  
Transactions



**HARRISON RODAY**  
Operations



**JOEL ROTROFF**  
Transactions



**ALEX SCHUKIN**  
Transactions



**NEIL SNYDER**  
Operations



**JITEN SUTHAR**  
Special Situations



**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



**BEN DEROSA**  
Partner, Business Development  
212.916.8150 / 646.522.2528  
ben@americanindustrial.com



**ABBAS ELEGBA**  
Partner, Credit Sourcing & Business Development  
212.627.2360 / 917.838.0225  
abbas@americanindustrial.com



**DARYL YAP**  
Partner, Business Development  
212.916.8185 / 917.225.3948  
daryl@americanindustrial.com

## 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: \$490 million  
Fund IV/V  
Acquired 2011

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



### Kent, WA

Ultra-High Pressure Processing  
Solutions  
Revenues: \$385 million  
Fund V  
Acquired 2013

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



### Franklin, TN

Specialty Tire Manufacturer  
Revenues: \$665 million  
Fund V  
Acquired 2013

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



### Macomb, MI

Aerospace Automation &  
Tooling Solutions  
Revenues: \$120 million  
Fund V  
Acquired 2012

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



### Charlotte, NC

Precision Components  
Manufacturer  
Revenues: \$975 million  
Fund V  
Acquired 2015

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



### Glenview, IL

Engineered Fastener  
Distributor  
Revenues: \$650 million  
Fund V  
Acquired 2015

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



### Augsburg, Germany

Printing Systems  
Manufacturer  
Revenues: \$190 million  
Fund V  
Acquired 2015

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



### Ontario, Canada

Process Automation  
Equipment  
Revenues: \$25 million  
Fund VI  
Acquired 2016

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



### Omaha, NE

Mining Consumables  
Manufacturer  
Revenues: \$1.4 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: \$950 million  
Fund VI  
Acquired 2017

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



### Woodbridge, NJ

Marine Bulk Freight Shipping  
& Logistics Services  
Revenues: \$315 million  
Fund VI  
Acquired 2018

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



### Madison, WI

Aerospace & Defense  
Technical Support Services  
Revenues: \$1.6 billion  
Fund VI  
Acquired 2018

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



### Crestview, FL

Aerospace/Defense  
Parts & Subassemblies  
Manufacturer  
Revenues: \$115 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: \$450 million  
Fund VI  
Acquired 2018

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



### Cleveland, OH

Commercial LED Lighting &  
Controls  
Revenues: \$590 million  
Fund VI  
Acquired 2019

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



### Lewisport, KY

Aluminum Rolled Products  
Manufacturing  
Revenues: \$1.0 billion  
Fund VII  
Acquired 2020

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



### Kansas City, MO

Aerospace/Defense  
Parts & Subassemblies  
Manufacturer  
Revenues: \$100 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: \$240 million  
Fund VII  
Acquired 2021

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



### Fort Lauderdale, FL

Shipping & Logistics Services  
Revenues: \$1.0 billion  
Fund VII  
Acquired 2021

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



### Bonita Springs, FL

Additive Manufacturing  
Solutions  
Revenues: \$60 million  
Fund VII  
Acquired 2021

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



### Cincinnati, OH

Value-Add Lubricant  
Distributor  
Revenues: \$2.0 billion  
Fund VII  
Acquired 2021

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