

# BUILDING GREAT INDUSTRIAL BUSINESSES FOR OVER 25 YEARS

## OUR APPROACH

Our equity and credit strategies target middle market industrial companies, with a flexible and opportunistic approach that invests in all levels of the capital structure. In everything we do, we provide the seller speed, certainty and seamless execution. We seek to combine the judgment and value creation of a strategic buyer with the execution capabilities of an experienced financial buyer.

## THE AIP DIFFERENCE

We are a flat, consensus-driven organization. Our team of engineering-centric operating and investment professionals possess the functional expertise to identify the growth potential of industrial businesses.



**KIM MARVIN**  
GP, Transactions



**JOHN BECKER**  
GP, Operations



**DINO CUSUMANO**  
GP, Transactions



**MICHAEL AINGORN**  
Special Situations



**JORGE AMADOR**  
Operations



**PAUL BAMATTER**  
F&A



**ERIC BAROYAN**  
Transactions



**NIKHIL BODEADE**  
General Counsel



**ZAC CARSON**  
Transactions



**KATHARINE DAILEY**  
Special Situations, F&A



**DANNY DAVIS**  
Operations



**RICH DENNIS**  
Special Situations



**STAN EDME**  
F&A



**JUSTIN FISH**  
Operations



**RYAN HODGSON**  
Operations



**RICK HOFFMAN**  
Transactions



**DEREK LECK**  
Operations



**PETE LEE**  
F&A



**JASON PERRI**  
Special Situations



**JEN POUNTAIN**  
F&A



**JOEL ROTROFF**  
Transactions



**TONI RINNEVAARA**  
Special Situations



**HARRISON RODAY**  
Transactions



**JOEL STANWOOD**  
Operations



**RANDALL SWIFT**  
Operations



**LOU TEDESCO**  
F&A



**MAX WEXLER**  
Transactions

## IN OUR 28 YEARS WE HAVE CLOSED EACH EXECUTED LETTER OF INTENT

**\$7B** Portfolio Revenue (USD)  
**27K+** Portfolio Company Employees

**230+** Global Manufacturing & Distribution Facilities  
**70+** Platform & Add-on Acquisitions Since Inception



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**INVESTMENT STRATEGY**

We invest 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.

**CHARACTERISTICS**

- Value creation opportunity through operational improvements
- Control positions or control features
- Global revenue opportunity
- Enterprise value up to \$1.5B

**COMPANIES**

- Industrial manufacturing and services
- Operations in the U.S. or Canada
- Private or public
- >\$200 million of revenues for platforms
- Negative EBITDA acceptable














**TRANSACTIONS**

- Leveraged buyouts
- Complex carve outs
- Public to private
- Turnarounds and refinancings
- Senior debt
- Structured transactions

**PORTFOLIO**

**COMPANY OVERVIEW**

**FUND ACQUIRED**

	<i>Milwaukee, WI</i> - Manufacturer of specialty vehicles in the Fire & Emergency, Commercial, and Recreational Vehicle segments. Revenues: \$2 billion. <a href="http://www.revgroup.com">www.revgroup.com</a>	IV	2008 / Various
	<i>The Colony, TX</i> - Manufacturer and distributor of kitchen and bath cabinets for single-family and multi-family home builders. Revenues: \$300million. <a href="http://www.armstrongcabinets.com">www.armstrongcabinets.com</a>	V	2012
	<i>Hudson, NH</i> - Supplier of digital offset printing solutions to the printing, packaging and communications industries. Revenues: \$60 million. <a href="http://www.presstek.com">www.presstek.com</a>	IV	2012
	<i>Santa Ana, CA</i> - Ascent Aerospace, a manufacturer and integrator of automation technologies, tooling, molds, & fixtures and Texstars, a manufacturer of transparencies for military jet canopies and windshields. Revenues: \$310 million. <a href="http://www.aipaerospace.com">www.aipaerospace.com</a>	V	2012
	<i>Kent, WA</i> - Manufacturer of waterjet cutting systems, as well as ultra-high-pressure waterjet pumps, robotic solutions, surface preparation and industrial cleaning systems, and aftermarket components. Revenues: \$390 million. <a href="http://www.shapetechnologies.com">www.shapetechnologies.com</a>	V	2013 / 2014
	<i>Franklin, TN</i> - Manufacturer of specialty tires and wheels for the outdoor power equipment, ag/construction, power sports, & high speed trailer markets. Revenues: \$550 million. <a href="http://www.carlstargroup.com">www.carlstargroup.com</a>	V	2013
	<i>Houston, TX</i> - Manufacturer of tanker trailers, well stimulation, completion equipment technology, and related aftermarket parts & services. Revenues: \$200 million. <a href="http://www.entransinternational.com">www.entransinternational.com</a>	IV / V	2011 / 2014
	<i>Charlotte, NC</i> - Manufacturer of small, highly-engineered, metal precision components for auto safety and electronics, consumer goods, healthcare, hardware, computer and peripherals. Revenues: \$900 million. <a href="http://www.dynacast.com">www.dynacast.com</a>	V	2015
	<i>Glenview, IL</i> - Distributor and manufacturer of highly-engineered fasteners and C-Class components for commercial vehicle, luxury automotive, ag equipment, power generation, and construction end markets. Revenues: \$800 million. <a href="http://www.optimas.com">www.optimas.com</a>	V	2015
	<i>Durham, NH</i> - Manufacturer of web offset printing presses, finishing systems and auxiliary printing equipment. Revenues: \$210 million. <a href="http://www.gossinternational.com">www.gossinternational.com</a>	V	2015
	<i>Minnnetonka, MN</i> - Manufacturer of stainless steel tank trailers, aluminum tank trailers, propane delivery trucks and an operator of a national network of tank trailer service centers. Revenues \$235 million. <a href="http://www.polarcorp.com">www.polarcorp.com</a>	V	2015
	<i>Tolland, CT</i> - Provider of automated cutting equipment for flexible materials, pattern making and planning software, and laser metrology equipment to the global apparel industry. Revenues: \$250 million. <a href="http://www.gerbertechnology.com">www.gerbertechnology.com</a>	VI	2016
	<i>Sydney, Australia</i> - 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 billion. <a href="http://www.molycop.com">www.molycop.com</a>	VI	2017