

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. We seek to combine the judgment and value creation of a strategic buyer with the execution capabilities of an experienced financial buyer and 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. In everything we do, we provide the seller speed, certainty, and seamless execution.

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



ZAC CARSON
Transactions



DANNY DAVIS
Operations



RICH DENNIS
Special Situations



JUSTIN FISH
Operations



RYAN HODGSON
Operations



RICK HOFFMAN
Transactions



DEREK LECK
Operations



MITCH JACOBSON
Transactions



ANNA PENG
Transactions



JASON PERRI
Special Situations



JOEL ROTROFF
Transactions



TONI RINNEVAARA
Special Situations



HARRISON RODAY
Transactions



ALEX SCHUKIN
Transactions



JOEL STANWOOD
Operations



RANDALL SWIFT
Operations



MAX WEXLER
Transactions

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

\$10B+ Portfolio Revenue (USD)
28K+ Portfolio Company Employees

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



BEN DEROSA
Partner, Business Development
212.916.8150 / 917.853.8118
ben@americanindustrial.com



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



TARA SMYTHE
Coordinator, Business Development
212.916.8145/ 617.308.6810
tara@americanindustrial.com

INVESTMENT CRITERIA

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
- Debt and structured transactions

PORTFOLIO

FUND ACQUIRED

	<i>Milwaukee, WI</i> - Manufacturer of specialty vehicles in the Fire & Emergency, Commercial, and Recreational Vehicle segments. Revenues: \$2 billion. www.revgroup.com	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: \$300 million. www.acpicorp.com	V	2012
	<i>Hudson, NH</i> - Supplier of digital offset printing solutions to the printing, packaging and communications industries. Revenues: \$55 million. www.presstek.com	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. www.ascentaerospace.com	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: \$420 million. www.shapetechnologies.com	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: \$540 million. www.carlstargroup.com	V	2013
	<i>Athens, TN</i> - Manufacturer of tanker trailers, well stimulation, completion equipment technology, and related aftermarket parts & services. Revenues: \$270 million. www.entransinternational.com	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: \$940 million. www.dynacast.com	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: \$795 million. www.optimas.com	V	2015
	<i>Durham, NH</i> - Manufacturer of web offset printing presses, finishing systems and auxiliary printing equipment. Revenues: \$215 million. www.gossinternational.com	V	2015
	<i>Minnetonka, 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 \$220 million. www.polarcorp.com	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. www.gerbertechnology.com	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. www.molycop.com	VI	2017
	<i>Saint-Georges, Canada</i> - Manufacturer of customized steel products for the building, structural steel, and bridge construction industries; also offers preconstruction, project management and erection services. Revenues: C\$1.9 billion. www.groupecanam.com/en	VI	2017
	<i>Houston, TX</i> - Provider of specialty industrial services that support routine maintenance, turnarounds, and capital projects with scaffolding, insulation, coatings/linings, asbestos abatement, and additional associated services. Revenues: \$1.3 billion. www.brockgroup.com	VI	2017