

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



STEVE BORDS

F&A



CHRIS BOYLE

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



TONI RINNEVAARA

Special Situations



HARRISON RODAY

Transactions



JOEL ROTROFF

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

\$11B+ Portfolio Revenue (USD)
47K+ Portfolio Company Employees

220+ Global Manufacturing & Distribution Facilities
80+ 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

	Milwaukee, WI - Manufacturer of specialty vehicles in the Fire & Emergency, Commercial, and Recreational Vehicle segments. Revenues: \$2.3 billion. www.revgroup.com	IV	2008 / Various
	The Colony, TX - Manufacturer and distributor of kitchen and bath cabinets for single-family and multi-family home builders. Revenues: \$320 million. www.acpicorp.com	V	2012
	Santa Ana, CA - 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: \$250 million. www.ascentaerospace.com	V	2012
	Kent, WA - 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: \$450 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: \$570 million. 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 a national network of tank trailer service centers; marketed under the brand names Heil, Polar, Jarco, SERVA, and Kalyn Siebert. Revenues: \$555 million. www.entransinternational.com	IV / V	2011 / Various
	Charlotte, NC - Manufacturer of highly-engineered precision components for a variety of end markets including auto safety and electronics, consumer goods, recreational vehicles, mining and oilfield, healthcare, hardware, computer, and peripherals. Revenues: \$1.05 billion. www.formtechnologies.com	V	2015
	Glenview, IL - 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: \$850 million. www.optimas.com	V	2015
	Durham, NH - Manufacturer of web offset printing presses, finishing systems and auxiliary printing equipment. Revenues: \$210 million. www.gossinternational.com	V	2015
	Tolland, CT - 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
	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
	Saint-Georges, Canada - Manufacturer of customized steel products for the building and structural steel industries; also offers preconstruction, project management and erection services. Revenues: C\$1.5 billion. www.groupecanam.com/en	VI	2017
	Houston, TX - 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: \$1.2 billion. www.brockgroup.com	VI	2017
	Jersey City, NJ - Provider of bulk freight services to the aggregates, ore, salt, and grain markets; operates throughout the Great Lakes region under the Jones Act in the U.S. & the Coasting Trade Act in Canada. Revenues \$115 million. www.randlogisticsinc.com	VI	2018