

# 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)

**51K+** Portfolio Company Employees

**230+** Global Manufacturing & Distribution Facilities

**80+** Platform & Add-on Acquisitions Since Inception



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## 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: \$2.3 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: \$320 million. <a href="http://www.acpicorp.com">www.acpicorp.com</a>	V	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: \$240 million. <a href="http://www.ascentaerospace.com">www.ascentaerospace.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: \$450 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: \$570 million. <a href="http://www.carlstargroup.com">www.carlstargroup.com</a>	V	2013
	<i>Athens, TN</i> - 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: \$570 million. <a href="http://www.entransinternational.com">www.entransinternational.com</a>	IV/V	2011 / Various
	<i>Charlotte, NC</i> - 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: \$1.0 billion. <a href="http://www.formtechnologies.com">www.formtechnologies.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: \$885 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: \$170 million. <a href="http://www.gossinternational.com">www.gossinternational.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: \$255 million. <a href="http://www.gerbertechnology.com">www.gerbertechnology.com</a>	VI	2016
	<i>Omaha, NE</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 \$1.2 billion. <a href="http://www.molycop.com">www.molycop.com</a>	VI	2017
	<i>Saint-Georges, Canada</i> - 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. <a href="http://www.groupecanam.com/en">www.groupecanam.com/en</a>	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: \$1.2 billion. <a href="http://www.brockgroup.com">www.brockgroup.com</a>	VI	2017
	<i>Jersey City, NJ</i> - 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. <a href="http://www.randlogisticsinc.com">www.randlogisticsinc.com</a>	VI	2017
	<i>Madison, MS</i> - Aerospace and defense support services contractor specializing in the delivery of integrated contractor logistics support & manufacturing for aircraft and other defense systems. Revenues: \$1.1 billion. <a href="http://www.vtxaero.com">www.vtxaero.com</a>	VI	2018