

# BUILDING GREAT INDUSTRIAL BUSINESSES FOR OVER 25 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



**MICHAEL AINGORN**  
Special Situations



**JORGE AMADOR**  
Operations



**PAUL BAMATTER**  
F&A



**ERIC BAROYAN**  
Transactions



**JEFF BIRENBAUM**  
Operations



**STEVE BORDES**  
F&A



**CHRIS BOYLE**  
Transactions



**ZAC CARSON**  
Transactions



**DANNY DAVIS**  
Operations



**RICH DENNIS**  
Special Situations



**LEE EVANGELAKOS**  
Operations



**JUSTIN FISH**  
Operations



**RYAN HODGSON**  
Operations



**RICK HOFFMAN**  
Transactions



**MICHAEL INFANTE**  
Special Situations



**MITCH JACOBSON**  
Transactions



**DEREK LECK**  
Operations



**SUNNY LI**  
Transactions



**ALEX MENKAUS**  
Operations



**KAITLYN NEALON**  
Operations



**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)

**230+** Global Manufacturing & Distribution Facilities

**51K+** Portfolio Company Employees

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

**IN EVERYTHING WE DO, WE STRIVE TO PROVIDE THE SELLER SPEED, CERTAINTY & SEAMLESS EXECUTION**



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## INVESTMENT CRITERIA

### COMPANIES

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

### CHARACTERISTICS

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

### TRANSACTIONS

- Leveraged buyouts
- Complex carve outs
- Public to private
- Turnarounds & refinancings
- Debt & structured transactions

### PORTFOLIO

### FUND ACQUIRED



**Milwaukee, WI** - Manufacturer of specialty vehicles in the Fire & Emergency, Commercial, and Recreational Vehicle segments. Revenues: \$2.5 billion. [www.revgroup.com](http://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: \$465 million. [www.acpicorp.com](http://www.acpicorp.com)

V

2012



**Santa Ana, CA** - Ascent: manufacturer and integrator of automation technologies, tooling, molds, & fixtures & Textstars: manufacturer of transparencies for military jet canopies and windshields. Revenues: \$235 million. [www.ascentaerospace.com](http://www.ascentaerospace.com)

V

2012



**Kent, WA** - Manufacturer of waterjet cutting systems, ultra-high-pressure waterjet pumps, robotic solutions, surface preparation & industrial cleaning systems, and corresponding aftermarket components. Revenues: \$450 million. [www.shapetechnologies.com](http://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: \$590 million. [www.carlstargroup.com](http://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 tank trailer service centers. Revenues: \$585 million. [www.entransinternational.com](http://www.entransinternational.com)

IV/V

2011/  
Various



**Charlotte, NC** - Manufacturer of highly-engineered precision components for auto safety devices, electronics, consumer goods, recreational vehicles, mining & oilfield, healthcare, and computer hardware & peripherals. Revenues: \$1.1 billion. [www.formtechnologies.com](http://www.formtechnologies.com)

V

2015



**Glenview, IL** - Distributor and manufacturer of highly-engineered fasteners & C-Class components for commercial vehicle, luxury automotive, ag equipment, power generation, and construction end markets. Revenues: \$930 million. [www.optimas.com](http://www.optimas.com)

V

2015



**Durham, NH** - Manufacturer of web offset printing presses, finishing systems and auxiliary printing equipment. Revenues: \$380 million. <https://www.manrolandgoss.com>

V

2015



**Boxmeer, The Netherlands** - Develops, manufactures and supports ancillaries for commercial & digital inkjet web-fed printing applications. Revenues: \$75 million. [www.contiweb.com](http://www.contiweb.com)

V

2015



**Tolland, CT** - Provider of automated cutting equipment for flexible materials, pattern making and planning software, and laser metrology equipment to the apparel industry. Revenues: \$250 million. [www.gerbertechnology.com](http://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 \$1.3 billion. [www.molycop.com](http://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\$1.7 billion. [www.groupecanam.com/en](http://www.groupecanam.com/en)

VI

2017



**Houston, TX** - Provider of specialty industrial services supporting routine maintenance, turnarounds, and capital projects with scaffolding, insulation, coatings/linings, asbestos abatement, and additional associated services. Revenues: \$1.2 billion. [www.brockgroup.com](http://www.brockgroup.com)

VI

2017



**Jersey City, NJ** - Provider of bulk freight services to the aggregates, ore, salt, & grain markets; operates in the Great Lakes region under the Jones Act in the U.S. & the Coasting Trade Act in Canada. Revenues \$125 million. [www.randlogisticsinc.com](http://www.randlogisticsinc.com)

VI

2018



**Madison, MS** - Aerospace & Defense support services contractor; delivers integrated logistics support & manufacturing to aircraft and defense systems. Revenues: \$1.1 billion. [www.vtxaero.com](http://www.vtxaero.com)

VI

2018



**Dallas, TX** - Global provider of Productivity Technology solutions to mining operations, including productivity-enhancing Digital Technology, Surface Mining Technology, and Wear Protection and Processing. Revenues: A\$100 million. [www.cqmsrazer.com](http://www.cqmsrazer.com)

VI

2018