

COMMITTED TO SUPPORTING TALENTED MANAGEMENT TEAMS OF INDUSTRIAL BUSINESSES IN BUILDING VALUE THROUGH OPERATIONAL IMPROVEMENT

HISTORY & APPROACH

- American Industrial Partners (“AIP”) is an operationally-oriented middle market private equity firm which makes control investments in North American based industrial businesses that serve domestic and global markets.
- We invest where we can significantly impact business value through the implementation of an Operating Agenda developed in collaboration with the company’s management team.
- We are committed to supporting talented management teams in building their businesses. We do not play a role in the daily operations of portfolio companies, but rather form a true partnership with management to drive growth.
- AIP has deep roots in the industrial economy and has been active in private equity investing since 1989. To date, we have completed over 30 transactions and are currently managing more than \$1 billion in committed capital.

We seek to combine the judgment and value creation of a strategic buyer with the execution capabilities of an experienced financial buyer

- Global Sourcing
- Product Development
- Lean Manufacturing
- Plant Consolidations
- Engineering Effectiveness
- Information Technology

- Complex Carve-Outs
- Turnarounds
- International Expansion
- Strategic Add-On Acquisitions
- Innovative Refinancings
- Project Management & Finance

**AIP provides the seller SPEED, CERTAINTY and seamless EXECUTION
In our 22 year history, we have never failed to close on an executed Letter of Intent**

INVESTMENT CRITERIA

- Industrial manufacturing or industrial service businesses headquartered in North America
- Revenue > \$100 million for new platforms (No EBITDA minimum)
- Leading market share based on intellectual property, engineering expertise or proprietary design / technology
- Investments of \$10 million to \$150 million
- Opportunity to drive value through operational improvements
- Opportunity for control or material governance rights
- AIP’s transactional capabilities are particularly differentiated in complex transactions and carve outs

AMERICAN INDUSTRIAL PARTNERS

CURRENT INVESTMENTS



Winter Park, FL – Manufacturer of specialty vehicles consisting of leading brands in the following segments: Fire & Emergency (Fire, Ambulance), Commercial (Bus, Terminal Truck and Industrial Sweeper), and Recreational Vehicle. Representative brands include Fleetwood RV, AEV, Horton, Leader, Wheeled Coach, Lay Mor, Capacity, Collins Bus, E-ONE and Corbeil. Acquired in a series of transactions from August 2008 through September 2010. Company revenues: \$1 billion.



Akron, OH – Global provider of precision measurement and inspection systems for tire and automobile industries. Acquired March 2007 in a carve out from a corporate parent. Company revenues: \$100 million.



Chesterfield, MO – Leading designer and manufacturer of narrow and mid-web flexographic equipment and aftermarket products serving the global label and flexible packaging markets. Acquired October 2009. Company revenues: \$100 million.



Tacoma, WA – Leading hardwood manufacturing and distribution business serving global end markets including furniture, cabinetry, flooring, molding, door and window and pallet manufacturers. Acquired August 2011 in a carve out from a corporate parent. Company revenues: \$400 million.



Athens, TN – Leading global provider of engineered tank and specialty trailers for a diverse range of end markets including oil and gas and infrastructure. Acquired December 2011 in a carve out from a corporate parent. Company revenues: \$250 million.

PROFESSIONALS

Unique and effective operating, engineering, global marketing / sourcing, and financial expertise



John Becker
Partner
Operations



Derek Leck
Partner
Operations



Ryan Hodgson
Partner
Operations



Graham Sullivan
Partner
Operations



Stephen Glauzel
Director
Technology



Jorge Amador
Associate
Operations



Danny Davis
Associate
Operations



Joel Stanwood
Associate
Operations



Kim Marvin
Partner



Dino Cusumano
Partner



Paul Bamatter
Partner & CFO



Eric Baroyan
Partner



Ben DeRosa
Partner, BusDev



Stan Edme
Controller



Rick Hoffman
Associate