



ATERIAN INVESTMENT PARTNERS ACQUIRES BACKYARD DISCOVERY

NEW YORK, NY (August 31, 2015) – Aterian Investment Partners (“Aterian”), a private equity firm, announces that one of its affiliates has acquired Backyard Discovery (or the “Company”). Backyard Discovery is the largest designer, manufacturer, distributor and installer of playsets in North America. Founded in 1968 and headquartered in Pittsburg, Kansas, the Company designs and manufactures consumer products including swing sets, playhouses, patio products and sheds under leading brands such as Backyard Adventures™, Leisure Time Products™, Sheds USA™ and Home Brands™. With a network of over 3,000 installers who assemble a range of residential products, including playsets, sheds, fitness equipment, recreational equipment, outdoor grills, and patio furniture, the Company is one of the top-providers in the growing “Do-it-for-Me” (DIFM) space. The Company sells its products and services across North America through leading in-store and online retailers, such as Wal-Mart, Sam’s, Home Depot, BJ’s, Dick’s Sporting, Toys “R” Us and Amazon, with seamless distribution capabilities.

Michael Fieldstone, Principal at Aterian, said, “We are excited to acquire Backyard Discovery, not only for its clear leadership position in the playset market but also for its diverse product offerings including sheds, playhouses and patio products. We look forward to partnering with the Management team in its next stage of growth. We will support the team in coming up with fresh and innovative new products, always emphasizing durability, consistency and safety while continuing to expand its hassle-free delivery and installation service through the Company’s leading DIFM model.”

Ron Scripsick, CEO of Backyard Discovery, said, "We view Aterian as the right team to partner with the existing members of Backyard to help lead the Company as we expand our existing product lines and services. Aterian understands the culture of Backyard and the importance of providing value to the end consumer through quality products and services. We are excited to partner with Aterian and view this as an opportunity to expand on the existing platform of the company."

TM Capital advised the Seller on the transaction.

About Aterian Investment Partners

Aterian Investment Partners is an operationally-focused middle market private equity firm. The firm focuses on complex, underperforming and unique situations generating \$25 million to \$500 million of revenue. After making an investment, Aterian, in partnership with management, seeks to focus on the critical growth, operational and liquidity initiatives of a business in an effort to drive value creation for all stakeholders.

For more information, please visit <http://www.aterianpartners.com>.

About Backyard Discovery

Backyard Discovery designs, manufactures, distributes and installs a range of innovative residential products for the home and backyard. BYD is headquartered in Pittsburg, KS and is the parent company to Leisure Time Products, Inc., Backyard Adventures, Inc., Home Brands, Inc. and GoConfigure (Installations, Inc.). The Company operates out of its corporate offices in Pittsburg, KS and Portsmouth, NH as well as distribution centers located throughout North America. Backyard Discovery employs approximately 309 employees.

For more information, please visit <http://www.backyarddiscovery.com/>.

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