



Steadfast Values, Transformative Results

Aterian manages over \$1.5 billion of committed capital, investing in industry-leading, middle market businesses. We support investments throughout an organization, from people to processes, equipment, technology, and social governance, among other areas.

SPEED

Able to close transactions within 30 days from LOI

CERTAINTY

No financing outs; Investment Committee led diligence

SOLUTIONS

Commercial approach to transaction issues

FINANCIAL PROFILE

\$50-750M Revenue

\$10-50M EBITDA

Ownership
Preference for control equity investments

INVESTMENT AMOUNTS

\$10-100M Equity Investment

up to **\$350M** Enterprise Value

Geography
HQ in U.S. & Canada

FUND SIZE

\$830M Fund IV (August 2021)

Add-Ons
No size requirements

TRANSACTION TYPES

Family/Founder

- Support great cultures
- Grow into untapped markets
- Meet organizational needs

Thematic Investing

- Buy and build potential
- Transformative approach
- Emphasis on industry experience

Complex/Storied Situations

- Carve-outs
- Cyclicity
- Distressed/underperformers
- Underwrite cross-border risks

TARGET INDUSTRIES

- Industrials
- Niche Manufacturing
- Chemicals & Material Science
- Industrial Services
- Business, Infrastructure, & Energy Services
- Value-Added Distribution
- Transportation & Logistics
- Consumer

INVESTMENT TEAM

Brandon Bethea
Co-Founder & Partner

Michael Fieldstone
Co-Founder & Partner

Christopher Thomas
Co-Founder & Partner

Joshua Ciampa **Daniel Azran**
Managing Director Senior Associate

Daniel Phan **Karan Das-Grande**
Managing Director Senior Associate

Daniel Krasnow **Charley Liu**
Principal Senior Associate

Daniel Corbett **Sam Alahari**
Vice President Associate

Jorge Fabre **Eric Alimena**
Vice President Associate

Scott McKnight **Alex Youngwall**
Vice President Associate

Brian Moore
Vice President

BUSINESS DEVELOPMENT

A. Christian Rimmel
Director

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OPERATIONS TEAM

Hilary Dexter
Talent Officer





Peter Pappas
Business Intelligence

Anthony Rizzo
Commercial Operations

PORTFOLIO	BUSINESS OVERVIEW	SITUATION/ADD-ONS
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	<p>Kane Infrastructure Services (July 2021) Provider of structured cabling, among other services to a broad set of end markets, including distribution, data centers, and hospitals. Telecom / Utility Services</p>	<ul style="list-style-type: none"> Family / founder Buy and build strategy Add-ons: 1
	<p>Rogers Mechanical (September 2020) Leading national provider of HVAC / mechanical and plumbing contracting services for distribution centers. Infrastructure Services</p>	<ul style="list-style-type: none"> Family / founder Buy and build strategy Add-ons: 2
	<p>Bright Innovation Labs (August 2019) North America beauty formulator, contract manufacturer, and R&D leader for personal care, cosmetics, and hair care products. Beauty & Personal Care</p>	<ul style="list-style-type: none"> Family / founder Add-ons: 1
	<p>TableTrust Brands (June 2019) Poultry producer with the #1 U.S. kosher brand and a leading antibiotic-free platform. Food & Beverage</p>	<ul style="list-style-type: none"> Corporate carve-out
	<p>Eaglestone (Pace Companies & PJ Mechanical) (April 2019) Leading provider of plumbing, HVAC / mechanical and fire protection services in the NYC area. Infrastructure Services</p>	<ul style="list-style-type: none"> Family / founder Buy and build strategy Add-ons: 6
	<p>US Zinc (December 2018) Leading zinc chemistry & material science company, producing zinc oxide, zinc dust and zinc metal. Material Science</p>	<ul style="list-style-type: none"> International carve-out
	<p>Xpress Global Systems (December 2018) Nationwide LTL service provider to the floor covering industry. Transportation & Logistics</p>	<ul style="list-style-type: none"> Out of court BK Capital Investments Add-ons: 2
	<p>Pioneer Metal Finishing (July 2018) Largest provider of anodizing, plating, coating and other metal finishing services in N.A. Industrial Services</p>	<ul style="list-style-type: none"> Buy and build strategy Add-ons: 3
	<p>Albany Industries (June 2018) Leading manufacturer of value-oriented stationary upholstered furniture. Home Furnishings</p>	<ul style="list-style-type: none"> Family / founder ESOP
	<p>Vander-Bend Manufacturing (May 2018) Developer, manufacturer and assembler of precision products sold to medical end markets. MedTech</p>	<ul style="list-style-type: none"> Family / founder Capital Investments Add-ons: 3
	<p>Standard Furniture (August 2017) Designer, manufacturer and distributor of high-quality, value-oriented, indoor residential furniture. Home Furnishings</p>	<ul style="list-style-type: none"> Family / founder
	<p>NeoGraf Solutions (July 2017) Technology developer and manufacturer of natural and synthetic graphite, powders and flakes. Material Science</p>	<ul style="list-style-type: none"> Corporate carve-out
	<p>Zephyr Solutions (November 2016) Industrial gas logistics and supply chain management provider to the retail and industrial channels. Industrial Gas Distribution</p>	<ul style="list-style-type: none"> Family / founder Industry disruptor
	<p>Stewart Tubular (November 2016) Manufacturer of quick-turn tubular accessories and threaded applications for downhole oil & gas. Energy Services</p>	<ul style="list-style-type: none"> Family / founder Cyclical industry
	<p>Step2 Discovery (October 2016) Branded designer and manufacturer of plastic toys, home & garden and other residential products. Consumer Products</p>	<ul style="list-style-type: none"> Family / founder Unnatural Owner Add-ons: 1
	<p>Bluewater Thermal (October 2012) One of the largest North American providers of heat treating and thermal processing solutions. Industrial Services / Thermal Processing</p>	<ul style="list-style-type: none"> Corporate carve-out Add-ons: 1

SELECT REALIZED INVESTMENTS

			
Unnatural owner	Unnatural owner	Out of court restructuring	Carve-out from BK