



# 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

**\$834M** 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
- Cyclicalities
- 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**     **Martins Trautmanis**  
Managing Director     Vice President

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

**Daniel Krasnow**     **Charley Liu**  
Principal     Senior Associate

**Daniel Corbett**     **Alex Youngwall**  
Vice President     Senior Associate

**Jorge Fabre**     **Sam Alahari**  
Vice President     Associate

**Scott McKnight**     **Eric Alimena**  
Vice President     Associate

**Brian Moore**  
Vice President

## BUSINESS DEVELOPMENT

**A. Christian Rimmel**  
Director

212.897.2887  
cremmel@aterianpartners.com

## OPERATIONS TEAM

**Hilary Dexter**  
Talent Officer

**Peter Pappas**  
Business Intelligence

**Anthony Rizzo**  
Commercial Operations

PORTFOLIO	BUSINESS OVERVIEW	SITUATION/ADD-ONS
	<b>ATCO Industries</b>   May 2022   <b>Testing, Inspection and Certification</b> Provider of tech-enabled testing, measurement and quality containment services, primarily to the North American automotive market.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Organic growth strategy</li> </ul>
	<b>Allentown</b>   April 2022   <b>Life Sciences / Healthcare</b> Provider of mission-critical lab equipment systems and solutions to the biomedical pre-clinical research and broader life sciences industries.	<ul style="list-style-type: none"> <li>Buy and build strategy</li> </ul>
	<b>Kane Infrastructure Services</b>   July 2021   <b>Telecom / Utility Services</b> Provider of technology, communications, utility and related infrastructure services to a broad set of end markets, including distribution, data centers, and hospitals.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Buy and build strategy</li> <li>Add-ons: 2</li> </ul>
	<b>Rogers Mechanical</b>   September 2020   <b>Infrastructure Services</b> Leading national provider of HVAC / mechanical and plumbing contracting services for distribution centers.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Buy and build strategy</li> <li>Add-ons: 2</li> </ul>
	<b>Bright Innovation Labs</b>   August 2019   <b>Beauty &amp; Personal Care</b> North America beauty formulator, contract manufacturer, and R&D leader for personal care, cosmetics, and hair care products.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Add-ons: 1</li> </ul>
	<b>TableTrust Brands</b>   June 2019   <b>Food &amp; Beverage</b> Poultry producer with the #1 U.S. kosher brand and a leading antibiotic-free platform.	<ul style="list-style-type: none"> <li>Corporate carve-out</li> </ul>
	<b>Eaglestone (Pace Companies &amp; PJ Mechanical)</b>   April 2019   <b>Infrastructure Services</b> Leading provider of plumbing, HVAC / mechanical and fire protection services in the NYC area.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Buy and build strategy</li> <li>Add-ons: 8</li> </ul>
	<b>US Zinc</b>   December 2018   <b>Material Science</b> Leading zinc chemistry & material science company, producing zinc oxide, zinc dust and zinc metal.	<ul style="list-style-type: none"> <li>International carve-out</li> </ul>
	<b>Xpress Global Systems</b>   December 2018   <b>Transportation &amp; Logistics</b> Nationwide LTL service provider to the floor covering industry.	<ul style="list-style-type: none"> <li>Out of court BK</li> <li>Capital Investments</li> <li>Add-ons: 3</li> </ul>
	<b>Pioneer Metal Finishing</b>   July 2018   <b>Industrial Services</b> Largest provider of anodizing, plating, coating and other metal finishing services in N.A.	<ul style="list-style-type: none"> <li>Buy and build strategy</li> <li>Add-ons: 3</li> </ul>
	<b>Albany Industries</b>   June 2018   Leading manufacturer of value-oriented stationary upholstered furniture. <b>Home Furnishings</b>	<ul style="list-style-type: none"> <li>Family / founder</li> <li>ESOP</li> </ul>
	<b>Vander-Bend Manufacturing</b>   May 2018   <b>MedTech</b> Developer, manufacturer and assembler of precision products sold to medical end markets.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Capital Investments</li> <li>Add-ons: 3</li> </ul>
	<b>Standard Furniture</b>   August 2017   <b>Home Furnishings</b> Designer, manufacturer and distributor of high-quality, value-oriented, indoor residential furniture.	<ul style="list-style-type: none"> <li>Family / founder</li> </ul>
	<b>NeoGraf Solutions</b>   July 2017   <b>Material Science</b> Technology developer and manufacturer of natural and synthetic graphite, powders and flakes.	<ul style="list-style-type: none"> <li>Corporate carve-out</li> </ul>
	<b>Zephyr Solutions</b>   November 2016   <b>Industrial Gas Distribution</b> Industrial gas logistics and supply chain management provider to the retail and industrial channels.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Industry disruptor</li> </ul>
	<b>Stewart Tubular</b>   November 2016   <b>Energy Services</b> Manufacturer of quick-turn tubular accessories and threaded applications for downhole oil & gas.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Cyclical industry</li> </ul>
	<b>Step2</b>   October 2016   <b>Consumer Products</b> Branded designer and manufacturer of plastic toys, home & garden and other residential products.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Unnatural Owner</li> </ul>
	<b>Backyard Discovery</b>   August 2015   <b>Consumer Products</b> Branded designer and distributor of pergolas, pavilions, gazebos, playhouses, swing sets and other outdoor residential play and home living structures.	<ul style="list-style-type: none"> <li>Sponsor Owned</li> </ul>
	<b>Bluewater Thermal</b>   October 2012   <b>Industrial Services / Thermal Processing</b> One of the largest North American providers of heat treating and thermal processing solutions.	<ul style="list-style-type: none"> <li>Corporate carve-out</li> <li>Add-ons: 1</li> </ul>