



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
- 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
Managing Director

Daniel Phan
Managing Director

Daniel Krasnow
Principal

Daniel Corbett
Vice President

Jorge Fabre
Vice President

Scott McKnight
Vice President

Brian Moore
Vice President

Martins Trautmanis
Vice President

Karan Das-Grande
Senior Associate

Charley Liu
Senior Associate

Alex Youngwall
Senior Associate

Sam Alahari
Associate

Eric Alimena
Associate

Riddhi Sampat
Associate

Carlos Sanchez
Associate

Amanda Steffey
Associate

BUSINESS DEVELOPMENT

A. Christian Rimmel
Director

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OPERATIONS TEAM

Hilary Dexter
Talent Officer

Kiki Kouris
Director, Talent & Human Resources

Peter Pappas
Business Intelligence

Anthony Rizzo
Commercial Operations

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