



# Steadfast Values, Transformative Results

With more than \$2 billion of cumulative equity commitments raised, Aterian invests 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

Managing Director

### Carlos Sanchez

Senior Associate

### Daniel Phan

Managing Director

### Alex Youngwall

Senior Associate

### Daniel Krasnow

Principal

### Eric Alimena

Associate

### Daniel Corbett

Vice President

### Reeves Balderson

Associate

### Jorge Fabre

Vice President

### Marvin Leveille

Associate

### Brian Moore

Vice President

### Victor Peng

Associate

### Martins Trautmanis

Vice President

### Riddhi Sampat

Associate

### Karan Das-Grande

Senior Associate

### Amanda Steffey

Associate

## BUSINESS DEVELOPMENT

### A. Christian Rimmel

Director

212.897.2887  
cremmel@aterianpartners.com

## 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  |
|--|---|--|
|     | <b>Vander-Bend Manufacturing</b>   September 2023   <b>MedTech</b><br>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: 4</li> </ul>          |
|    | <b>Stein Fibers</b>   July 2022   <b>Value Added Distribution</b><br>Distributor and manufacturer of fiber products to the North American furniture, bedding, automotive, filtration, construction and medical markets.       | <ul style="list-style-type: none"> <li>Family / founder</li> <li>Organic growth &amp; roll-up</li> <li>Add-ons: 1</li> </ul> |
|    | <b>ATCO Industries</b>   May 2022   <b>Testing, Inspection and Certification</b><br>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><br>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> <li>Add-ons: 1</li> </ul>                                 |
|    | <b>Kane Infrastructure Services</b>   July 2021   <b>Digital Infrastructure Solutions</b><br>Full-service digital infrastructure solutions provider with a nationwide footprint across the United States.                     | <ul style="list-style-type: none"> <li>Family / founder</li> <li>Buy and build strategy</li> <li>Add-ons: 3</li> </ul>       |
|    | <b>Rogers Mechanical</b>   September 2020   <b>Infrastructure Services</b><br>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: 3</li> </ul>       |
|    | <b>Bright Innovation Labs</b>   August 2019   <b>Beauty &amp; Personal Care</b><br>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><br>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><br>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>EverZinc</b>   December 2018   <b>Chemicals / Material Science</b><br>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> <li>Add-ons: 1</li> </ul>                                |
|  | <b>Xpress Global Systems</b>   December 2018   <b>Transportation &amp; Logistics</b><br>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><br>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   <b>Home Furnishings</b><br>Leading designer, manufacturer and distributor of high-quality, value-oriented indoor residential furniture.  | <ul style="list-style-type: none"> <li>Family / founder</li> <li>ESOP</li> <li>Add-ons: 1</li> </ul>                         |
|  | <b>Zephyr Solutions</b>   November 2016   <b>Industrial Gas Distribution</b><br>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><br>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><br>Branded designer & 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><br>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><br>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>                                    |