



Steadfast Values, Transformative Results

Aterian Investment Partners is a private equity firm that invests in industry-leading, middle market businesses. In collaboration with management, Aterian holistically supports organizations with a focus on strategic positioning, people, processes, equipment, technology, and product innovation, among others. With offices in New York and Florida, Aterian has raised cumulative equity commitments of more than \$2.0 billion since its founding in 2009.

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 **Carlos Sanchez** Senior Associate

Daniel Phan Managing Director **Reeves Balderson** Associate

Jorge Fabre Principal **Bobby Crawford** Associate

Daniel Krasnow Principal **Marvin Leveille** Associate

Brian Moore Principal **Victor Peng** Associate

Karan Das-Grande Vice President **Riddhi Sampat** Associate

Martins Trautmanis Vice President **Amanda Steffey** Associate

Alex Youngwall
Vice President

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
	Vantage Medical (FKA Vander-Bend Manufacturing) September 2023 MedTech Provider of precision manufacturing & assembly, engineering, prototyping and quality system services to Robotic Assisted Surgery, Radiation Oncology, among other high growth markets.	<ul style="list-style-type: none"> Family / founder Capital Investments Add-ons: 4
	Stein Fibers 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 & roll-up Add-ons: 1
	Vayan Group 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 Add-ons: 2
	Kane Infrastructure Services July 2021 Digital Infrastructure Solutions Full-service digital infrastructure solutions provider with a nationwide footprint across the United States.	<ul style="list-style-type: none"> Family / founder Buy and build strategy Add-ons: 3
	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: 3
	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
	EverZinc December 2018 Chemicals / 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 Home Furnishings Leading designer, manufacturer and distributor of high-quality, value-oriented indoor residential furniture.	<ul style="list-style-type: none"> Family / founder ESOP Add-ons: 1
	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
	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