



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 Miami, 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

\$10-60M EBITDA

Ownership
Preference for control equity investments

INVESTMENT AMOUNTS

\$30-150M Equity Investment

up to **\$500M** Enterprise Value

Geography
HQ in U.S. & Canada

FUND SIZE

\$834M Fund IV (April 2022)

Flexibility to pursue larger transactions with active LP co-investment program

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

Ryan Miller
Managing Director

Reeves Balderson
Associate

Rahul Sawhney
Managing Director

Matthew Currier
Associate

Jorge Fabre
Principal

Ryan Fuchs
Associate

Jay Taunk
Principal

Hunter Huseby
Associate

Justin Pash
Vice President

Marvin Leveille
Associate

Henry Greer
Senior Associate

Nolan O'Rear
Associate

Carlos Sanchez
Senior Associate

BUSINESS DEVELOPMENT

A. Christian Rummel
Director

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PORTFOLIO	BUSINESS OVERVIEW	SITUATION/ADD-ONS
 Outlook Group PACKAGING & PRINTING SOLUTIONS	Outlook Group November 2024 Labels & Packaging Provider of pressure sensitive labels and turnkey packaging solutions to the food & beverage, consumer staples and healthcare industries.	<ul style="list-style-type: none"> ▪ Carve-Out ▪ Organic growth & roll-up ▪ Operational improvement
 CPL	Contract Pharmaceuticals Limited June 2024 Pharma Services Canadian contract development and manufacturer of non-sterile liquid and semi-solid pharmaceutical products.	<ul style="list-style-type: none"> ▪ Family / founder ▪ Organic growth & roll-up ▪ Operational improvement
 Vantage Medical	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: 5
 Bluewater Thermal Solutions	Bluewater Thermal October 2022 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: 2
 everra	Everra (FKA 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: 2
 VAYAN	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 Improving Life - it's in our DNA.	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
 INSTRATA	Instrata (FKA 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 BUILDING SOLUTIONS	Rogers Mechanical September 2020 Infrastructure Services Leading national provider of HVAC / mechanical and plumbing contracting services for distribution centers, healthcare facilities, among other attractive end-markets.	<ul style="list-style-type: none"> ▪ Family / founder ▪ Buy and build strategy ▪ Add-ons: 3
 BRIGHT INNOVATION LABS	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	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	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+	EverZinc December 2018 Chemicals / Material Science Leading zinc chemistry & material science company, producing zinc oxide, zinc dust & zinc metal.	<ul style="list-style-type: none"> ▪ International carve-out ▪ Add-ons: 1
 Xpress Global Systems	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 ▪ Add-ons: 3
 Pioneer METAL FINISHING	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	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.	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
 STEP 2	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	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