



# 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

**Joshua Ciampa**      **Carlos Sanchez**  
Managing Director      Senior Associate

**Ryan Miller**      **Reeves Balderson**  
Managing Director      Associate

**Daniel Phan**      **Bobby Crawford**  
Managing Director      Associate

**Jorge Fabre**      **Ryan Fuchs**  
Principal      Associate

**Daniel Krasnow**      **Mikaal Khan**  
Principal      Associate

**Brian Moore**      **Marvin Leveille**  
Principal      Associate

**Jay Taunk**      **Nolan O'Rear**  
Principal      Associate

**Alex Youngwall**      **Tejas Tope**  
Vice President      Associate

## BUSINESS DEVELOPMENT

**A. Christian Rimmel**  
Director

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PORTFOLIO	BUSINESS OVERVIEW	SITUATION/ADD-ONS
	<b>Contract Pharmaceuticals Limited</b>   June 2024   <b>Pharma Services</b> Canadian contract development and manufacturer of non-sterile liquid and semi-solid pharmaceutical products.	<ul style="list-style-type: none"> <li>Family / founder</li> <li>Organic growth &amp; roll-up</li> <li>Operational improvement</li> </ul>
	<b>Vantedge Medical (FKA Vander-Bend Manufacturing)</b>   September 2023   <b>MedTech</b> 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"> <li>Family / founder</li> <li>Capital Investments</li> <li>Add-ons: 5</li> </ul>
	<b>Stein Fibers</b>   July 2022   <b>Value Added Distribution</b> 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: 2</li> </ul>
	<b>Vayan Group</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> <li>Add-ons: 2</li> </ul>
	<b>Kane Infrastructure Services</b>   July 2021   <b>Digital Infrastructure Solutions</b> 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> 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"> <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> 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>EverZinc</b>   December 2018   <b>Chemicals / 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> <li>Add-ons: 1</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   <b>Home Furnishings</b> 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> 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>Step2</b>   October 2016   <b>Consumer Products</b> 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> 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: 2</li> </ul>