



INDUSTRIAL
OPPORTUNITY
PARTNERS

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Visit IOP on the web
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IOP: AN OPERATIONS-FOCUSED PRIVATE INVESTMENT FIRM...

Industrial Opportunity Partners (“IOP”), based in Evanston, IL, is a private equity investment firm focused on acquiring and managing middle-market manufacturing and value-added distribution companies, typically with annual revenue between \$30 million and \$350 million. IOP has a particular investment focus on enhancing the operations and optimizing the cost structures of the businesses it acquires. IOP currently has \$185 million of committed capital under management.

IOP’s investment and operating professionals have extensive backgrounds in acquiring and operating middle-market manufacturing companies. Specifically, IOP’s dedicated, full-time Board of Operating Principals is comprised of seasoned business executives with the ability to guide and assist existing management teams, drive operational improvements, address cost structure issues, achieve growth opportunities and assume full operational control as required. Given the resources of its Operating Principals, IOP is capable of pursuing a broad spectrum of investment situations ranging from profitable companies requiring additional management or other support to reach their full potential, to companies experiencing significant operational or financial distress.

Investment Criteria

- Annual revenue of \$30 to \$350 million
- Industrial or manufacturing based businesses
- Broad industry focus
- Under-managed, turnaround, distressed or extraordinary growth situations
- Privately-held companies, bankruptcies, corporate divestitures, public to private transactions
- Existing management desired but not required
- Controlling or minority equity positions, but with operational control

Broad Industry Focus

IOP focuses on making investments in a wide range of manufacturing and value-added distribution businesses, generally with headquarters or base of operations in North America. While not limiting its investment focus, IOP has direct experience in the following industries:

- Agricultural and construction equipment
- Automotive components
- Building products
- Capital and industrial equipment
- Commercial vehicle and engine components
- Defense and aerospace
- Electronics
- Foundry and casting products
- Health care, dietary and food products
- Plastic components
- Precision machining
- Recreational and sport vehicle components
- Stamped and fabricated products
- Steel or metal processing

Partnering With Management and Employees in Creating Value

IOP believes that a talented, committed and motivated senior management team is critical to the success of its investments.

- IOP works closely with the senior management of our companies to develop and support the execution of well-defined and achievable strategic and operating plans.
- IOP believes that management teams should share in the financial success of our investments and seek to align their interests with ours.

IOP works with management teams and employees to create value in a number of ways:

- Address operational or cost structure challenges
- Upgrade/supplement management team
- Accelerate growth initiatives
- Capitalize on material sourcing expertise
- Aggressively manage cyclical or transition issues
- Execute transactions with complex organizational or operational challenges

Operational Excellence • Disciplined Investing • Strong Partnerships • Value Creation

IOP: AN OPERATIONS-FOCUSED PRIVATE INVESTMENT FIRM LEVERAGING ITS INVESTMENT EXPERIENCE AND OPERATING RESOURCES ACROSS A BROAD ARRAY OF INDUSTRIES.

BROAD INDUSTRY FOCUS AND EXPERIENCE

Representative Industry Expertise			
Agricultural Equipment	Automotive	Capital Goods	Commercial Vehicles
Construction Materials	Defense/Aerospace	Electronics	Food
Health Care	Packaging	Railroad	Recreational Vehicles

Representative Product Expertise			
Aluminum Wheels	Emission Controls	HD Wheel Ends	Ride Controls
Auto Interiors	Engine Components	HVAC Products	Stamped Products
Bearings	Engine Management Electronics	Jet Engine Components	Steel or Metal Processing
Brakes	Fabricated Products	Missile Components	Transmissions
Cold Starting Products	Flex Plates and Oil Pans	OTC Solid Dosing Products	Truck Axles/Gear Boxes
Commercial Refrigeration	Food Prep Machines	Plastic/Metal Components	Truck Interiors
Doors/Windows (Commercial and Residential)	Foundry and Casting Products	Power Tools	Tubular Products
Electrical Components	Fuel Components	Precision Machined Products	Valves/Switches
Electromechanical Devices	Fuel Tanks	Railcar and Components	Wheel Alignment

WORKING TOGETHER: INVESTMENT EXPERIENCE AND DEEP OPERATING RESOURCES

