

## BUILT ON OPERATIONS

Industrial Opportunity Partners LLC ("IOP") was founded in 2005 by a group of like-minded finance and operations executives who came together to build a private equity firm centered on a shared passion for the companies that are the backbone of our economy – middle market manufacturing and distribution businesses. Within IOP, we bring together experienced investing professionals with our exclusive and full-time Operating Principals, who partner with management at each platform company to create value throughout our investment period. We use a collaborative model for investing in and working with these companies to create value for all constituencies- employees, communities, and investors.

### IOP OVERVIEW

- \$1.5B+** in committed capital
- \$1.4B+** portfolio company revenue
- 5,000+** portfolio company employees
- 50+** acquisitions in our history

**\$50-\$500M**  
REVENUE

**\$5-\$50M**  
EBITDA

**\$15-\$100M**  
PER INVESTMENT

### FOCUS ON INDUSTRIALS

- We are open to any company in manufacturing or distribution, regardless of what they make or ship. Our investments span building products to transportation to consumer goods manufacturing.
- We look for businesses that have defensible market, customer and product positions over the long term. We must see clear-cut potential for operational improvement and/or growth.

### DEDICATED TO THE MIDDLE MARKET

- Our platform companies are typically between \$50 and \$500 million in revenue, with positive EBITDA preferred but not required. Strategic acquisitions for our companies can be any size.
- We generally invest between \$15 and \$100 million, though we can make larger investments. We seek to invest in privately held companies, corporate divestitures, and restructuring situations.

### STEWARDS OF BUSINESSES

- We consider ourselves stewards of companies during our ownership, with a desire to position them for long-term success.
- We seek to fundamentally improve the performance of our businesses to the benefit of employees, customers, suppliers and community, as well as shareholders.

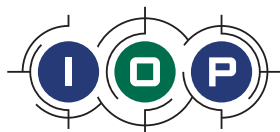
### PARTNERSHIP WITH MANAGEMENT

- In most cases, our platform companies have strong incumbent managers in key functions, though it's not a requirement.
- We strongly believe that management teams should share in the financial success of our investments. Management teams typically invest on the same terms as IOP.

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Meet a few of the manufacturing and distribution companies that we have invested in over the history of IOP. While they represent many industries, they all have defensible positioning and fundamental reasons that their customers, employees and suppliers choose to work with them over the long term.

## CURRENT COMPANIES

<b>HARVEST FOOD GROUP</b>  <small>GROWING SINCE 1999</small> <b>FUND IV</b> CONTRACT MANUFACTURER, SUPPLIER AND DISTRIBUTOR OF FROZEN FOODS	<b>NB HANDY</b>  <small>THE PREFERRED CHOICE SINCE 1891</small> <b>FUND IV</b> DISTRIBUTOR OF HVAC PRODUCTS, ARCHITECTURAL METAL ROOFING AND MACHINERY	<b>VIAFLEX</b>  <b>FUND IV</b> PROVIDER OF HIGHLY ENGINEERED POLYMER FILMS AND SHEETING	<b>GREENFIBER</b>  <small>members of SANCTUARY</small> <b>FUND III</b> MANUFACTURER AND DISTRIBUTOR OF CELLULOSE INSULATION	<b>BREWSTER HOME FASHIONS</b>  <small>YORK WALLCOVERINGS</small> <b>FUND III</b> MANUFACTURER OF DIY PEEL & STICK WALLPAPER AND FLOORING, TRADITIONAL WALLPAPER AND HOME DECOR PRODUCTS	<b>CREATIVE FOAM</b>  <b>FUND III</b> SUPPLIER OF FORMED FOAM, NONWOVEN AND OTHER MATERIALS
<b>EDELBROCK GROUP</b>  <b>FUND III</b> MANUFACTURER OF HIGH-PERFORMANCE AUTOMOTIVE AFTERMARKET PRODUCTS	<b>LITTLE GIANT LADDER</b>  <small>Ladder Systems</small> <b>FUND III</b> DESIGNER, MARKETER AND MANUFACTURER OF LADDER SYSTEMS	<b>POLYVISION</b>  <b>FUND III</b> MANUFACTURER OF CERAMICSTEEL, FINISHED WRITING SURFACES AND ARCHITECTURAL CLADDING	<b>ROYSTON GROUP</b>  <b>FUND III</b> DESIGNER AND MANUFACTURER OF MERCHANDISING FIXTURES AND SIGNAGE	<b>GT TECHNOLOGIES</b>  <b>FUND II</b> SUPPLIER OF GASOLINE AND DIESEL ENGINE VALVETRAIN COMPONENTS	

## SELECT EXITED COMPANIES

<b>UNITED POLY SYSTEMS</b>  <b>FUND III</b> MANUFACTURER OF MADE-TO-ORDER HIGH DENSITY POLYETHYLENE PIPE FOR MULTIPLE END MARKETS	<b>MIDWEST PAPER</b>  <b>FUND III</b> MANUFACTURER OF RECYCLED CONTAINERBOARD AND OTHER BROWN AND WHITE PAPER GRADES	<b>MONROE</b>  <b>FUND II</b> MANUFACTURER AND INSTALLER/UPFITTER OF SPECIALIZED TRUCK EQUIPMENT	<b>UNION CORRUGATING</b>  <b>FUND II</b> MANUFACTURER OF METAL ROOFING, ROOFING COMPONENTS AND BUILDINGS	<b>AARROWCAST</b>  <b>FUND II</b> PROVIDER OF GRAY AND DUCTILE IRON CASTINGS	<b>EL DORADO</b>  <b>FUND II</b> PRODUCES MULTIWALL PAPER BAGS FOR FOOD AND PET FOOD MARKETS
<b>ALEXANDRIA MOULDING</b>  <b>FUND II</b> MANUFACTURER AND DISTRIBUTOR OF WOOD MOLDINGS AND RELATED PRODUCTS	<b>KUSS FILTRATION</b>  <b>FUND I</b> PROVIDER OF LIGHT-DUTY AUTOMOTIVE AND INDUSTRIAL FILTRATION SOLUTIONS	<b>KIC</b>  <b>FUND II</b> SUPPLIER OF WHEEL-END COMPONENTS FOR TRUCKS AND TRAILERS	<b>VITA</b>  <b>FUND II</b> ENGINEERING AND MANUFACTURING OF DURABLE NONWOVEN PRODUCTS	<b>CARLSON SYSTEMS</b>  <b>FUND I</b> DISTRIBUTOR OF FASTENING AND PACKAGING SUPPLIES	<b>E.B. BRADLEY</b>  <b>FUND I</b> DISTRIBUTOR OF SPECIALTY HARDWARE, SURFACING PRODUCTS AND FLOORING

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