



INDUSTRIAL  
OPPORTUNITY  
PARTNERS



### Investment Team

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*Sr. Managing Director*

Robert Vedra  
*Sr. Managing Director*

Michael Hering  
*Director, CFO and CCO*

Christopher Willis  
*Director*

J. Kyle Hood  
*Director*

David Dorfman  
*Vice President*

Justin Livingston  
*Vice President – Operations*

Connor Greenlees  
*Associate*

### Business Development

Craig Korte  
*Director of Business Development*

### Operating Principals

John Colaianne  
Philip Fioravante  
Nicholas Galambos  
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*Controller*

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Visit IOP on the web  
at [www.iopfund.com](http://www.iopfund.com).

## IOP: An Operations-Focused Private Investment Firm

Industrial Opportunity Partners, LLC (“IOP”), based in Evanston, Ill., is a private equity investment firm focused on acquiring and managing middle-market manufacturing and value-added distribution companies, typically with revenues 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. Since its inception, IOP has raised \$910 million of committed capital.

IOP’s investment and operating professionals have extensive backgrounds in acquiring and operating middle-market manufacturing companies. Specifically, IOP’s dedicated and full-time Board of Operating Principals is comprised of seasoned business executives with the ability to guide and assist management teams in order to drive operational improvements, implement lean manufacturing initiatives, accelerate cost structure improvements and pursue growth opportunities. Given the resources of its Operating Principals, IOP is a “hands-on” acquirer capable of pursuing a broad spectrum of investment situations. Accordingly, IOP’s investment targets range from profitable companies requiring additional management or other support to reach their full potential, to companies experiencing operational or financial issues.

### Investment Criteria

- Annual revenue of \$30 to \$350 million
- Industrial- or manufacturing-based businesses
- Broad industry focus
- Well-positioned business with operational improvement and growth opportunities
- Privately-held companies, corporate divestitures, restructurings, 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.

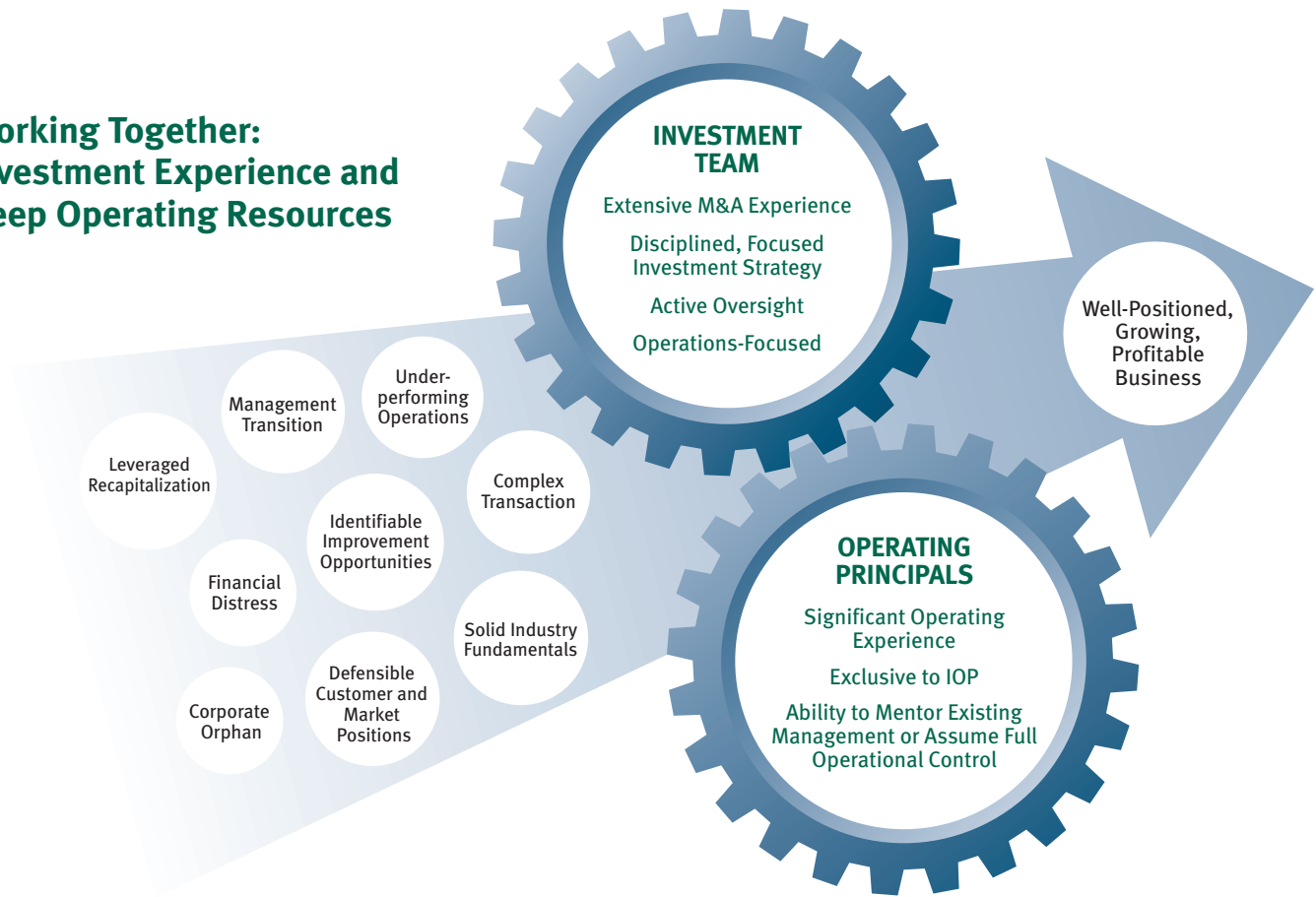
- IOP works closely with the senior management of our companies to develop and support the execution of well-defined and achievable strategic and operating plans.
- IOP believes management teams should share in the financial success of our investments and seeks to align their interests with ours.

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

## Working Together: Investment Experience and Deep Operating Resources



## IOP: An Operations-Focused Private Investment Firm Leveraging Its Investment Experience and Operating Resources Across a Broad Array of Industries

### IOP Fund III

(June 2017 – \$450 million of committed capital)



### IOP Fund II

(Current)

(Exited)



### IOP Fund I

(Current)

(Exited)

