

# INDUSTRIAL CREDIT PARTNERS

## CREDIT APPROACH

We are a team with deep experience in credit and special situations investing. Working in partnership with AIP's operations and transaction professionals, we offer more than capital. We are a value-add partner that provides deep industrial and engineering resources to support management's operational objectives. We offer "go anywhere" capital with the flexibility to provide bespoke solutions up and down the capital structure in both public and private situations. We seek to invest opportunistically in companies experiencing change, macro headwinds or transient operational challenges. We invest in both primary and secondary markets. We can make large commitments with speed and certainty. Currently, we have \$1billion of capital allocated for Credit and Special Situations investments.

## INVESTMENT CRITERIA

|                 |  |
|-----------------|--|
| Investment Size | \$50 to \$300 million  |
| Structure       | <ul style="list-style-type: none"> <li>• First Lien Term Loan</li> <li>• Second Lien Term Loan</li> <li>• Mezzanine</li> <li>• Uni-tranche</li> <li>• Convertible Securities, Preferred Equity</li> <li>• Rescue Loans, Syndicated Participations, and DIPs</li> <li>• NAV financing</li> </ul>              |
| Focus           | <ul style="list-style-type: none"> <li>• Asset-Based Financing</li> <li>• Non-Performing Loans</li> <li>• Specialty Direct Lending</li> <li>• Corporate Mezzanine Financings</li> <li>• Royalty Streams</li> <li>• Bespoke Structured Solutions</li> <li>• Distressed or Multi-Faceted Situations</li> </ul> |
| Region          | North America (US + Canada) & Europe   |
| Industry focus  | Industrials  |

## BENEFITS TO BORROWERS

- ✓ Flexible and creative capital solutions across the capital stack

*Comfortable with companies experiencing change ("storied deals")*

- ✓ Speed and certainty of financing for borrowers

- ✓ Deep Industrials-focused knowledge

- ✓ Experienced investment team

- ✓ Long term, value-add partner

- ✓ Patient, collaborative investor; active through many deal stages & market cycles

- ✓ Ability to deploy capital at scale and tailor cost of capital to specifics of investment

*(High single digit to equity-like returns)*

- ✓ Integrated operating resources available to assist borrower

## INVESTMENT TEAM



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