



# The vision to discover, the experience to get results.

Altus Capital Partners is a private equity firm that makes control investments in lower middle market niche manufacturing businesses. We believe that our exclusive focus on manufacturing provides us with an understanding of the opportunities and challenges faced by companies in the sector. We utilize a disciplined and thoughtful investment approach and seek to partner with the management teams of our operating companies to achieve growth.

## Why Altus?

### FOCUSED MANUFACTURING EXPERTISE ►

We are focused exclusively on investments in lower middle market niche manufacturing businesses, and we contribute more than just capital to our portfolio companies. We also provide strategic insights and operational support to our portfolio company management teams as they pursue value creation initiatives.

### EXPERIENCE ►

Since 2003, Altus Capital Partners has completed investments in a wide variety of lower middle market niche manufacturing companies partnering with portfolio company management teams to drive growth.

### RELIABILITY OF CLOSE ►

We have access to capital for new platform companies and add-on acquisitions.

### PATIENT, DISCIPLINED APPROACH ►

Altus employs a disciplined investment process investigating investment opportunities through a disciplined due diligence process in order to develop a strategic plan for growth. Further, we use conservative capital structures to provide our portfolio companies with the flexibility needed to succeed in a variety of economic and market environments.

### SENIOR LEVEL ATTENTION ►

Our partners are actively involved in the investment process from the early analytical stages, monitoring, and through exit. Portfolio company management teams have direct access to our senior-level professionals and all the resources the Firm offers.

## PREFERRED CHARACTERISTICS

- Manufacturers with a strong position in a niche market
- Headquartered in North America, preferably east of the Rocky Mountains (for platform investments)
- EBITDA of at least \$4 million (for platform investments)
- Experienced and committed management team that desires to invest alongside Altus
- Growth opportunities

## TRANSACTION TYPES

- Buyouts
- Recapitalizations
- Corporate divestitures

## Investment Team

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## CURRENT ALTUS PORTFOLIO COMPANIES ▶

- ALM Positioners, Rock Island, IL**  
 ALM designs, manufactures, and markets automated positioning capital equipment used by manufacturing companies to enhance productivity, safety, and ergonomics across various industrial businesses.
- Air Innovations, N. Syracuse, NY**  
 Air Innovations is a designer and builder of environmental process control systems for applications that cannot be addressed with standard HVAC equipment. The company customized packaged solutions for temperature, humidity, filtration, and pressurization.
- Pinnacle X-Ray Solutions, Duluth, GA**  
 Pinnacle is a manufacturer of non-destructive testing & inspection (“NDT”) systems for manufacturers and service providers in the aerospace and defense, industrial, electronics, education/research, automotive and medical markets.
- Winsert, Marinette, WI**  
 Winsert is a manufacturer and provider of corrosion resistant, wear-resistant, and high temperature alloys for various applications within internal combustion engines, aerospace, emission controls, industrial valves, and food processing.
- Thermal Solutions Mfg. (TSM), Nashville, TN**  
 TSM is a manufacturer and distributor of heat exchange and temperature control products for the North American heavy-duty on-highway and off-highway truck aftermarket.
- MAX Environmental Technologies, Pittsburgh, PA**  
 Max is a fully integrated environmental treatment and disposal company that provides hazardous and non-hazardous waste transportation, processing, and disposal for the manufacturing, energy, and infrastructure markets.
- Nichols Portland, Inc. (NPI), Portland, ME**  
 NPI is a designer and manufacturer of billet and powder metal components; mechanical and electronic pumps; metal manufacturing utilizing powder metal, metal injection molding and additive metal manufacturing serving for automotive, on-off highway, and other diversified industries.

## PRIOR ALTUS PORTFOLIO COMPANIES ▶

*(This is a complete list of all realized investments made by Altus.)*

<b>Aqua-Chem</b>	Manufacturer of water purification systems
<b>ChoiceSpine</b>	Manufacturer of specialized spinal implants, instrumentation, and biologics
<b>D.S. Brown</b>	Manufacturer of bridge expansion joint components
<b>Decorative Components</b>	Manufacturer of precision engineered die castings
<b>GED Integrated Solutions</b>	Manufacturer of fully integrated insulating glass and vinyl and door fabrication systems
<b>Gichner Systems Group</b>	Manufacturer of military tactical shelters, containers, and subsystems
<b>Gulfco</b>	Provider of value-added forging solutions to energy and industrial end markets
<b>IIMAK</b>	Manufacturer of thermal transfer ribbons, barcode ribbons, direct thermal films, and fluid inks
<b>Magnatech</b>	Manufacturer of industrial and hydraulic hose equipment
<b>MGC Diagnostics</b>	Manufacturer of cardiorespiratory diagnostic equipment
<b>Mistras</b>	Provider of non-destructive testing services, software, and systems
<b>Models &amp; Tools</b>	Manufacturer of assembly tooling systems across all sectors of the aerospace industry
<b>Prism Plastics</b>	Manufacturer of high precision plastic components
<b>Rocla Concrete Tie</b>	Manufacturer of railroad ties and turnout ties
<b>Thermafiber</b>	Manufacturer of mineral wool insulation products
<b>Thomson Plastics</b>	Manufacturer of custom plastic injection moldings of large highly engineered components

It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities on this list.



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