



Altos Partners is a private equity firm that combines long-term capital and deeply experienced Operating General Partners to maximize the value of its portfolio companies.



### Investment Criteria

- Equipment, materials, business services, and technology providers with a core value and differentiation
- Serving energy, environmental, industrial, power, telecom, transportation, and water infrastructure industries
- Revenue of \$5 to \$100 million
- EBITDA >\$1 million and margins >10%
- Flexible structures: Pro forma ownership of 30-70%
- Investment in subordinated debt, preferred or common equity
- Open to co-invest with other sponsors and junior capital providers

### Team Experience

- 70+ combined years of private equity experience with Stephens Group, H.I.G. Capital, Eos Partners, ARC Financial Corp, Maxim Partners, SCF Partners, Corinthian Capital, CenterGate Capital, and GE Equity
- 120+ combined years of operational leadership with Baker Hughes, Nine Energy, R360 Environmental, Schlumberger, US Liquids, Saddle Butte Pipeline, Boardwalk Pipeline Partners, Koch Industries, and Circor
- \$300 million of junior capital sponsored by Altos since 2011
- Value creation through managerial professionalization, enterprise system implementation, strategic guidance (Bain & A.T. Kearney veterans), and aligned long-term incentive program adoption

### Current Portfolio



- Commercial, industrial and residential waste collection, transfer and disposal
- >\$7 million of EBITDA at closing
- Co-investment by Falcon Investment Advisors and Baird Principal Fund



- Trenchless engineering and construction services for energy, telecom, water and government/defense
- >\$20 million EBITDA at closing
- Co-investment by Falcon Investment Advisors and TIAA-CREF



- In-plant inspection and non-destructive of oilfield tubular equipment
- >\$2 million EBITDA at closing
- Co-investment by HNW & Family Office investors

### Principals' Representative Investments



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