

About Graham Partners

Graham Partners is a private investment firm focused on investing in businesses with advanced industrial technologies, innovative product offerings, and strong growth potential. Graham Partners targets companies with EBITDA between \$5 million and \$50 million, and will invest in smaller companies to the extent they complement one or more of its other holdings. Since the firm's founding in 1988 by Steven Graham, Graham Partners has closed over 120 acquisitions, joint ventures, financings, and divestitures. The committed capital raised since inception through the Graham Partners funds together with Graham led co-investments totals approximately \$2.7 billion,* which differs from Regulatory Assets Under Management. Investors include university endowments, charitable foundations, financial institutions, and private investors. Based in suburban Philadelphia, the firm has access to extensive operating resources and industrial expertise and is a member of The Graham Group, an alliance of independently owned and operated industrial and investment management businesses that share in the common legacy of entrepreneur Donald Graham.

Investment Criteria

❖ GENERAL:

Growth-oriented, middle-market manufacturing-related companies serving consumer and industrial markets

Primarily headquartered in the U.S. (Canada and Western Europe on a limited basis)

A history of growth and profitability

❖ PRODUCTS:

Products that are utilized in a wide variety of end markets: packaging / food, aerospace / defense, water management, building, healthcare, transportation, and industrial technology, among others

❖ SIZE AND STRUCTURE:

\$5 million EBITDA minimum for new platforms; no minimum for add-ons for existing platforms

EBITDA margins of 10% or greater

\$10 million to \$100 million of equity, with the balance of capital funded by our traditional debt financing sources

Acquisition / Management-led buyouts and growth financing / recapitalizations

Investment Strategy

Partner with management teams and family owner/operators to drive value creation in middle-market companies that have:

❖ ORGANIC GROWTH DRIVERS:

Benefit from a product substitution 'conversion' taking place within the end markets served

❖ COMPETITIVE ADVANTAGE:

Possess a sustainable competitive position due to a proprietary technology or business process advantage

❖ HIGH RETURN ON OPERATING ASSETS:

Generate a high level of EBITDA for every dollar of investment in fixed assets and net working capital

**Regulatory assets under management were approximately \$1.2B as of December 31, 2017.*