

About Graham Partners



Graham Partners is a private investment firm focused on investing in technology-driven companies that are spurring innovation in advanced manufacturing, resulting in product substitutions, raw materials conversions, and disruptions to traditional end markets. Graham Partners can offer control or minority capital solutions across its specific sector focus. Since the firm's founding in 1988 by Steven Graham, Graham Partners has closed over 140 transactions. 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 independent operating businesses, investment firms and philanthropic entities, which all share in the common legacy of entrepreneur Donald Graham.

Sector Focus:

ADVANCED MANUFACTURING



with subsector specialization in:



Industrial
Technology



Medical Device /
Life Sciences



Consumer / Food
Manufacturing

GRAHAM'S INVESTMENT CRITERIA BY STRATEGY

| | GRAHAM BUYOUT TARGET CHARACTERISTICS | GRAHAM GROWTH TARGET CHARACTERISTICS |
|---------------------------|--|--|
| Investment Profile | Control buyouts of technology-driven middle market companies and synergistic add-on acquisitions | Primarily minority investments in technology-driven growth stage companies |
| Financial Characteristics | \$7MM-50MM+ EBITDA (platforms only) 10%+ EBITDA margins 15%+ YoY growth | \$5MM+ revenue Strong gross margins 15%+ YoY growth |
| Investment Size | \$50MM to \$200MM (including follow-on capital) No minimum for add-ons | \$5MM to \$50MM (including follow-on capital) |
| Geography | Primarily North America | |

Current Portfolio Companies

INDUSTRIAL TECHNOLOGY



BrightSign
www.brightsign.biz
 Flagship, October 2021 | Los Gatos, CA

Provider of purpose-built media players and cloud-based networking and systems software for the worldwide digital signage market



Gatekeeper Systems
www.gatekeepersystems.com
 Flagship, October 2019 | Foothill Ranch, CA

Provider of integrated loss prevention solution technologies to blue-chip retail customers globally



Myers EPS
www.myerseps.com
 Flagship, August 2021 | Bethlehem, PA

Designer and manufacturer of engineered emergency lighting power solutions



OptConnect
www.optconnect.com
 Flagship, December 2017 | Kaysville, UT

One-stop shop provider of managed wireless connectivity solutions for unattended equipment



Surgere
www.surgere.com
 Growth, December 2021 | Green, OH

SAAS supply chain solutions provider offering an integrated platform comprised of an engineered, patented software system, IoT-based sensors, and certified asset hardware



CONSUMER / FOOD MANUFACTURING



Woodland Foods
www.woodlandfoods.com
 Flagship, December 2021 | Waukegan, IL

Provider of global plant-based ingredients, including herbs and spices, rice and grains, and other specialty food products



VPET
www.vpetusa.com
 Flagship, September 2019 | Fontana, CA

Provider of plastic containers primarily used to package food and beverage products



ABX
www.abx-films.com
 Flagship, August 2018 | Rhinelander, WI

Co-extruder of multi-layer high barrier, flexible packaging films for food, personal care and medical applications



EasyPak
www.easypak.com
 Flagship, November 2017 | Leominster, MA

Innovative thermoformed food packaging provider focused on sustainable solutions for healthy and natural food



MEDICAL DEVICE & LIFE SCIENCES



Teamvantage
www.teamvantage.com
 Flagship, October 2020 | Forest Lake, MN

Outsourced manufacturer specializing in clean room injection molding, precision machining, and assembly capabilities



Kinova
www.kinovarobotics.com
 Growth, December 2021 | Montreal, QC

Designer and manufacturer of collaborative robotic arms for medical and industrial markets



Notes: excludes Creative Mines, a minority investment in a flagship fund. Excludes Desser and DTI, as they fall in the Aerospace / Defense subsector, which is no longer a focus of the firm