About Graham Partners

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 and typically targets companies with EBITDA up to $50 million. Since the firm's founding in 1988 by Steven Graham, Graham Partners has closed over 140 transactions. The committed capital raised since inception through the Graham Partners funds together with Graham-led co-investments totals approximately $3.6 billion.* Investors include high-net-worth individuals, college and university endowments, foundations, public and private pension plans, funds-of-funds, and other institutional 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 independent operating businesses, investment firms and philanthropic entities, which all share in the common legacy of entrepreneur Donald Graham.

INVESTMENT CRITERIA

- Innovative middle market companies with a sustainable competitive industry advantage driven by proprietary products, processes, or technology
- Primarily headquartered in North America
- A strong history of innovation and growth
- Products that utilize advanced manufacturing or proprietary processes in a wide variety of end markets, including industrial technology, consumer & food, and healthcare & life sciences, among others

Graham seeks to partner with management teams and family owner/operators to drive value creation in middle market companies that have:

ORGANIC GROWTH DRIVERS

Benefit from product substitutions, raw materials conversions, and disruptions to traditional end markets

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

WE OFFER FLEXIBLE CAPITAL SOLUTIONS TO COMPANIES THAT DRIVE MARKET TRANSFORMATIONS.

BUYOUT STRATEGY

PREFERRED FINANCIAL CHARACTERISTICS

5-50 MM — EBITDA between $5MM and $50MM

10% + — EBITDA margins of 10% or greater

GROWTH STRATEGY

PREFERRED FINANCIAL CHARACTERISTICS

Profitable or break even with a clear path to profitability

Experiencing rapid growth

*Regulatory assets under management totals approximately $2.5B as of September 30, 2021, adjusted for subsequent events.

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