

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	