

# 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 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 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 \$3.6 billion, which differs from Regulatory Assets Under Management. 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

- Technology-driven middle market companies that are spurring innovation within advanced manufacturing, industrial technology, and technology-enabled services and software
- Primarily headquartered in North America
- A history of growth
- Products that are utilized in a wide variety of end markets: packaging, aerospace/transportation, water management, advanced building materials/power management, healthcare, consumer/food technology, and industrial technology, 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 \$5 MM and \$50 MM

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.