

## 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 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 130 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 \$3.4 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 independent operating businesses, investment firms and philanthropic entities, which all share in the common legacy of entrepreneur Donald C. Graham, and among which include Graham Partners and the Graham Partners funds it manages.

## Investment Criteria

### GENERAL:

Technology-driven middle market companies that are spurring innovation within advanced manufacturing

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, aerospace / transportation, water management, advanced building materials / power management, healthcare, consumer / food technology, 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 product substitutions, raw materials conversions, and disruptions to traditional end markets

### HIGH RETURN ON OPERATING ASSETS:

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

### COMPETITIVE ADVANTAGE:

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

\*Regulatory assets under management totals approximately \$2.1B as of December 31, 2020, adjusted for subsequent events.