

# Graham Capital Investments (GCI)

Graham Capital Investments (GCI) is a newly established investment entity associated with the Graham Group, focused on direct equity co-investments and GP-led single asset secondaries with experienced independent sponsors and middle-market GPs

The Graham Group is an alliance of independent investment firms, operating businesses and philanthropic entities which collectively manage several billion dollars in private capital, both internal and third-party capital

## *Mission, Rationale, and Strategy*

### MISSION

Create a **leading co-invest capital provider** to the North American lower middle-market (LMM) with a focus on **primary and secondary transactions with independent sponsors and committed fund GPs**

### RATIONALE

GCI believes that the **independent sponsor market is growing at a significant pace**, providing investors exposure to less efficient parts of the market

The **GCI team's direct deal expertise and Graham's network** provide a strong competitive advantage

GCI expects to be viewed as a **partner of choice** due to its family office heritage, operational value-add, and deal sourcing capabilities

### STRATEGY

**Multipronged approach to investing in lower middle-market companies**

GCI targets investing in **high-quality companies** with a preference for **capital efficient businesses with strong growth prospects** (10%+ revenue growth) and **attractive (and/or potentially improved) profit margins**

Initial target investment size of **~\$5MM-\$30MM**

## INVESTMENT CRITERIA

### SPONSORS

Top tier lower middle-market independent sponsors, GPs/investment managers, and operating executives

### INDUSTRIES

**Sector diversified with strong experience in:**

- INDUSTRIAL TECHNOLOGY & MANUFACTURING
- HEALTHCARE
- BUSINESS SERVICES
- CONSUMER & FOOD TECH
- SPECIALTY DISTRIBUTION

### SCALE

Revenue: \$10MM to \$100MM+

EBITDA: \$3MM+

### ECONOMICS

Transaction-specific and flexible

### VALUE DRIVERS

New products, market share gains, accretive M&A, strong cash flows, and cost savings and margin improvement

### EQUITY CHECK SIZE

\$5MM - \$30MM+ (larger with syndicate participants)

### GEOGRAPHY

Primarily North America (U.S. & Canada)  
Headquartered

# About GCI

## Resources and Differentiation

### RESOURCES

Graham's deep expertise across various industries and operating resources enable Graham to be a **value-added partner**, providing more than just financial support

### OPERATIONAL DIFFERENTIATORS

GCI offers access to Graham Partners Operating Company and to industry experts across the Graham network to drive value creation during ownership

**13**  
Senior Operating  
Partners and  
Advisors

**60+**  
Industry and  
Market Experts

**20+**  
Functional  
Specialists

### GCI TEAM

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## Collaborative Platform Synergies

As The Graham Group has grown, we have evolved from the entrepreneurial advanced manufacturing platform Don Graham built in packaging, building materials, and machinery technology into a **diversified investment management platform** with extensive operational expertise and resources



## GRAHAM GROUP NETWORK

