

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

Chris Lawler
Managing Principal
610-251-2896
clawler@grahampartners.net

William Timmerman
Managing Principal
484-420-0222
wtimmerman@grahampartners.net

Clemente Micara-Sartori
Senior Operating
Partner/Head of
Origination
610-251-2884
cmicara@grahampartners.net

Dado Pivcevic
Senior Advisor
610-251-2885
dpivcevic@grahampartners.net

Geoff Stewart
Vice President
215-275-9576
gstewart@grahampartners.net

Michael Orrin
Associate
610-764-4432
morrin@grahampartners.net

Jimmy McLaughlin
Analyst
484-995-4461
jmclaughlin@grahampartners.net

Peter Miller
Analyst
484-420-0291
pmiller@grahampartners.net

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



Note: The GCI team is comprised of 7 individuals, of which 4 are employed by Graham Partners, Inc, 1 is an independent contractor engaged by Graham Partners, Inc., 1 is an independent contractor engaged by Graham Partners Operating Company, and 1 is an employee of Graham Capital.