

*Inverness Graham is a Philadelphia-based private investment firm with over \$950M of equity capital commitments across five institutional investment funds. Inverness acquires innovative tech-enabled manufacturing, service and software companies at the growing intersection of technology and traditional industry.*

*Inverness acquires high growth companies and further accelerates their growth through highly targeted organic and acquisitive initiatives. Industries of particular interest include: B2B software, industrial technology, tech-enabled services, testing, inspection & certification, Internet-of-Things & wireless connectivity, healthcare information technology, medical device & component manufacturing, and precision machining & manufacturing.*

*Inverness Graham was founded by senior executives of the Graham Group of companies and as such has access to an extensive network of operating resources and industrial expertise. The Graham Group is an alliance of independently owned and operated industrial and investment management businesses that share in the common legacy of entrepreneur Donald C. Graham's industrial success. The Graham Group has led innovations in packaging, machinery, recycling and building products and has undergone tremendous growth, reaching \$2.5B in annual revenue by its 50 year anniversary in 2010. Today, members of the Graham Group leverage this experience and resource to support a diverse array of businesses in over 30 industries.*

**FUND OVERVIEW**

**Industry Focus:** Generalist

**Company Focus:** Tech-Enabled Manufacturing, Service & Software Companies

**Transaction Types:** Leveraged Buyouts, Recapitalizations, Platform Builds

**Ownership:** More than 50%, Control

**PLATFORM INVESTMENT CRITERIA**

**Equity Investment Range:** \$5M to \$50M+

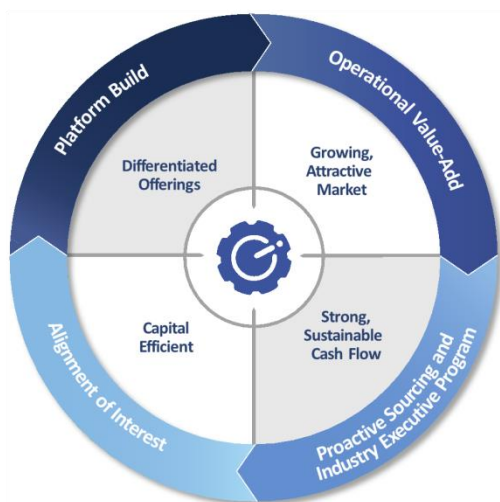
**Target Company Revenue:** \$10M to \$100M

**Target Company EBITDA:** \$3M to \$15M

**Enterprise Value:** \$20M to \$100M

**Add-ons:** No Size Constraint

**INVERNESS GRAHAM'S COMPETITIVE ADVANTAGE**



- Successful track record with multiple management & founder-owner control recapitalizations delivering liquidity and continued upside together as we execute growth strategies
- Team has more than \$3B of principal investment experience across 100+ transactions
- Ability to respond quickly and decisively in a transaction process
- Solid relationships in place with a full range of lenders for all business situations
- Strong deal-flow for platform build strategies
- Internal and external operating partner resources to support portfolio companies as they execute their strategies to build value

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Vista is a manufacturer of small dental equipment and consumable endo and restorative dental materials



EiKO is a distributor of a wide range of branded LED lamps and fixtures to the commercial and industrial lighting segments



Danville designs, formulates and manufactures a range of intra-oral air abrasion and micro-etching equipment and consumable dental materials



Mesker designs and manufactures proprietary hollow metal door systems and hardware for the commercial, industrial and institutional construction markets



AdvancedCath Technologies develops and manufactures sophisticated catheters and medical components



Nobles designs and manufactures proprietary advanced ammunition delivery systems and mounts



ICCNexergy is a single-source developer and manufacturer of innovative power solutions



ExtruMed provides high precision, extruded thermoplastic tubing for a range of medical applications



**Advanced  
Manufacturing**

### Investment Profile

Medical Device & Component  
Manufacturing  
Industrial Technology  
Dental Products  
Lab Consumables  
Niche Precision Manufacturing  
LED Lighting  
Agri-Tech



Syntrio is a provider of proprietary online compliance, ethics and workplace training courses. Lighthouse Services is a premier provider of reporting hotline services managed through a proprietary case management software solution.



Corsica Technologies is a full-service provider of Managed IT Services, including system monitoring, network management, helpdesk support & onsite services



SwipeClock is a SaaS provider of time, attendance and workforce management software for small and medium-sized businesses



GPSTrackIt is a provider of GPS fleet tracking & management software



Kalkomey Enterprises is a provider of education material, testing and safety certification services to the outdoor recreation industry



Global ID Group is a provider of testing, certification, software and services to the food and agriculture industries utilizing innovative testing technologies that address key trends in the food industry.



Raco Wireless is a machine to machine ("M2M") cellular connectivity software, solutions, and services provider



**Tech-Enabled  
Services &  
Software**

### Investment Profile

Compliance, Certification &  
Training  
e-Learning  
Internet-of-Things/Wireless  
M2M/Fleet Management  
Human Capital Management  
Healthcare IT  
Business Services  
SaaS / Vertical Software