

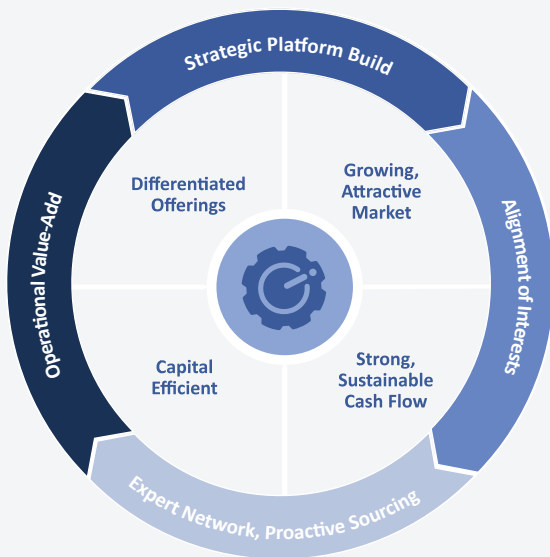
Inverness Graham is a Philadelphia-based buyout firm that seeks to partner with innovative companies where technology is transforming traditional industry. Founded by senior executives of the Graham Group, the firm builds upon a 60+ year legacy of operational experience, seeking to bring substantial value creation resources and an innovative mindset to support lower middle market businesses.

Strategy Overview

| | |
|---------------------------|--|
| Industry Focus: | Generalist |
| Company Focus: | Advanced Manufacturing, Tech-Enabled Services & Software, Healthcare |
| Transaction Types: | Buyouts, Recapitalizations, Strategic Platform Builds |
| Ownership: | More than 50%, Control |

Platform Investment Criteria

| | |
|---------------------------------|--------------------|
| Equity Investment Range: | \$40m to \$80m |
| Target Company Revenue: | \$10m to \$100m |
| Target Company EBITDA: | Up to \$20m |
| Enterprise Value: | <\$200m |
| Add-Ons: | No size constraint |



Inverness Graham's Competitive Advantage

- Successful 20+ year track record of partnership with founder-owners and management teams delivering liquidity and continued upside together as we execute growth strategies
- Team has more than \$4B of principal investment experience across 100+ transactions together at Inverness Graham
- 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 Strategic Platform Build approach
- Robust dedicated Value Creation Group and external operating partner resources to support portfolio company partners

Inverness Graham invests in attractive market segments where technology is transforming traditional industry:

Healthcare

- Medical Device
- Dental Consumables
- Bio/Pharma Consumables
- Health & Wellness



Tech-Enabled Services & Software

- Governance, Risk, and Compliance
- Training
- Learning mgmt systems
- Outsourced IT Services



Advanced Manufacturing

- Micro Machining
- Automation
- Laser Processing
- Industrial Components





Representative Investments

Healthcare & Advanced Manufacturing

Sample Investment Profiles: Medical Device & Component Manufacturing, Industrial Technology, Dental Products, Biopharma & Lab Consumables, Niche Precision Manufacturing, LED Lighting



My Yield is an agronomic solutions platform offering prescriptive seed treatment and plant and soil health sold directly to growers nationwide



Innovia Medical manufactures branded single-use surgical products and sterile processing systems for broad range of surgical applications



Treat Planet sells premium pet treats and chews that are sourced and manufactured in the United States.



Custom Agronomics is a manufacturer of nutrient use efficiency products for the agriculture and turf markets



Biolyst Scientific is a leading solutions provider for sample preparation applications in the life sciences research and clinical pathology markets



Vitalpath develops and manufactures complex catheters engineered for precise na



KICTeam is a manufacturer of proprietary single-use branded private-label cleaning tools, technologies and agents for high-cost-of-failure end-markets



EIKO is an innovative LED lighting solutions company catering to thousands of customers within the commercial and industrial supply chain

Tech-Enabled Services & Software

Sample Investment Profiles: Human Capital Management, Governance, Risk & Compliance, Certification & Training, IoT, Business Services, SaaS



Axcel Learning is a leading online professional education, certification, and test preparation platform for end-markets where industry certification exams are critical for employment and career progression.



Cognito Forms is provider of low code / no-code provider of workflow automation solutions largely to compliance driven sectors such as healthcare, education and legal



Alliant is a marketing data and analytics provider that leverages a membership model with first-party predictive transaction data to generate high-performing consumer audiences for brands and agencies



BenefitHub is a leading employee perks and voluntary benefits platform serving large corporations and affinity organizations reaching over 15 million users



Concord Servicing provides financial technology solutions to the specialty loan market servicing the rooftop solar and home energy efficiency industries



Syntrio is a governance, risk, and compliance solutions platform leveraging online course content, a whistleblower hotline offering & an HR case management software



Corsica Technologies is Managed Service Provider ("MSP") offering technology leadership in data security and integration, AI and IT services for small and medium-sized businesses



GPSTrackit is a provider of SaaS-based fleet management and video telematics solutions