



HENRIKSON & GRAUL CAPITAL PARTNERS LLC

For Immediate Release
June, 2016

Henrikson & Graul Capital Partners Officially Opens its Doors

Steve Henrikson and Marty Graul are pleased to announce the formation of Henrikson & Graul Capital Partners LLC (“HGCP”). HGCP is a family private investing office with locations in Texas and Tennessee formed to build a small portfolio of control equity and subordinated debt investments in “interesting, niche businesses with great people” in areas of reasonable proximity to its office locations. Steve and Marty’s backgrounds combine deep experience in operations and institutional investing with an emphasis on forging lasting relationships with company management teams founded on mutual respect, trust and an alignment of interests. HGCP’s core tenant is: **We invest in people. Companies are the conduit.**

Steve Henrikson is a proven operator having led, invested in and acquired a number of companies over his career. The most significant of which was the 25 year building of Team Technologies, a world-class plastic injection molding company specializing in manufacturing highly engineered consumable dental, medical and cosmetics products. At the time Team Technologies was sold to The Riverside Company in late 2012, the company was generating north of \$150MM in revenue and had 600+ employees across its 11 divisions.

Marty Graul has participated in numerous roles within institutional finance including as an investment banker, a senior financial executive, a subordinated debt lender, and a private equity investor. The majority of his career has been spent in institutional investing roles, most recently as a Principal with The Riverside Company focused on leveraged buy-out transactions with enterprise values ranging from \$50 to \$250 million. During the span of his career, Marty has led or participated in teams that have made dozens of subordinated debt and equity investments in transactions that represent an aggregate enterprise value in excess of \$500 million.

Marty was introduced to Steve as a result of The Riverside Company’s acquisition of Team Technologies. Marty began working closely with Steve during the diligence and investment process and thereafter as both were members of the Board of Directors of Team Technologies where they executed a strategic plan that included three add-on acquisitions. During that time, their common views with regard to investing in people more instead of companies, building businesses of sustainable value with a long-term view, and placing a priority on integrity and ethics above all else established the basis for what has now become HGCP.

HGCP seeks subordinated debt and equity investment opportunities in companies with the following characteristics:

- 5+ year operating history with stable, predictable cash flows
- Participation in non-cyclical, moderately growing end markets
- Clear product or capability differentiators, which are sustainable
- Revenue of \$5MM+
- Gross margins of 30%+
- EBITDA of \$1MM+

HGCP has made significant progress in establishing its portfolio by closing its initial two investments in May and June and is actively seeking additional opportunities. For more information, please visit www.hgcappartners.com.