



HENRIKSON & GRAUL CAPITAL PARTNERS LLC

We invest in people. Companies are the conduit.

FLEXIBLE CAPITAL – Patient capital structures tailored to the unique needs of the situation.

PARTNERSHIP – We don't disappear or simply take over. We listen and roll up our sleeves.

WE GET IT – We're operators and investors alike. We've been there and understand the challenges.

ALIGNMENT – We succeed only when our companies, management teams and partners do.

INVESTMENT STRATEGY

- Focus on manufacturing, distribution and business services companies
- Partner with the senior leadership team to implement sound growth strategies
- Value orientation with emphasis on long-term performance and predictability
- Conservative stance on capital structure and operational risk
- Long-term value creation model for management and ownership

INVESTMENT CRITERIA

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

PROPOSED TRANSACTION

- Control equity and subordinated debt investments
- Simple capital structures based on an alignment of interests
- Buy-and-build approach with no pre-determined investment period
- Cash and equity incentive programs for senior managers
- Reasonable finders' fees considered