



Investing in middle market companies led by strong, entrepreneurial management teams

Graycliff Partners is an independent investment firm focused on lower middle market private equity and mezzanine investments. The firm primarily invests in the niche manufacturing, business and industrial services or value-added distribution sectors. It provides capital for change of control transactions, management buyouts, recapitalizations, growth and acquisition financings. Graycliff often prefers to partner or transact with family or entrepreneur owned businesses. Founded in 2011, Graycliff is a spin-off of HSBC Private Equity.

Middle Market Equity and Mezzanine Investments

Investment Criteria

- ▶ \$3-15 million of EBITDA
- ▶ \$5-40 million per investment
- ▶ Preferred and/or common equity
- ▶ Control or minority positions
- ▶ Subordinated or unitranche debt

Preferred Characteristics

- ▶ Niche manufacturing, service and distribution sectors
- ▶ Industry leaders in growing and sustainable industries
- ▶ High barriers to entry
- ▶ Experienced management teams
- ▶ Significant free cash flow
- ▶ Opportunities to add value

Transaction Types

- ▶ Acquisitions
- ▶ Management buyouts
- ▶ Recapitalizations
- ▶ Growth and expansion financing
- ▶ Corporate carve-outs

Graycliff At-A-Glance

- Core team has been investing together for approximately two decades
- Completed in excess of 100 investments
- Over \$1 billion in assets under management
- Global, blue-chip investor base
- Focus on middle market private equity and mezzanine investments
- Typical investments in the manufacturing, service or distribution sectors

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Select US Private Equity Portfolio:

Oberfields
www.oberfields.com

Oberfields is a regional manufacturer and distributor of a broad range of concrete masonry and hardscape products.



North American Logistics
www.naldelivers.com

NAL is a national provider of last mile logistics services for major retail chains and e-commerce.



Impakt Holdings
www.impaktholdings.com

Impakt is a specialized manufacturer of highly engineered machined components used in the production of flat panel displays.



901D
www.901d.com

901D manufactures ruggedized consoles and protective enclosure systems primarily for maritime applications.



Williams Sound
www.williamssound.com

Williams Sound is a designer, manufacturer, and marketer of professional wireless assistive listening systems.



Alpha Imaging
www.alpha-imaging.com

Alpha Imaging is a value-added distributor of medical imaging equipment.



Super Color Digital
www.supercolor.com

Super Color Digital is a provider of grand-format graphics, event structures, and visual solutions.



Hillsboro Aero Academy
www.flyhaa.com

Hillsboro Aero Academy is one of the largest combined airplane and helicopter flight schools in the United States.



Harper Love
www.harperlove.com

Harper Love is a manufacturer of adhesive additives used to bind corrugated cardboard boxes.



Ambrell
www.ambrell.com

Ambrell is a designer, manufacturer and marketer of precision induction heating products.



Skandia
www.skandiainc.com

Skandia is a leading service and products provider to the private aviation industry.



Globe Food Equipment
www.globeslicers.com

Globe is a designer and manufacturer of food preparation equipment, specializing in slicers and cutting equipment.



VLS Recovery Services
www.vlsrs.com

VLS Recovery Services is a specialized railcar cleaning and residuals management provider.



Select US Mezzanine Portfolio:

AMTEX
www.myamtex.com

AMTEX is a nationwide supplier and logistics services provider of a full line of operational supplies and equipment to hotel operators.



CSAT Solutions
www.csat-solutions.com

CSAT is a provider of repair services, inventory management and reverse logistics for notebooks and other electronic devices.



Pro-Cast Products
www.procastproducts.com

Pro-Cast is one of the largest manufacturers of prestressed concrete panels and concrete barriers in Southern California.



LTI Lighting
www.ltilighting.com

LTI is the largest US designer, developer, and manufacturer of digital cinema projection lamps.



Dedoes
www.dedoes.com

Dedoes is the North American leader in manufacturing equipment for the automotive refinish industry.



LeverPoint
www.leverpoint.com

LeverPoint is a provider of outsourced accounting, reporting, tax, and administration services to the alternative investment industry.



Stone Source
www.stonesource.com

Stone Source is a provider of natural stone and decorative surface products for high-end residential and commercial use.



Wood Pro
www.woodproinc.com

Wood Pro manufactures and sells wood flooring products to contractors and dealers for primarily residential use.



FCA Packaging
www.fcapackaging.com

FCA is a designer and manufacturer of customized protective transport packaging solutions for heavy duty applications.



Dwellworks
www.dwellworks.com

Dwellworks provides employee relocation, property management and valuation services primarily to large relocation and property management firms and Fortune 500 companies.



Mark Andy
www.markandy.com

Mark Andy is a manufacturer of flexographic and digital printing equipment and accessories.



Fairway
www.fairwayrailing.com

Fairway is a manufacturer of vinyl, aluminum and composite railing systems and distributor of ancillary building products.

