



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

Graycliff Partners is an independent investment firm focusing on middle market private equity and mezzanine investments in the United States and Latin America. The Graycliff team has worked together for over two decades, prior to 2011 as the US private equity division of HSBC Bank. Graycliff seeks to partner with companies led by strong, entrepreneurial management teams, providing capital for acquisitions, management buyouts, recapitalizations, growth and expansion.

## Middle Market Equity and Mezzanine Investments

### Preferred Characteristics

- ▶ Niche manufacturing, service and distribution sectors
- ▶ Industry leaders in growing and sustainable industries
- ▶ EBITDA margins over 10%
- ▶ High barriers to entry
- ▶ Diversified customer base
- ▶ Experienced management teams
- ▶ Significant free cash flow
- ▶ Opportunities to add value

### Investment Criteria

- ▶ \$5-40 million per investment
- ▶ Preferred and/or common equity
- ▶ Control or minority positions
- ▶ Mezzanine debt

### Transaction Types

- ▶ Acquisitions
- ▶ Management buyouts
- ▶ Recapitalizations
- ▶ Growth and expansion financing

### Graycliff At-A-Glance

- Core team has been investing together for approximately two decades
- Completed in excess of 80 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
- Focus on the US and Latin America

### Contact

Stephen Hindmarch, Managing Partner  
(212) 300-2902  
shindmarch@graycliffpartners.com

James Marley, Managing Partner  
(212) 300-2901  
jmarley@graycliffpartners.com

Andrew Trigg, Managing Partner  
(212) 300-2903  
atrigg@graycliffpartners.com

Will Henderson, Managing Director  
(212) 300-2905  
whenderson@graycliffpartners.com

Duke Punhong, Managing Director  
(212) 300-2904  
dpunhong@graycliffpartners.com

Carl Barcoma, Principal  
(212) 300-2907  
cbarcoma@graycliffpartners.com

Brandon Martindale, Principal  
(212) 300-2909  
bmartindale@graycliffpartners.com

Garrett Wentzell, Vice President  
(212) 300-2911  
gwentzell@graycliffpartners.com

## Select US Private Equity Portfolio:

Installs  
[www.installs.com](http://www.installs.com)



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

Impakt Holdings  
[www.impaktholdings.com](http://www.impaktholdings.com)



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

901D  
[www.901d.com](http://www.901d.com)



901D is the largest US provider of engineering, design, assembly and integration services for highly-engineered, ruggedized consoles and protective enclosure systems

Harper Love  
[www.harperlove.com](http://www.harperlove.com)



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

Ambrell  
[www.ambrell.com](http://www.ambrell.com)



Ambrell is a designer, manufacturer and marketer of precision induction heating products used in industries including energy, electronics, and medical sectors.

Skandia  
[www.skandiainc.com](http://www.skandiainc.com)



Skandia is a leading service and products provider to the private aviation industry, focusing on the testing and distribution of aircraft interior materials, fabrics and components.

Globe Food Equipment  
[www.globeslicers.com](http://www.globeslicers.com)



Globe Food Equipment is the leading designer and manufacturer of food preparation equipment. The company specializes in slicers mixers, vegetable cutters, and meat choppers.

VLS Recovery Services  
[www.vlsrs.com](http://www.vlsrs.com)



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

Tops Markets  
[www.topsmarkets.com](http://www.topsmarkets.com)



Tops is a leading supermarket grocery retailer in upstate New York. The company operates its stores in a variety of formats, including super centers, small super centers, and prototype, country and conventional stores.

## Select US Mezzanine Portfolio:

Oberfields  
[www.oberfields.com](http://www.oberfields.com)



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

LTI Lighting  
[www.ltilighting.com](http://www.ltilighting.com)



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

Dedoes  
[www.dedoes.com](http://www.dedoes.com)



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

LeverPoint  
[www.leverpoint.com](http://www.leverpoint.com)



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

Williams Sound  
[www.williamssound.com](http://www.williamssound.com)



Williams Sound is a designer, manufacturer, and marketer of professional wireless assistive listening systems for group or gathering situations.

Alpha Imaging  
[www.alpha-imaging.com](http://www.alpha-imaging.com)



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

Stone Source  
[www.stonesource.com](http://www.stonesource.com)



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

Super Color Digital  
[www.supercolor.com](http://www.supercolor.com)



Super Color Digital is a provider of grand-format graphics, event structures, and visual solutions, serving Fortune 500 corporations, trade show managers, and gaming equipment manufacturers.

Wood Pro  
[www.woodproinc.com](http://www.woodproinc.com)



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

FCA Packaging  
[www.fcapackaging.com](http://www.fcapackaging.com)



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

Dwellworks  
[www.dwellworks.com](http://www.dwellworks.com)



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

Hillsboro Aero Academy  
[www.flyhaa.com](http://www.flyhaa.com)



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