

INVESTMENT OVERVIEW

GP is a private capital fund that invests in middle market companies, generally located in the Central and Midwest area of the US.

GP typically invests in:

- Private companies that are transitioning ownership with either a partial or complete sale of the business.
- Corporate divestitures.
- Successful companies with sales in excess of \$8M and generally below \$50M.
- Investments with an aggregate transaction value between \$10M and \$25M with EBITDA of \$2 - \$5M.
- Will consider unprofitable companies only where clearly identifiable turnaround actions can be established.

Favored Transactions

GP will invest either as a buyer of the entire business or as part of a partial liquidity transaction where management is looking for a structured path to eventual retirement. GP will only invest in a controlling position.



GRANVILLE *Partners*

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GRANVILLE *Partners*

MIDDLE
MARKET
INVESTORS

COMPANY OVERVIEW

Granville Partners LLC is a long-term investor who seeks to build a portfolio of privately-held companies for capital appreciation over a 10 – 20 year time horizon. We invest in businesses where we can identify a strong combination of capable people, unique and valuable products, quality customer service and supply relationships.

Second, we seek businesses and owners where there is recognition that wealth-building can be accelerated with the addition of new capital and additional managerial expertise and experience. We prefer to include the owners or management as equity partners so that our long-term incentives are aligned.

Third we invest in companies that either have an established history of profitability, or where we can identify specific areas to enhance profitability from current levels and where we can structure the business balance sheet with a prudent capital structure.



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TARGET COMPANIES

Desirable Industry Characteristics

- Businesses with proprietary technology, product/brands and/or manufacturing methods.
- Businesses with interrelated mix of services and product offerings.
- Stable and attractive aftermarket business or consumable products companies.
- Companies able to benefit from enhancements in the application of information technology, manufacturing productivity improvements, global sourcing, and global marketing.
- Strong and sustainable niche market position.

Undesirable Investments

- Real estate, oil and gas properties, high technology or regulated industries.
- Early stage situations, such as startups seeking venture capital.

Geographic Criteria

- Prefer investments in Ohio and contiguous states especially if the business is under-performing.
- Will consider investments throughout the United States and Canada.
- Investments outside the United States and Canada require outstanding management in place, excellent growth potential coupled with strong historical profitability.

Industry Preference

- Evolving technology, product based businesses; OEM components and assemblies are of particular interest.
- Industrial products and markets.
- Select specialty chemical, wholesale distribution or service companies.

PRINCIPALS

Lawrence T. Pace

Founder of BarPac Capital Inc. a private investment vehicle since 1993, and BarPac Holding Inc., which has owned as many as six companies since 1995. Mr. Pace previously spent 15 years with Eaton Corp., MiniScribe Corp. and Furon Corp. in a wide range of management responsibilities including General Manager, Vice President and Managing Director, all with direct operating responsibility for a variety of U.S., Asian and European operating units in industries including metal working, polymers and specialty plastics, electronics and high tech capital equipment. Larry is a graduate of Case Western Reserve University.

Stephen J. McCreadie

A 25-year veteran of Accenture with 15 years as a partner. Mr. McCreadie has had wide exposure to a variety of commercial and industrial businesses through his consulting and implementation of MIS and IT systems. His specialty concentration has been the implementation of substantial productivity enhancements through systems deployment and outsourced IT services. Steve is a graduate of Denison University and received his MBA from Indiana University.