

## Introduction to Striker Partners



*Private Capital  
and Strategic  
Resources for  
Growth*





# Striker Partners Overview

Striker Partners is a private investment firm formed to make direct equity investments in small businesses (revenues below \$50 million). Striker is based in suburban Philadelphia and is a member of The Graham Group.

## Investment Approach

**Strategic Focus:** Growth-oriented niche manufacturing and business services companies, with an emphasis on opportunities that support a platform strategy where growth can be accelerated through strategic acquisitions.

**Investment Range:** \$5 to \$15 million

**Revenue:** \$5 to \$50 million

**Governance:** Control Investments

**EBITDA:** 10%+ margins

**Geography:** Nationwide, with a strong preference for the Eastern half of the U.S.

## Striker's Unique Approach

Striker is a private investment firm funded entirely by the Graham family with no outside investors. This distinction differentiates Striker from most investor groups, and enables Striker to support both buy & sell and buy & hold investment strategies.

### **Striker Provides Patient and Flexible Capital**

- As a Graham family funded private investment firm, Striker is not obligated to structure its investments in a specific manner or limit its holdings to a 3-5 year horizon, as is typical of most investment funds. This flexibility enables Striker to truly align itself with its operating partners to build long-term value.
- Strategic decisions are based on what is best for the business, and are not influenced by the need to meet short term IRR targets.

### **Striker Understands the Family Business Perspective**

- Striker understands and is sensitive to, the complexities associated with culture, human resource, tax, accounting, and other family related issues prevalent during periods of ownership transition.
- Striker possesses a unique combination of financial and operating resources, and has a heritage of working within the context of an industrial family concern.

### **Striker has Access to Significant Capital and Strategic Resources**

- As a member of The Graham Group, Striker has access to the capital and strategic resources necessary to support a company throughout its entire lifecycle.

## **Striker is a Strong Fit For:**

- Owners and/or management teams with a clear vision for growth who lack the capital necessary to exploit growth opportunities.
- Operators with extensive industry knowledge and insight seeking a financial / strategic partner to support their acquisition initiatives.
- Owners who desire capital to achieve strategic goals, but do not want their businesses to be acquired by an industry consolidator or a financial investor.
- Family owners of businesses looking to begin estate planning, and interested in talking to another family business who understands the complexities and sensitivities common during transition periods.

## The Private Equity Investment Spectrum

Venture Capital					Leveraged Buy-Outs			
Seed	Start-up	Early Growth	Accelerating Growth	Later-Stage Growth	Lower Middle Market Buy-Outs	Middle Market Buy-Outs	Large Cap Buy-Outs	Special Situations
Concept	Product Development	Initial Product Roll-Out	Commercialization	Market Share Expansion \$5 to \$50 million in revenue		\$50 to \$500 million in revenue	Above \$500 million in revenue	Distress, Restructurings, Turnarounds

**Striker Partners**

## Current Investments



Striker Partners, in partnership with an experienced professional licensure and certification industry management team, acquired a controlling interest in Professional Credential Services, Inc. (PCS) in June of 2011. Located in Nashville, TN, PCS provides examination development, examination administration, licensure, and certification services to state, national and international organizations responsible for the regulation and management of occupations and professions. PCS was previously a wholly-owned subsidiary of the National Association of State Boards of Accountancy, Inc. (NASBA) and NASBA retained a significant minority ownership interest in PCS.



Striker Partners, in partnership with the founder, completed an investment in Surgent McCoy in November 2009. Surgent partnered with Striker to position the company for future growth by enabling investment in technology and business infrastructure in order to better serve existing customers, and capitalize on strategic opportunities in new markets.

Surgent McCoy CPE is a leading provider of professional education and specialized career training services. Within the accounting, taxation, and estate and retirement planning specialties, the Company's core areas of focus historically, Surgent McCoy is recognized as one of the largest and most respected for-profit providers of qualifying and continuing professional education and career training services in the United States, offering a broad portfolio of courses and several professional designations.

# Historical Investments



Striker, in partnership with the founders and existing management teams, formed Touchstone through an equity recapitalization of Eastern Wireless, Inc. and Image 1 Wireless, Inc. in August 2004 and August 2005, respectively. The recapitalizations were designed to create liquidity for the founders, better position the combined businesses for accelerated growth, and to capitalize on strategic opportunities. Working from four U.S. locations, Touchstone provides reverse logistics, repair and asset management services for wireless handsets. Touchstone's technical certifications and focus on the highest quality and most efficient service have allowed it to develop a strong and growing base of national and international customers, including some of the largest wireless service providers and electronic equipment insurance firms. Touchstone was sold in 2010 to Brightpoint, Inc. (NASDAQ: CELL), a global leader in the distribution of wireless devices and the provisioning of customized logistic services to the wireless industry.



Striker Partners, in partnership with an experienced professional and educational testing industry management team, acquired LaserGrade Computer Testing in August 2004. LaserGrade provides computerized occupational and professional licensure and certification testing via its own delivery software, and that of its IT marketing partners, through a network of over 1,000 third-party test sites nationwide.

LaserGrade was sold in 2007 to PSI Services, a market leader in licensure testing, certification services and aptitude evaluation for private and public sector employers.



**Larex, Inc.**

Striker co-invested in the growth financing of Larex, Inc. in November of 2000. Larex is the world's leading supplier of a natural compound called Arabinoglactan ("AG"). AG is a colorless, odorless, and tasteless prebiotic fiber and immune enhancing ingredient extracted from the Larch tree and used in the dietary supplement, food & beverage, personal care, and animal health markets. Larex's customer base includes, among others, Pepsi Co., Kraft, Odwalla, Natrol, EAS, Bristol-Myers Squibb Co., and Elizabeth Arden.

Larex was acquired in 2006 by Lonza, a multi-billion dollar European food ingredient company.



Striker, along with General Mills, acquired Nurture in January of 2002. Nurture is an innovator in natural, bio-active ingredient technologies from oats for use in nutraceutical and cosmeceutical market applications. Nurture manufactures and sells a proprietary family of all-natural, oat based ingredients with value-added properties for a broad spectrum of applications, including pharmaceutical, nutritional, and personal care, with associated uses in agrochemical and industrial market segments. Nurture's lead product, OatVantage™, which naturally lowers cholesterol, and carries with it the FDA's heart health claim, has been formulated into numerous dietary supplement and functional food applications.

Nurture was acquired in 2006 by Corn Products, Inc., a multi-billion dollar North American food company.



## Striker's Team

### ***Richard A. Graham***

Mr. Graham is a Managing Principal and the founder of Striker Partners, with primary responsibility for transaction sourcing and strategic evaluation of Striker's investment targets. He plays the lead role in coordinating Striker's relationships with its portfolio companies, with a specific focus on maximizing synergies across the Striker portfolio. Prior to Striker, Mr. Graham gained significant entrepreneurial experience in the sports industry. In 1994, he co-founded BSC, an international sports marketing event promotion company, which created and developed a televised series of global sporting events. In October of 1998, Mr. Graham sold his controlling interest in BSC and founded Striker. Prior to BSC, Mr. Graham worked for Viking Graham, sourcing transactions and evaluating investment opportunities primarily within the packaging and general manufacturing industries. Mr. Graham's past and present board directorships include: Surgent McCoy, LLC, Touchstone Wireless, LP, YSC Sports, LP, High Performance Sports, LLC, Eastern Wireless, LP, LaserGrade, LP, Larex, Inc., and Nurture, Inc. Mr. Graham also sits on the board of Starfinder Foundation, Burke Mountain Academy, and Camp Tecumseh. Mr. Graham earned his Bachelor of Arts degree from Dartmouth College, and resides in suburban Philadelphia with his wife, two sons, and daughter.

### ***Derek R. Spence***

Mr. Spence joined Striker Partners as a Managing Principal in 1999, and has primary responsibility for sourcing, structuring, and negotiating transactions, as well as evaluating operating performance, coordinating financial and legal due diligence, and reviewing transaction agreements for Striker's investments. Mr. Spence spends much of his time working directly with portfolio company management teams to better position the businesses for long-term growth. Prior to joining Striker, Mr. Spence worked directly for the Office of the Chief Executive at Deloitte & Touche ("D&T") in New York, analyzing and executing principal investment opportunities for the firm on a global basis. While at D&T, he played a key role in structuring, negotiating, and closing numerous transactions in various countries. Mr. Spence has significant financial, operational, and strategic business experience within the life sciences, manufacturing and business services industries. Mr. Spence earned his Bachelor of Arts degree from Bowdoin College and his M.B.A. from the Wharton School at the University of Pennsylvania. Mr. Spence's past and present board directorships include: Professional Credential Services, Inc., Surgent McCoy, LLC, Touchstone Wireless, LP, YSC Sports, LP, High Performance Sports, LLC, Eastern Wireless, LP, LaserGrade, LP, Larex, Inc., and Nurture, Inc., and is a member of the Board of Trustees of South Shore Conservatory in Hingham, MA. He resides in suburban Boston with his wife and three sons.

## Striker's Team

### ***Charles J. French***

Mr. French, a Principal at Striker Partners, joined the firm in 2002. He has responsibility for sourcing, evaluating, and executing transactions, and is also actively involved in Striker's efforts to provide strategic guidance and assistance to its portfolio companies. Prior to joining Striker, Mr. French was Director of Finance and Operations for the software provider SoftCoin, Inc., where he managed the company's financial strategy and corporate development efforts. Mr. French also worked for several years in the investment banking groups of Alex. Brown & Sons and Deutsche Bank AG, in both the U.S. and Europe. As an investment banker, he helped structure and execute equity and fixed income financings, as well as mergers and acquisitions for clients in the U.S. and European transportation, aerospace and defense industries. Mr. French's past and present board directorships include: Professional Credential Services, Inc., Touchstone Wireless and Surgent McCoy. He earned his Bachelor of Arts degree, Cum Laude from Dartmouth College and his M.B.A. from the Wharton School at the University of Pennsylvania. He resides in suburban Philadelphia with his wife and two sons.

### ***Gregory W. Okupniarek***

Mr. Okupniarek has been with Striker Partners since its inception in 1998. As the CFO, Mr. Okupniarek has primary responsibility for overseeing the accounting, finance and tax functions for Striker and its portfolio companies. Mr. Okupniarek provides support in sourcing, evaluating and executing transactions. Prior to joining Striker, Mr. Okupniarek was the Controller of BSC, an international sports marketing and event promotion company. In this capacity, Mr. Okupniarek managed the accounting, finance and tax functions, and assisted in developing the company's financial strategy. Mr. Okupniarek earned his Bachelor of Science degree from West Chester University and his M.B.A. from Saint Joseph's University. He resides in suburban Philadelphia with his wife, daughter, and son.

# Graham Group Overview

The Graham Group is an alliance of independently owned and operated investment management businesses that share in the common legacy of entrepreneur Don Graham's industrial success.

Don Graham's three legacy industrial businesses: Graham Packaging, Graham Engineering, and Graham Architectural all grew out of the farmhouse basement business and today collectively operate in more than 90 locations worldwide.

Since 1960, when Donald C. Graham opened a design engineering firm in a farmhouse basement in central Pennsylvania, The Graham Group has undergone tremendous growth.

## **An Operating Heritage Centered on Innovation:**

Graham's ownership philosophy is the conviction that manufacturing companies must continually sustain industry-leading engineering capabilities, value-added manufacturing expertise, and strong internal financial controls in order to succeed. Innovation is a vital component – through the development and commercialization of new manufacturing techniques and the use of advanced raw materials formulations.

Under Don Graham's leadership, his companies have made several widely acclaimed technological advancements and have pioneered the commercialization of innovative manufacturing processes that have enhanced standards of living, improved environmental sustainability, and led to step changes in industrial efficiency. Examples include the development of one of the first technologies for manufacturing rigid plastic bottles in high volumes across many end market applications, the recycling and re-use of plastics, and the production of thermally insulated windows for energy conservation and sound mitigation.

## **Sustainability – A Focus and Priority:**

Don Graham has held a longstanding commitment to enhancing environmental sustainability. This priority has been a key tenet of each operating business he has founded, as well as the charitable organizations that have received his financial support. Don Graham's goal has been to develop sustainability leaders – both companies and individuals who embrace this mandate and possess the expertise to pioneer solutions to complex environmental problems.

# Graham Funded Investment Affiliates



## The Graham Group

**Investment Affiliates**

- Three direct equity vehicles and a shareholder/family office

**Operating Companies**

- 30+ businesses with a combined sales of over \$6.5 billion

## Investment Affiliates

**Graham Capital Corporation**

- Shareholder office for Family and Graham Group entities
- 9 investment professionals

**Striker Partners**

- Direct investment vehicle for family capital
- Growth equity focus
- 4 investment professionals

**Graham Partners**

- \$650MM of committed capital
- Industrial and manufacturing focus
- 22 investment professionals

**Inverness Graham Investments**

- \$125MM SBIC fund
- Innovative, high growth industrial focus
- 7 investment professionals