
INVERNESS GRAHAM ACHIEVES OUTSTANDING EXIT WITH THE SALE OF ENERGY SOLUTIONS INTERNATIONAL, INC.

Lower Middle Market Private Equity Firm Generates More Than a 3x Multiple

PHILADELPHIA, September 20, 2010 - Inverness Graham Investments, L.P. (“Inverness Graham”) announced the sale of its portfolio company, Energy Solutions International, Inc. (“ESI”) today, generating more than a 3x return on invested capital. The Company was acquired as a platform investment by a U.S.-based energy-focused financial buyer. Headquartered in Houston, Texas, ESI is the leading global supplier of oil and gas pipeline management software. The Company’s broad range of products drives excellence in operational efficiency, transaction and throughput management, and pipeline safety.

Inverness Graham is an operationally focused, lower middle market private equity firm targeting high growth, innovative manufacturing and service companies. This is the second full exit for the firm in the last 18 months and with this sale, Inverness Graham has returned over 60% of its invested capital with another eight platform investments left to harvest.

Steve Wood, a Managing Principal of Inverness Graham, stated “We are very pleased with what was accomplished at ESI during our ownership. ESI is an excellent example of Inverness Graham’s platform build strategy and activist ownership approach. We recruited a world class senior leadership team led by Dr. Jo Webber, who will continue as Chief Executive Officer of the company. The management team, in partnership with Inverness, initiated and executed the strategic and organizational changes that transitioned the company from a services-oriented business to a leading global software platform company with more than 500 customers, including many of the world’s preeminent oil and gas companies.”



“In addition to the operating initiatives, we also improved ESI’s strategic position with a targeted M&A effort,” said Michael Morrissey, Principal of Inverness Graham. “Working with management, we acquired and integrated two highly complementary add-on acquisitions, which extended the breadth and depth of ESI’s oil and gas software solutions and drove significant synergies by leveraging ESI’s global reach and customer base.”



Inverness Graham and ESI were advised by Harris Williams & Co. on the sale.

Inverness Graham Investments (www.invernessgraham.com): Inverness Graham is an operationally focused, lower middle market private equity firm headquartered in suburban Philadelphia. Inverness Graham acquires high growth, innovative manufacturing and service companies with enterprise values of less than \$75M. The firm has over \$175M under management and was founded by senior executives of the Graham Group of industrial businesses.

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