

EDGEWATER CAPITAL PARTNERS

FALL 2018

CHEMICALS AMERICA

SOCMA DINNER

CHARLESTON, SC



Society of Chemical Manufacturers & Affiliates



Edgewater

AT A GLANCE

20 years of successful investing in lower middle-market performance materials businesses



Specialty
Chemicals



Pharmaceutical
Ingredients



Engineered Materials
& Compounds

Sector-Specific Investor

- > Domain expertise; deep understanding of complexities and nuances of performance materials businesses
- > Growth through investment in people, technology, and capabilities / assets

Dedicated Team with Midwestern Values

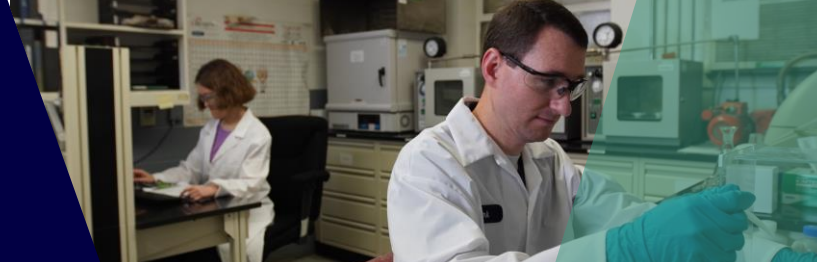
- > Tenured team, investing together since 1998
- > Established, proven investment and value creation strategy; focused on the customer experience / need

Demonstrated Results

- > Realized returns of 3x+ multiple of invested capital and 30%+ rate of return¹

The Edgewater Family

*Collectively, ~\$400 million in revenue
and ~1,000 employees*



Developer and manufacturer of specialty ingredients for the pharmaceutical industry



Designer and manufacturer of high-performance PTFE seals and machined components



Developer and manufacturer of fine and specialty chemical intermediate products



Custom blending and toll manufacturer with various value added services.



Designer and manufacturer of high temperature composite materials for industrial, aerospace and defense applications



Custom contract manufacturer of fine and specialty chemicals



Developer and manufacturer of organometallics and reagents for pharma and niche industrial applications



Provider of silicon wafer reclaiming services, virgin or "test" silicon wafers, and silicon wafer services



Carve-out Transactions

(60% of deals)

CORPORATE CARVE-OUTS



Edgewater's Value Proposition

- > We do what we say
- > Establish and empower management teams
- > Aligned with corporate values (long-term growth)
- > Demonstrated focus on EHS&S
- > Enhance customer experience
- > Expedite transactions and limited TSAs



Owner-operator Transactions

(40% of deals)

OWNER-OPERATORS



Edgewater's Value Proposition

- Responsible stewards of the business and people; do the right thing
- Greater appetite for investment to drive growth
- Empower employees / succession planning
- Invest in people, assets / capabilities, and technology
- Owner: Second bite of the apple
- Remove "day-to-day" but maintain a meaningful role



Callery is a globally recognized leader in organometallics, development and production of Borane and Alkali metal alkoxide reagents

Main Products

- **Borane reagents:**
 - used for chemical reduction chemistry, and carbon-carbon bond formation
- **Alkali metal alkoxides:**
 - strong bases used to enable chemical transformations

Lifesciences

- **Pharmaceuticals & Agrochemicals**
Major APIs and AI

Non-Lifesciences

- **C.A.S.E.**
Adhesives & Sealants (Automotive), sSBR (tires)
- **Electronics**
LCD & OLED (FPDs)
- **Others**
Distribution, Catalog



Proven. Reliable. Committed.

www.Callery.com

Our Only Business is Contract Manufacturing

- Full-service toll processing, blending, and repackaging facility located just miles from Houston's port.
- Capable of supporting small to large scale projects; full production and various value-added services to support your company's growth.

Chemical Solutions Made Easy

- Responsive to Requests
- Knowledgeable and Diligent Support Staff
- Short Lead Times and Delivery
- Flexibility and Creativity
- Start to Finish - Full Service Capability
- Supply Chain and Logistics Management
- Inventory Management and Storage
- Outstanding Environmental & Safety Programs and Performance
- Outstanding Quality Programs & Performance

Target Markets

- | | |
|----------------------------|-----------------------------------|
| ■ Agriculture | ■ Paints & Coatings |
| ■ Oil & Gas/Well Services | ■ Industrial & Construction |
| ■ Pulp & Paper | ■ Mining |
| ■ Petrochemical / Refining | ■ Water Treatment |
| ■ Specialty Chemical | ■ Metal Working/Surface Finishing |





Premier specialty chemical contract manufacturer providing capacity, process development, and technical support

Experience with a wide variety of manufacturing processes and chemistries

Safety First approach with all projects
Largest fleet of horizontal reactors of any
custom chemical contract manufacturer

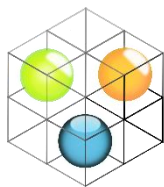
Applications and engineering team uniquely
qualified to develop processes to quickly
commercialize products

Pails to rails versatile production capability

Nothing too big or small for DanChem

Offer the most versatile manufacturing
capabilities in the industry





FAR CHEMICAL INC
www.far-chemical.com
321-723-6160

Experts in cryogenic and difficult-to-handle chemistries

Leading manufacturer of specialty organic & inorganic chemicals for use in a broad spectrum of demanding, high-value applications.

Deep expertise with difficult-to-handle chemistries coupled with flexible US-based assets enable us to routinely practice almost all classic organic chemical syntheses through multi-ton scale... ***FAR can handle the chemistry that our customers cannot or do not want to handle.***

Contact FAR today, and let's explore how we can work together to develop the right solution for your acetyl acetone, custom manufacturing, process development, or hazardous material packaging needs.

KEY CHEMISTRIES:

- Acetyl Acetonates
- Acetylenics
- Acid Chlorides
- Cyanogen Bromide
- Cyanate Esters
- Custom Grignards
- Epoxides
- Halogenated Materials
- Fluorinating Agents
- Isothiocyanates
- Metal-Organics
- Nitriles
- Organophosphines
- Organosilanes
- Pyrophoric Materials
- Trimethylchlorosilane

KEY CAPABILITIES:

- Glass-lined, Hastelloy, and stainless steel reactors from 30 to 2000 gallons
- Reactions to below -90°C on multi-ton scale
- Vacuum distillation as well as thin-film and short path wiped-film evaporation capabilities
- Solids isolation and drying capabilities
- Custom packaging from 5 g bottles to IBC's, cylinders, and portable tanks

PHARMA • C.A.S.E. • PU FOAM • STRUCTURAL COMPOSITES & ADVANCED MATERIALS • SPECIALTY CATALYSTS & LIGANDS



ENGINEERED PLASTICS & POLYMERS • FLAVOR & FRAGRANCE • ELECTRONICS • SPECIALTY CHEMICALS

The Edgewater Difference



Strategic Capital

- Grow businesses by investing in people, assets, and technology (products and capabilities); enhance the customer experience

Customer Focused

- From initial due diligence through exit, we approach our investments with a commercial mindset, “What can we do to enhance or better secure our customers?”
- Commercial Steering Committee

Domain Expertise

- Our industry knowledge and experience enables us to accelerate strategic and operational enhancements

Midwestern Values

- Partner with our management teams and operators; we are not a high volume investor; carefully select our investments

Proven Partner

- We have a 20 year track record of successful investments, driving growth organically and through acquisition

Thank You!

Contact Us

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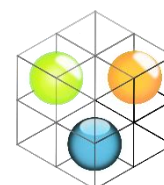


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