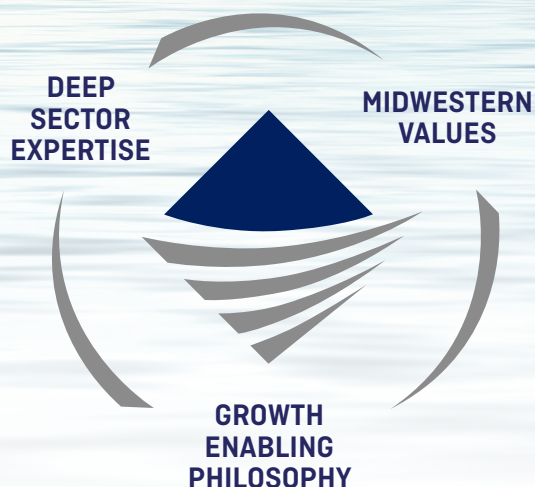




*The investment is just the starting point.*

Edgewater Capital Partners is a private equity firm unlike any other. Our three foundational pillars: Deep Sector Expertise, Midwestern Values, and a Growth Enabling Philosophy are only the beginning of a successful partnership together. At Edgewater, the investment is just the starting point.



## Deep Sector Expertise



Specialty Industrials



Life Science



Advanced Materials



Specialty Chemicals

## Midwestern Values

At Edgewater, our culture sets us apart. We are not traditional private equity; our attitude is different. We call it Midwestern Values – honesty, integrity, and transparency. We bring an attitude of humility that builds an environment of trust and collaboration. This is particularly important in the lower middle market where we play. Nearly half of our transactions are owner-operator situations where the owners have built their company from scratch, and cultural fit with the investment firm is fundamental. The result is a full alignment of interests and culture making Edgewater a successful steward of the companies we invest in.

## Growth Enabling Philosophy

At Edgewater, we say that “The investment is just the starting point.” This is more than a slogan, it’s our way of life. The goal of every investment we make is to unlock the potential of each company so it can flourish. We believe in supporting management teams and allowing them to focus on the business. For us, that means enabling management teams by investing in people, infrastructure, and technology.



People



Infrastructure



Technology

## Characteristics of an Edgewater Company

### High Cost of Failure

Products or services contributing a small but critical element of an end product or system.

### High Unit Economics

Lower overall cost, but delivering high value to an end product or system.

### Technical Selling Process

Requires comprehensive understanding of the role and value of critical components.

### Solution Providers

Enhance the overall customer experience by overcoming technical challenges.

## Typical Financial Profile

▪ Typical EBITDA: <\$25 Million

▪ Equity Investment: Up to \$50 Million

▪ Add-Ons: Any Size with Positive Cash Flow

▪ Typical Revenue: <\$100 Million

## Typical Deal Type



Carve-Outs

Edgewater's carve-out expertise runs deeper than words on a page. Since the firm's inception, over half of our acquisitions have been corporate carve-outs. By offering surety of closing, limited transition services requirements, and acting as a good steward of the business, we have built a legacy of trust and respect with our corporate contacts.



Owner-Operators

When we invest in a company, we act as a partner. We don't run the business or make mandates. We align with our portfolio companies on strategy and provide them with the tools to take the business to the next level. Our lower middle-market focus and Midwestern Values of honesty, humility, and integrity are foundational reasons why we are a partner of choice in owner-operator transactions. We do what we say and say what we do.

## Current Portfolio



## Realized Investments

