



Specialty Industrials



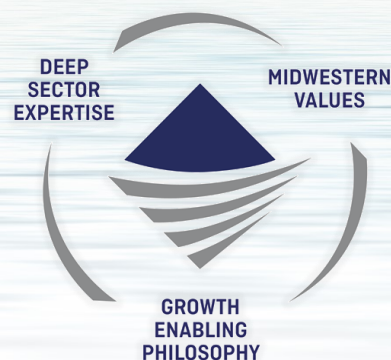
Life Science



Advanced Materials



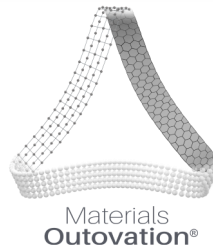
Specialty Chemicals



## Materials Outovation® Practice at Edgewater Capital Partners

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Operating Partner - *Materials Outovation®*



### Practice Overview

The *Materials Outovation®* practice of ECP focuses on businesses whose core theme for growth relies on leveraging the composition, structure, properties, and processing of materials to provide **customized performance** in a material or a component for a specific application.

Material families of interest include: metal, alloys, ceramics, glasses, polymers, composites, adhesives, coatings, cements, concrete, and others.

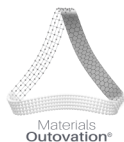
Phrases such as “*mission-critical*”, “*enabling*”, and “*high performance*” are often used to describe the materials and components produced by companies in this practice.

Our portfolio companies often utilize a **customer co-development model** – listening carefully to the critical needs of the customer and then customizing solutions to address these needs. Highly engaged application engineering teams continually collaborate with materials experts delivering innovations in materials composition, processing, structure with the multi-functional properties demanded by the end customer.

### Key Examples within Edgewater Capital’s Portfolio:

- **FMI** relies on 3-d weaving (structure and processing) of carbon fiber to produce composites with isotropic properties.
- **Pure Wafer** conducts processing operations to restore the properties of damaged silicon wafers.
- **TRITEC** adjusts the chemistry and processing of PTFE materials to enhance seal properties.
- **DanChem** adjusts the chemistry and processing of chemicals.

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## About Edgewater Capital Partners

Edgewater Capital Partners, headquartered in Cleveland, Ohio, is a sector focused private equity firm investing in lower, middle-market performance materials businesses. We have extensive experience and expertise in niche manufacturers of specialty chemicals, pharmaceuticals, and engineered substances. Twenty years of industry specific investing has allowed us to develop a deep understanding of the complexities and nuances common to performance materials businesses. As a result, we believe expertise in our target markets enables us to quickly and comprehensively understand a company's value proposition, customer relationships, and perceived or misunderstood risks.

## Materials Outovation® Philosophy

*Materials Outovation®* refers to the systematic process of looking "outside" the organization (at suppliers, consultants, other companies, customers, universities, experts, startups) to find ways of triggering innovation "inside" the organization for new markets, new applications, new customers and new technology – all of which enhances highly profitable growth. The professional networks of our operating partners provide a rich source for industry specific contacts.

The practice aspires to instill in each portfolio company world class business tools including environmental health and safety conscious culture, a lean operational culture inspired by the Toyota Production System and a streamlined supply chain – all in a spirit of continuous improvement, set in a backdrop of highly professional governance practices (adopted from the NACD guidelines).

We encourage a transparent open culture, emphasizing management team and employee empowerment including continually investing in the development of our people.

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