

OPPORTUNITY MARKETING PIECE

 **CEO**

Location: Roanoke, VA



DISCOVERING OPPORTUNITIES.
CREATING VALUE.
REALIZING POTENTIAL.

ABOUT **OPENGATE CAPITAL**

OpenGate Capital is a private equity firm that strives to acquire and optimize lower-to-middle market businesses throughout North America and Europe. With a strategic international presence and a deep focus on key industry sectors, they leverage their in-house investing and operational resources to drive long-term value creation while offering creative solutions to meet any Sellers' needs.

OPENGATE AT A GLANCE

39 PLATFORM ACQUISITIONS	17 YEARS OF OPERATION	3 INSTITUTIONAL FUNDS
46 DEDICATED INVESTMENT PROFESSIONALS	5 CONTINENTS UPON WHICH OPENGATE PORTFOLIO COMPANIES OPERATE	

QUICK FACTS

LOS ANGELES, CA
HEADQUARTERS

2005
FOUNDED

50+
EMPLOYEES

GENERAL INDUSTRIALS
INDUSTRY

DISTRIBUTION
INDUSTRY

CHEMICALS
INDUSTRY

BUSINESS SERVICES
INDUSTRY

OPENGATECAPITAL.COM



OPENGATE CAPITAL
REALIZING POTENTIAL



IPG'S GEOGRAPHIC FOOTPRINT

- Chemsolv Service Area
- Chemisphere Service Area

ABOUT INTEGRITY PARTNERS GROUP

In December of 2021, OpenGate Capital partnered with both Chemsolv and Chemisphere to build a leading chemical distribution platform that is capable of servicing customers across multiple geographies and product sets with value-added services. This platform has now come to be known as *Integrity Partners Group*.

IPG'S VISION: BUILD AND SCALE A DIVERSIFIED NATIONAL CHEMICAL DISTRIBUTION PLATFORM

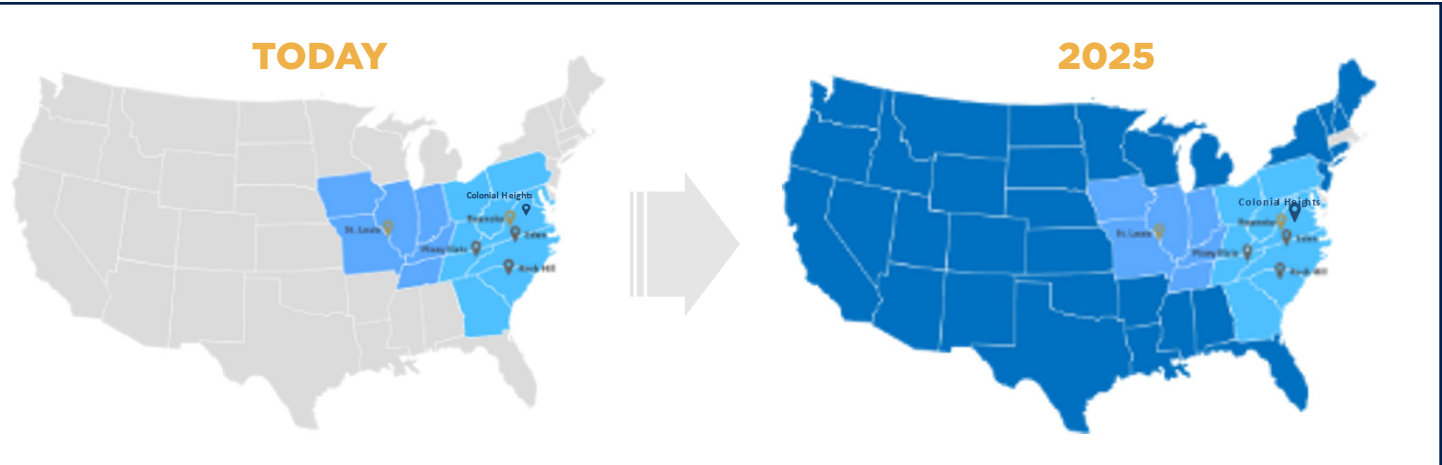
Integrity Partners Group aims to become a leading national chemical distribution platform with shared resources and best-in-class operational synergies that allow it to better serve a diverse base of customers and end-markets.

SUMMARY GROWTH STRATEGY

- Expand geographically with acquisition partnerships to build distribution nationally.
- Leverage existing supplier relationships to broaden the portfolio of products customers across the network to better serve new and existing.
- Bringing to bear infrastructure, reporting, and resources of national leader while maintaining nimble service level and entrepreneurial spirit of independents.

OPENGATE SUPPORT

- OpenGate brings Board of Directors support, mergers and acquisitions (M &A) expertise in the sector
- OpenGate operations support to build shared infrastructure, digitalization, and real-time reporting across platform



INTEGRITY PARTNERS GROUP AIMS TO EXPAND TO A COAST-TO-COAST FOOTPRINT

ABOUT CHEMSOLV, INC

Chemsolv™, Inc. is a Roanoke, Virginia based distributor of industrial chemicals, solvents, lubricants, metal working fluids, and specialty products serving customers throughout the United States. The company has branch facilities in Colonial Heights, Virginia; Piney Flats, Tennessee; and Rock Hill, South Carolina.

Chemsolv has been built by a solid service team of managers and staff dedicated to satisfying a highly diversified customer base. Annual sales growth has often exceeded 18% per annum.

Chemsolv™, Inc. has consistently been ranked in the Top 100 Chemical Distributors as published by Purchasing Magazine. The company represents over 100 manufacturers of industrial chemical, silicones, solvents, lubricants, metalworking fluids, and other specialty products and is a member of the National Association of Chemical Distributors, which administers Responsible Distribution®.

RESPONSIBLE DISTRIBUTION

As a member of the *National Association of Chemical Distributors* since 1982, Chemsolv is aggressively implementing and enforcing the Responsible Distribution Process® policy that was adopted by the association in 1991.

Chemsolv is committed to the environmentally sound management of chemical materials at each of their facilities, and at all of their customer locations as well. Chemsolv is directly involved with customer training programs, providing comprehensive product information, safety recommendations, and chemical handling instructions for their employees, to ensure a safe and healthy working environment.

Dedicated to meeting to rigorous standards established by the NACD, Chemsolv's objective is to provide their neighbors and customers with the highest level of comfort and confidence in their business.

DISTRIBUTION CENTERS



QUICK FACTS

ROANOKE, VA
HEADQUARTERS

1979 FOUNDED

GLENN AUSTIN
FOUNDER

**CHEMICAL
DISTRIBUTION**
INDUSTRY

CHEMSOLV.COM



PRODUCTS AT CHEMSOLV

What makes Chemsolv the distributor of choice? They are a safety and environmentally conscious corporation maintaining a large and diverse inventory of industrial and specialty chemicals. Their state of the art fulfillment system and staff of dedicated and knowledgeable professionals allow them to deliver their products quickly and accurately to more than 1400 customers in the Mid-Atlantic region of the United States.

CHEMSOLV REPRESENTS OVER 100 MANUFACTURERS OF INDUSTRIAL CHEMICALS, SILICONES, SOLVENTS, LUBRICANTS, METALWORKING FLUIDS, AND OTHER SPECIALTY PRODUCTS:

- Aromatic Hydrocarbons
- Aliphatic Hydrocarbons
- Isoparaffin Solvents
- Chlorinated Hydrocarbons
- Alcohols
- Fluorocarbons
- Ketones
- Esters
- Glycol Ethers
- Polyols
- Polyethylene Glycols
- Surfactants
- Plasticizers
- Amines
- Chelating Agents
- Miscellaneous Solvents
- Acids and Alkali Classification
- Silicones

SERVICES AT CHEMSOLV

CHEMSOLV OFFERS A HOST OF SERVICES TO COMPLIMENT THE ARRAY OF QUALITY PRODUCTS THAT THEY PROVIDE FOR CUSTOMERS.

- Hot Rooms
- White Room
- Alternate Emergency Shipping Points
- Error Free Shipping
- Custom Fill Weights, Blending, & Packaging
- Local Inventory
- Company Fleet
- 24 Hour Delivery
- NACD Approved



ABOUT CHEMISPHERE

Chemisphere distributes and blends high quality chemical products that exceed the expectations of their customers, while maintaining the highest levels of service, safety, and regulatory compliance expected from an industry leader.

Their focus provides an environment to actively foster mutually beneficial relationships with customers, suppliers, and employees, that emphasizes respect, honesty, integrity, and teamwork.

WHY PARTNER WITH CHEMISPHERE?

Quality Guaranteed

All inbound materials and outbound products are tested in their on-site analytical laboratory, ensuring that our solutions meet customer requirements - guaranteed.

Custom Blends

With tanks ranging from 55-7,700 gallons, they have the capacity to create a custom blend to fit customer requirements.

Nationwide Supply Chain

With their fleet of box trucks and tankers, customers can be assured of high quality, reliable delivery of industrial products, every time.

Personalized Service

Their partners are at the heart of everything they do; Chemisphere's mission is to meet needs and exceed expectations. They achieve this by creating a personal relationship with customers, ensuring products are delivered on time, and ensuring products meet the exact chemical formula required.

Responsive to You

Chemisphere prides themselves on their ability to provide their partners with the flexibility and personalized service of a small distributor, while offering the professionalism and manufacturing capabilities of a large corporation.

Industry Experts

They believe that as a chemical manufacturing partner they should add real value during every interaction, that's why all of Chemisphere's staff members are experts in the chemical manufacturing industry.



CHEMISPHERE

QUICK FACTS

ST. LOUIS, MO
HEADQUARTERS

**CHEMICAL
DISTRIBUTION**
INDUSTRY

1.2M+ GALLON
STORAGE CAPACITY

58,000 GALLON
BLENDING CAPACITY

10 ACRE
SECURED PLANT SITE

40,000+ SQ FT
WAREHOUSE SPACE

24,000+ SQ FT
MANUFACTURING SPACE

EXPANDABLE
14 CAR RAIL SPUR

EXPANSIVE
DELIVERY FLEET

1000+ CHEMICAL
PRODUCTS/BLENDS



COMMITTED
TO ENERGY
EFFICIENCY



**CHEMICAL
DISTRIBUTION
NETWORK**
MEMEBER

CHEMISPHERECORP.COM

SPECIALIST SOLVENT MANUFACTURING & DISTRIBUTION

From their strategically-located base in St. Louis, Chemisphere is able to produce, package, and distribute a wide variety of chemical products across the United States. With over four decades of experience in the industry, they have the knowledge and expertise to create your tailor-made chemical blends.



CORE COMPETENCIES

Chemisphere offers a wide range of chemical manufacturing services to provide their partners with a fully-integration solution. Their hands-on team of experts, with over 40 years experience in the industry, and a comprehensive distribution network, they can provide the right solution to meet requirements. These services include:

- Bulk Distribution
- Custom Blends
- Toll Manufacturing
- Raw Material Supply



ETHANOL

Chemisphere uses their relationships with major ethanol manufacturers to consistently source high quality bulk ethanol, and serve industries ranging from:

- Beverage
- Botanical Extraction
- Personal Care
- Industrial



CONSUMER PRODUCTS

As an FDA regulated facility, they understand the importance of manufacturing products which are safe for consumption and personal use. They will work closely with customers, to provide quality chemicals, which are certified to meet the continually-growing compliance needs of this industry. These consumer products include:

- Personal Care
- BRCGS Start! Services



INDUSTRIAL PRODUCTS

By providing technical knowledge, precision custom blends, and strong buying power, they are able to find the right solution for customer needs - at a competitive price. These solutions include:

- Paint & Coatings
- Automotive
- Industrial Degreasers



SPECIALTY SERVICES

Chemisphere provides an individually tailored chemical blending and manufacturing service. By utilizing their extensive distribution and buying network, blending capabilities, and analytics laboratory, their skilled technicians can produce chemical formulas with complete accuracy. These services include:

- Toll Manufacturing
- Custom Blending

HIRING MANAGERS



VINAY MENON

*Senior Vice President,
OpenGate Capital*

Vinay Menon is a private equity professional with management consulting background specializing in evaluating platforms and add-on investment opportunities, developing full potential plans for new investments, leading portfolio company oversights & governances, and identifying and driving value creation initiatives.

His industry experience includes: Aviation, surface transportation, education, retail, manufacturing, automotive, industrials, financial services, distribution, energy and healthcare. His functional experience includes: growth strategy/market entry, salesforce effectiveness, bidding strategy, pricing, cost reduction, strategic sourcing, operating model design, predictive/complex analytics, and post-merger integration.



BLAKE TOLL

*Vice President, North American
M&A, OpenGate Capital*

Currently, Blake is a Vice President in OpenGate Capital's Los Angeles office where he helps execute the firm's North American investing efforts in the industrial and business services sectors.

Prior to OpenGate, Blake gained hands-on operational experience as head of M&A for a portfolio company of Shore Capital out of Chicago helping triple the size of that business during the heart of the pandemic. Previously, Blake served as VP and associate at Atlantic Street Capital which invested in lower middle market companies to take them to the next level.

Blake received a JD/MBA from the University of Northwestern / Kellogg School of Management and a BBA from the University of Michigan.

His previous professional and educational experience make him a unique investor - having served on the front lines of a PE-backed company, sat on the other side as an investor and earning his JD/MBA, Blake has multiple lenses for helping to solve problems and find creative solutions that are win-win both for the company, entrepreneurs, partners, and investors.

POSITION PROFILE

CEO

The CXO will have full-scope leadership and management responsibility for Novozyme's Specialty Chemicals business. This is an integral leadership role responsible for driving growth and profitability in the business unit while ensuring the delivery of Novozyme's Core Values both internally and externally. Management responsibility includes procurement, Manufacturing, Facilities, Engineering, R&D, Quality Assurance, and Sales.

- Leading a teamwork-oriented business unit across functional areas of management responsibility. Championing transparency, collaboration and effective communication between functional areas.
- Leading a business unit committed to being first-in-class when it comes to safety. Championing all Corporate initiatives in Safety at the business unit level.
- Working with the Executive Vice President and senior leadership to develop clearly defined business unit strategy and implementation plans. Driving strategy implementation in the business unit and creating buy-in and alignment toward the realization of goals and objectives. Continuous monitoring of progress towards the
- Managing the Specialty Chemicals commercial activities and sales teams to ensure alignment with strategy and goals. Collaborates with Sales Team and Executive Staff to set pricing.
- Managing the day-to-day manufacturing processes to achieve operational excellence with increased productivity, driving on-time delivery, and maintaining high-quality product output while looking for cost-effective savings.
- Ensuring R&D activities are aligned with strategy and goals.
- Preparing and maintaining capital and operating budgets (with the help of Executive Staff).
- Closely monitoring business unit performance through key performance indicators (KPIs) and measuring against the financial plan.
- Timely identifying and resolving any gaps or inefficiencies that affect customers.
- Managing a business unit in compliance with applicable laws and regulations issued by OSHA, EPA, EEO, DOJ, OFAC, BIS, and other applicable international, federal, state, and local regulatory agencies.
- Developing and maintaining customer relationships on a regular basis, including entertainment.
- Ensuring the teams within functional management areas are fully established, aligned, and supported to achieve both the corporate objectives and the departmental requirements.
- Developing individuals to ensure highly motivated and engaged employees at all levels and building high-performing teams through developing and retaining skilled talent.
- Defining and executing continuous improvement strategies and initiatives to achieve business objectives.
- Developing budgets, forecasting, and resource optimization in alignment with business unit strategy and goals.
- Traveling to customer/vendor locations, both domestic and international, as well as domestic and international conferences. Travel 20% - 40% of the Director's time may be required.
- Other duties as assigned or as needed.

ABOUT ROANOKE, VA

Home to nearly 100,000 residents, Roanoke is a mountain city and hub for innovation offering award-winning outdoor amenities, endless trails, friendly neighborhoods with character, public art, the famous Roanoke Star, museums, craft breweries, one-of-a-kind shops and restaurants, and historical attractions.

Ranked as one of IMBA's top mountain biking destinations in the world, Roanoke visitors and residents can quickly access the Appalachian Trail and plenty of other famous outdoor attractions. Roanoke, Virginia is also among one of the few metropolitan areas that sit beside the Blue Ridge Parkway - one of the most popular attractions in the National Parks System. The City of Roanoke maintains 70 parks that span 14,000+ acres and offer 100 miles of award-winning natural surface and paved trail systems for commuting, road cycling, mountain biking, hiking, and horseback riding.

Offering an expansive collection of public art, captivating galleries, and daily live entertainment throughout the city, Roanoke offers a vibrant and artistic community. Catch a theatrical performance, concert, or comedy act at the Berglund Center, cheer on Roanoke's very own Rail Yard Dawg hockey team or enjoy an outdoor sunset concert or festival in Elmwood Park's open-air amphitheater.

The City of Roanoke is located midway between New York and Atlanta on Interstate 81 - 168 miles west of the state capital, Richmond. The city is the center of one of Virginia's largest metropolitan regions, and a hub for transportation, finance, and industry in southwestern Virginia.



ROANOKE AREA LINKS

AREA LINKS

Visit Roanoke

roanokeva.gov

City of Roanoke

roanokeva.gov

ARTS & ENTERTAINMENT

Visit Roanoke

visitroanokeva.com/things-to-do/arts-and-culture

Roanoke Live Music

visitroanokeva.com/things-to-do/arts-and-culture/music

Roanoke Attractions

visitroanokeva.com/things-to-do/attractions

SHOPPING

Downtown Roanoke

downtownroanoke.org

Roanoke Shopping

visitroanokeva.com/things-to-do/shopping

SPORTS & OUTDOORS

Roanoke Outdoor Adventures

visitroanokeva.com/things-to-do/outdoor-adventure

Appalachian Trail

visitroanokeva.com/things-to-do/outdoor-adventure/appalachian-trail

Roanoke Golf

visitroanokeva.com/things-to-do/sports/golf

Virginia Tech Hokies

hokiesports.com

EDUCATION

Roanoke City Public Schools

roanoke.edu

Roanoke College

uwosh.edu

Virginia Tech

vt.edu

