



OPENGATE CAPITAL
REALIZING POTENTIAL

2020

ACTIVITY
REPORT

Q1

opengatecapital.com



Q1 2020 ACTIVITY SNAPSHOT

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LETTER FROM ANDREW NIKOU

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Dear Friends of OpenGate,

Given the current global conditions, we recognize that this first quarter has been a challenging time for all. At OpenGate Capital, our first priority has been ensuring that everyone in the OpenGate family is following the "Safer at Home" orders while continuing to support our portfolio companies and their employees. We have also taken the necessary measures to ensure that our portfolio companies are well capitalized and maintaining stability during this time.

OpenGate provides certainty and reliability in these uncertain times as we continue to be a reliable transaction partner with proven ability to provide certainty of close. OpenGate successfully navigated the global financial crisis, investing in our core geographies and sectors, and we continue to be a unique solution for sellers seeking an operationally focused buyer in the lower middle market. From the entire team at OpenGate Capital, we'd like to wish everyone the best of health and positivity while we all do our part to prevail through these challenging times.

Warm Regards,

”

Andrew Nikou
Founder and CEO



CERTAINTY IN UNCERTAIN TIMES

The global impact of the COVID-19 pandemic is causing uncertainty in the global markets and in all aspects of our lives. We want you to know that in these uncertain times, OpenGate Capital remains a reliable transaction partner with the ability to provide certainty of close.

WHAT WE DO

OpenGate Capital partners with companies to drive operational improvement and realize opportunities for long-term value creation. We provide flexible capital solutions on a global basis in key industry verticals including Industrials, Technology, Consumer and Business, Services.

OpenGate Capital remains open for business and can invest across the capital structure, both debt and equity, **with commitments up to \$150M.**



INVESTMENT MERITS

Investment Type:

Control Buy-outs and non-control structured debt and equity solutions

Geographies:

North America and Europe

Industries:

Industrials, Technology, Consumer, and Business Services

Equity / Debt

Investment Range:

\$10M - \$150M

Please do not hesitate to contact us, in confidence, with your contemplated transaction needs.



Joshua Adams, Managing Director
Global Head of Business Development
BD@opengatecapital.com



INDUSTRY NEWS FEATURE

OPENGATE CAPITAL
FEATURED IN BUYOUTS

Buyouts

OPENGATE CAPITAL, FORGED IN
THE LAST MARKET DOWNTURN,
IS READY FOR THE NEXT ONE

March 31, 2020

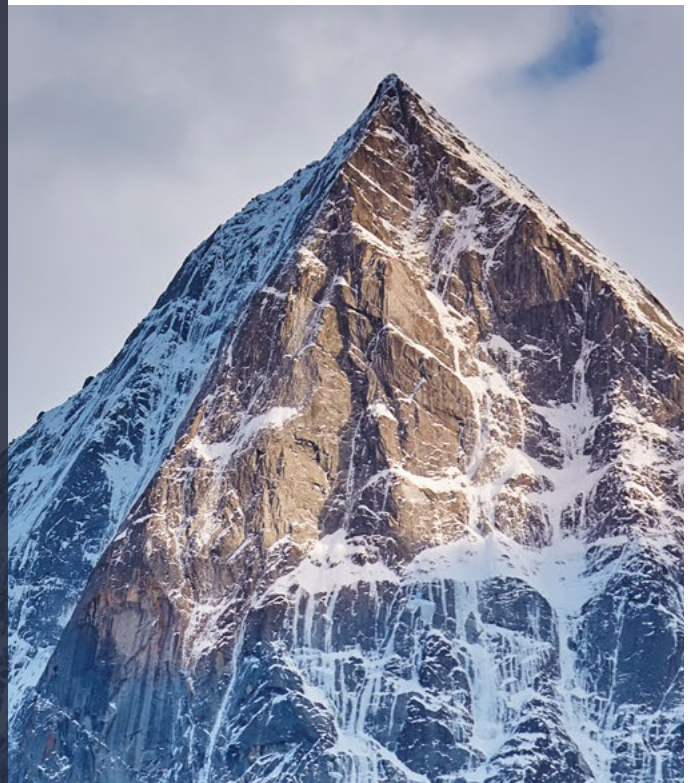
OpenGate Capital received publicity from BuyoutsInsider.com featuring an exclusive interview with Founder & CEO, Andrew Nikou.

The story highlights OpenGate's strength in investing in down market periods and is an incredibly timely article given the current global conditions.

Read More on [Buyouts.com](https://www.buyouts.com).

*"Our strategy doesn't
change between an
up-market and
a down-market"*

Andrew Nikou
Founder and CEO





STRATEGIC PROMOTION

OPENGATE CAPITAL PROMOTES MR. PAUL BRIDWELL TO CHIEF OPERATING OFFICER

BRIDWELL RESPONSIBLE FOR THE MANAGEMENT AND OVERSIGHT OF THE FIRM'S GLOBAL INVESTMENT PLATFORM

February 2020

Mr. Paul Bridwell, Managing Director of North American Operations, has been promoted to Chief Operating Officer. Based in Los Angeles, Bridwell's expanding role includes the management and oversight of the firm's global investment platform in addition to his responsibilities for the operations of the North American portfolio of businesses. Bridwell will spearhead finance, human resources, IT Functions, and focus on OpenGate's proprietary technology platform [OGx®](#).

Read more about Mr. Bridwell's promotion [here](#).



"I am honored and excited by the opportunity to support OpenGate's growth and the team in a more meaningful way. OpenGate has secured a highly differentiated position in the global lower middle market, and my goal is to ensure we maintain our competitive edge, preserve our unique culture, and build leading practices in the years ahead."

— Paul Bridwell

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STRATEGIC HIRE

MR. PRADEEP RAMAMURTHY JOINS OPENGATE CAPITAL AS CO-HEAD OF INVESTOR RELATIONS

OPENGATE BOLSTERS INVESTOR RELATIONS EFFORTS WITH ADDITION OF TENURED PROFESSIONAL

April 2020

Mr. Pradeep Ramamurthy has joined as Co-Head of Investor Relations. He will be working with Founder & CEO, Andrew Nikou as well as Alanna Chaffin, OpenGate's Co-Head of Investor Relations and Communications, to grow and deepen the firm's partnerships with institutional investors. Ramamurthy has nearly a decade of private equity experience with a background in brand-building, product development, and full-cycle investor relations.

Read More about Mr. Ramamurthy [here](#).



"The opportunity to join OpenGate at this point in the firm's evolution is truly exciting. The firm's one team mindset, global perspective, and track record of finding and creating value in operationally complex situations is compelling and timely. I am looking forward to working with Andrew, Alanna and the entire OpenGate team to share and grow that value proposition with the LP community."

— Pradeep Ramamurthy

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ADD-ON INVESTMENT

OPENGATE CAPITAL PORTFOLIO COMPANY DURACO SPECIALTY TAPES ACQUIRES INFINITY TAPES



ADD-ON



Duraco is a B2B manufacturer of specialty tapes including Point-of-purchase displays, appliances, transit packaging, construction, signage and HVAC.

Investment Date: June 2019

Transaction Type: Cross Border, Corporate Carve-out

Industry: Packaging

Headquarters: Forest Park, Illinois

Workforce: 133 Employees

Acquired From: Essentra

Infinity Tapes is manufacturer of double coated tapes, silicon coated liners and tamper evident Products in the transit packaging and industrial end markets.

The addition of Infinity Tapes expands Duraco's product offering in the high growth transit packaging and industrial end markets.

Investment Date: February 2020

Industry: Packaging

Headquarters: Lawrence, Massachusetts

Workforce: 45 Employees

Acquired From: Private Seller



PORTFOLIO COMPANY HIGHLIGHTS

FICHET GROUP DISTRIBUTES THERMAL CAMERA SOLUTION FOR ENTRY SYSTEMS



Fichet Security Solutions, a leading European provider of integrated electronic security solutions, is answering the demand for advanced, entry control systems by offering thermal and facial recognition camera solutions. As countries begin lifting pandemic-related restrictions, many businesses that are easing back into operations have a demand for advanced entry control systems. These sophisticated cameras use thermal imaging coupled with facial detection to measure a person's body temperature before entering a facility and will issue an immediate alert if their temperatures exceed a pre-set threshold to minimize the on-going pandemic risks.

The Fichet thermal camera solution are easy to install, provides a contact-free, self-check process, and produces fast and accurate readings. The Fichet entry control camera systems are GDPR compliant and are well-suited for hospitals, clinics, learning institutions and other enterprises.



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PORTFOLIO COMPANY HIGHLIGHTS

HYGIAPHONE LAUNCHES PAYPOINT WINDOW BARRIERS FOR RECEPTION DESKS

Continued

Fichet's sub-brand known as "Hygiaphone" is also offering a mobile screen solution known as "PW3 Mobile." It offers protection to employees from the public by acting as a barrier against health risks caused by the human transmission of microbes and projection of saliva droplets.

The PW3 Mobile serves as a paypoint window barrier and is designed to facilitate communication without the need for an intercom, while still allowing transfer of documents, or notes and currency exchanges between an employee and their client. They are intended for use at reception desks, public counters, hospitals, hotels, banks, and any other business that has a demand to maintain safe distancing between staff and customers.



For Product Information, visit:

fichetgroup.com/en

hygiaphone.fr

For Sales Inquiries, contact:

Stefan Metcalfe, FichetSales Director

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PORTFOLIO COMPANY HIGHLIGHTS

JØTUL'S NEW FACTORY OPENING



JØTUL GROUP OPENS NEW MANUFACTURING PLANT IN POLAND.

February 26, 2020

Jøtul, a Norwegian manufacturer of cast-iron stoves and fireplaces, successfully planned and built a new factory in Wrocław, Poland to expand Jøtul's production and distribution footprint. This manufacturing plant was built in six months and is now known to be the most modern plant within the global stove industry because of its automation and state of the art equipment. The opening ceremony hosted customers of Jøtul, suppliers to the project, representatives from the owners, and local authorities along with the Norwegian Ambassador to Poland, Mr. Olav Myklebust conducting the official ribbon cutting.

"OpenGate is very committed to our investment in Jøtul and this day is a milestone for the future of the Jøtul Group," said Marc Veillas, Managing Director – Operations, Europe. The ultimate plan was to achieve a lower cost structure and synergies by joining Jøtul's manufacturing sites in Denmark with Norway. Through the centralization of two manufacturing sites into one, Jøtul has reduced labor spending by transferring 75% of the employees and achieved labor cost savings.

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PORTFOLIO COMPANY HIGHLIGHTS

JØTUL'S NEW FACTORY OPENING

Continued

With the new Poland location fully operational, the top priority moving forward will be to ramp up and stabilize production while maintaining the highest quality of product standards. The new manufacturing plant will help ensure that Jøtul continues to produce high-quality products for all their brands. R&D centers continue to remain open in both Denmark and Norway, supporting the development of innovative products that Jøtul is known for.





EUROPEAN ADD-ON CHARACTERISTICS

FIVEN



FIVEN IS A GLOBAL LEADER IN SILICON CARBIDE ("SiC") GRAINS AND POWDERS, SERVING CUSTOMERS WITH INDUSTRIAL APPLICATIONS SUCH AS METALLURGICAL FEEDSTOCK, REFRACTORY MATERIALS, ABRASIVE GRAINS, FILTRATION & ENVIRONMENT, AND TECHNICAL CERAMICS.

Investment Date:

May 2019

Transaction Type:

Corporate Carve-out

Industry:

Specialty Chemicals

Headquarters:

Oslo, Norway

Workforce:650+ Employees Across
Europe & Latin America**Acquired From:**

Saint - Gobain

Fiven is actively seeking add-on prospects with the following criteria:

1. Manufactures / distributors of consumable abrasive products
2. Businesses that produce powders, grains, raw materials, or surface treatments
3. Products outside of silicon carbide, including alumina, zirconia, aluminum oxide, and others
4. Businesses based in North America, Europe, South America, or Asia
5. Businesses with end market exposure to applications in metallurgy, refractory, filtration & environmental, technical ceramics, armor & defense, aerospace & defense, energy generation & storage, and semiconductors



NORTH AMERICAN ADD-ON CHARACTERISTICS

SARGENT & GREENLEAF +
DELANEY HARDWARE

SARGENT AND GREENLEAF IS A SECURITY HARDWARE SOLUTIONS PLATFORM WITH TWO MAIN BUSINESS SEGMENTS: LOCKS AND HARDWARE AND HOLLOW METAL DOORS. THE LOCKS AND HARDWARE SEGMENT SELLS HIGH SECURITY "S&G" BRANDED LOCKS, IN ADDITION TO RESIDENTIAL AND COMMERCIAL BRANDED "DELANEY" LOCKS. THE HOLLOW METAL DOOR SEGMENT SELLS DOORS AND FRAMES TO COMMERCIAL END MARKETS UNDER THE "PREMIER" BRAND.

SARGENT & GREENLEAF**Investment Date:** May 2019**Transaction Type:** Corporate Carve-out**Industry:** Business Services, Industrials**Headquarters:** Nicholasville, Kentucky**Workforce:** 120 Employees**Acquired From:** Stanley Black & Decker**DELANEY HARDWARE****Investment Date:** December 2019**Transaction Type:** Add-on Investment**Industry:** Building Products**Headquarters:** Cumming, Georgia**Workforce:** 150+ employees across Georgia, Louisiana, and Texas**Acquired From:** HCI Equity Partners

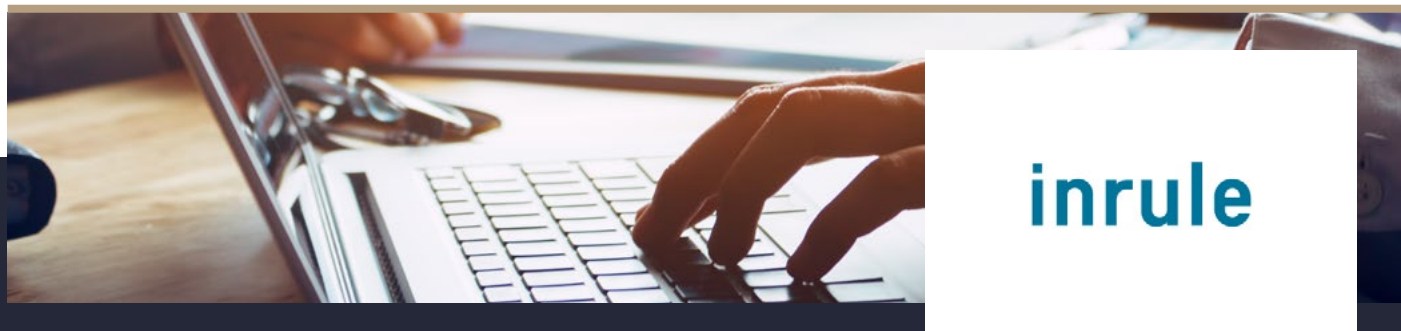
Sargent & Greenleaf is actively seeking add-on acquisitions across both business segments with the following criteria:

- Sells differentiated products with strong market share
- Commercial end market exposure
- Potential for operational improvement



TECHNOLOGY ADD-ON CHARACTERISTICS

INRULE TECHNOLOGY, INC.



INRULE TECHNOLOGY, INC. IS A DECISION MANAGEMENT PLATFORM THAT ALLOWS ENTERPRISES TO AUTOMATE DECISIONS AND BUSINESS RULES IN APPLICATIONS WITHOUT THE NEED TO MODIFY CODE.

Investment Date:

August 2019

Transaction Type:Majority Interest with
Private Seller**Industry:**

Technology

Headquarters:

Chicago, Illinois

Workforce:

46 Employees

Acquired From:

Private Seller

InRule is actively seeking M&A growth opportunities in the following sectors:

- Business Process Management
- Workflow Automation
- Test Data Management
- ETL (Extract Transform Load)
- Predictive Analytics / Machine Learning
- Decision Modeling

Tech Development Inquiries



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OPENGATE CONTACT

BUSINESS DEVELOPMENT INQUIRIES

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📍 NORTH AMERICA

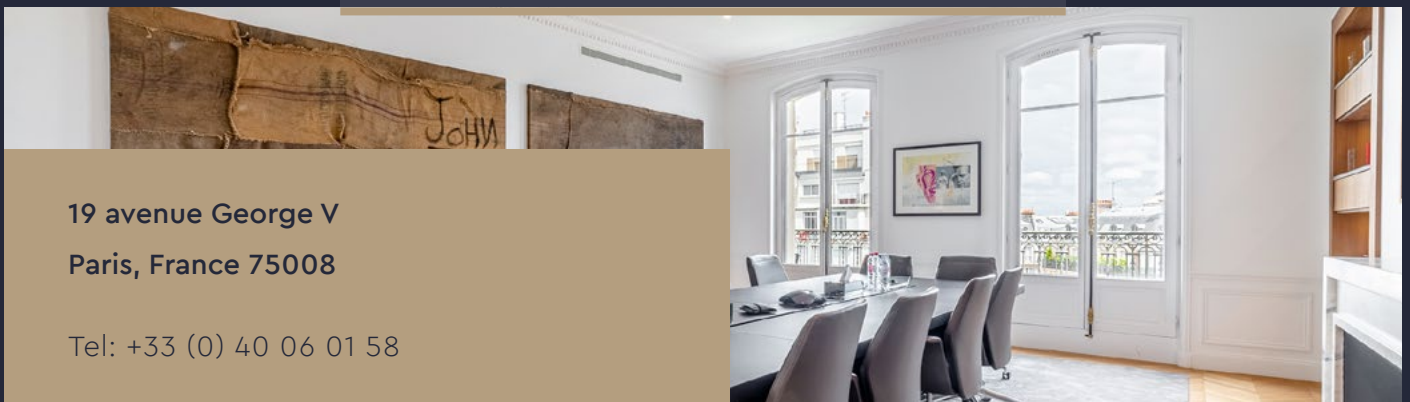


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