

CUSTOMER BENEFITS OF ACQUISITION

GracoRoberts has acquired Silmid to significantly expand global presence into UK and Europe and become the most technically-focused aerospace specialty chemicals distributor in the world

- » We will be a true one-stop shop for all your specialty chemical needs: adhesives, sealants, surface treatments, paints and coatings, composite materials, shop consumables, and more
- » With 200 years of combined aerospace materials expertise, we can offer even more technical support and consultation to our customers in aerospace and other advanced manufacturing industries
- » Aerospace industries of particular focus include OEM, military & defense, and MRO

GracoRoberts can now offer on-demand access to tens of thousands of aerospace specialty chemicals globally through its ecommerce platform

*Silmid website offers even **more** procurement opportunities and a **fast and easy** buying experience*

- » Site serves 100 countries, 11 different languages, and 3 different currencies
- » Free shipping on select orders, no minimum orders, split/mixed case orders, batch numbers and shelf life expiration dates, and real-time stock availability
- » Online quotes with convert-to-order functionality
- » Technical data sheets and OEM certificates available for download
- » Of particular benefit to global MRO/AOG customers who will have quicker access to in-stock product through the web

GracoRoberts will offer an even broader portfolio of products from more manufacturers

*We will have **larger collective buying power** as a unified purchasing entity, which will equate to more **efficiencies and savings** for our customers*

- » GracoRoberts is an authorized distributor for 3M, Henkel, Eastman, Huntsman, Akzo Nobel, Momentive, Sika, and Scott Bader
- » Silmid is an authorized distributor for 3M and Eastman, and also distributes Henkel, Shell Aviation, PPG, and Socomore
- » Resin Formulators will be offered by both groups

We will have a stronger physical footprint around the world which will help us deliver product on time, efficiently and cost-effectively

- » GracoRoberts will continue to operate from Arlington, TX with distribution and service centers in all major aerospace hubs including the West (Carson, CA), Pacific Northwest (Kent, WA), Southeast/East (North Carolina) and Central (Wichita, KS) regions
- » Silmid will continue to operate from its fulfillment center in West Midlands, United Kingdom

We will offer more value-added services and capabilities to solve every engineering problem

- » Services include: Custom packaging and dispensing, export and hazardous shipping specialists, custom formulation, vendor managed inventory, on-staff Chemists and lab and superior technical expertise

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We will have more resources and support than ever before to service and delight our customers

- » *200 employees with vast expertise and knowledge in the markets we jointly serve*
- » *Backed and funded by CM equity, a private equity firm who specializes in aerospace, to drive customer innovation*
- » *Key executives/management teams from both companies will remain with a singular focus of improving the customer experience*

It is business as usual for us and for our relationship with you

- » *We remain fully committed to providing impeccable support to all our customers*
 - » *Until further notice, your current points of contact and the way you do business with each company remain the same; correspondence should continue to be directed through the same offices and representatives*
 - » *Until further notice, there will be no changes to our legal entity names or logos on existing payment processes, invoicing, or banking accounts*
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