



Hamilton Robinson Capital Partners

At Hamilton Robinson Capital Partners, we believe the COVID-19 pandemic will reshape the U.S. industrial sector and, in the process, **accelerate demand for automation and industrial technology solutions**. Key trends emerging from the pandemic include:

- **Accelerating Adoption of E-Commerce**
 - U.S. online sales increased 49% in April 2020; FedEx recently capped shipments by certain retailers as it manages through a surge in demand.
 - Amazon is adding more than 15,000 robots to its fulfillment centers each year and boasts well over 45,000 in production.
- **Reshoring of the Manufacturing Supply Chain**
 - 64% of companies across the industrial sector are likely to bring manufacturing production and sourcing back to North America following a massive disruption in global supply chains.
- **Maintaining Uptime in the "New" Normal**
 - Robots and automation will assist companies in complying with social distancing. "Robotics and automation are playing a critical role. It allows people to be separated, it reduces crowds on the manufacturing floor" - Mike Cicco, President and CEO of Fanuc.
 - Cobots now represent the fastest growing segment of industrial robotics.

Investing in automation and industrial technology has been a core investment theme for Hamilton Robinson. Several of our portfolio companies are enabling manufacturers to leverage automation and technology to succeed in a COVID-19 world. GrayMatter Systems works with many of the largest U.S. manufacturers in designing and implementing technology solutions that enhance the efficiency, security and agility of their industrial operations. Inspire Automation provides turnkey material handling automation solutions to the corrugated box industry supporting the growth in E-Commerce. **We would like to partner with your company as you develop the automation and industrial technology solutions of the future**. Please feel free to contact us at any time at 203-602-0011 or email below.

Sincerely,

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ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners is a lower-middle market private equity firm focused on making control investments in North American-based commercial service, distribution, specialty industrial manufacturing, and industrial technology businesses. Founded in 1984 and based in Stamford, CT, HRCP has completed over \$1.6 billion in transactions supporting over 55 family businesses and corporate divestitures. Investors include leading financial institutions, fund of funds, family offices, and individuals in the United States and Europe. For more information, visit www.hrco.com.

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