



SECTOR INITIATIVES OVERVIEW

BLUE POINT SEEKS TO INVEST EQUITY CAPITAL IN NICHE DOMINANT, LOWER MIDDLE-MARKET MANUFACTURING, BUSINESS SERVICES AND VALUE-ADDED DISTRIBUTION COMPANIES.

COMPANIES WITH VALUE-CREATION OPPORTUNITIES IN THE CHINA MARKET	
<p>Strategy Overview Blue Point believes that a successful China strategy can be a key point of differentiation for industry leaders in numerous manufacturing niches. To this end, we established an office in Shanghai in 2004 to assist our portfolio companies with the execution of their China strategies.</p>	<p>Investment Interest Blue Point believes that taking advantage of market and/or low-cost production opportunities in China is an attractive value creation lever for middle-market companies. Our focus here is on companies with a significant opportunity to either reduce costs or to serve the Chinese operations of their existing North American customer base.</p>
<p>Existing Blue Point Investments Handi Quilter, Hilco Vision, Russell Food Equipment, Shnier, Smith-Cooper, Trademark Global</p>	<p>Key Words China, Sourcing</p>
ENERGY PRODUCTS AND SERVICES	
<p>Initiative Overview Blue Point has identified the midstream and downstream energy infrastructure markets as attractive areas for outsourced service providers. We have significant interest in third-party providers of products and services into this market.</p>	<p>Investment Interest This initiative targets middle-market companies servicing the expanding network of midstream and downstream energy infrastructure, including gathering, processing and storage assets as well as interstate, intrastate and distribution pipelines. Sectors of focus include engineering and design, field services and construction, products and tools, preventive maintenance and repair, and compliance work.</p>
<p>SIC / NAICS 1623, 1382, 1311, 1389</p>	<p>Key Words Pipeline Services, Gas Distribution, Power Generation, Integrity</p>
ENVIRONMENTAL SERVICES	
<p>Initiative Overview Blue Point has a strong track record of prior investments in the environmental services industry and is actively seeking further investment opportunities. Our interest is driven by strong underlying fundamentals in several segments of the market and fragmentation that affords the opportunity to build strong leaders within sectors of the industry.</p>	<p>Investment Interest This initiative targets companies positioned to take advantage of compelling market growth drivers: infrastructure development and rebuilding, increased water resources demand, increased regulatory scrutiny and activity, and continued remediation activities. Consulting/engineering businesses and providers of more “blue collar” services (e.g., site remediation) are of interest.</p>
<p>SIC / NAICS 541620, 541330, 562910</p>	<p>Key Words Environmental, Water Resources, Remediation, Industrial Hygiene</p>



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BLUE POINT LOOKS
FOR COMPANIES
WITH THE FOLLOWING
CHARACTERISTICS:

- » \$20 MILLION TO \$200 MILLION IN REVENUE
- » EBITDA GREATER THAN \$5 MILLION
- » LEADERS IN THE MARKETS SERVED

INFRASTRUCTURE SERVICES

Initiative Overview

Blue Point is actively seeking well-managed, profitable infrastructure services firms. We have significant experience with and interest in third-party providers of services such as architectural design and planning, engineering and industrial outsourcing.

Investment Interest

This initiative targets companies providing infrastructure services. Blue Point has a particular interest in companies providing engineering, architectural, asset-light construction and other construction-related services, as well as in professional and business services firms serving the infrastructure market.

SIC / NAICS

1611, 1622, 1629, 4959, 8711, 8712, 8713, 8741, 8744 / 21231, 21232, 32412, 32733, 238910, 541620, 561210

Key Words

Infrastructure Services, Engineering, Architectural Design and Planning, Industrial Outsourcing, Materials Management, Site Preparation, Equipment Leasing, Site Loading, Aggregate Sales

TRANSPORTATION AND LOGISTICS (T&L)

Initiative Overview

Blue Point has investment experience and continuing interest in service providers in the T&L industry. We anticipate the sector will benefit from increased offshore sourcing of inputs and consumer goods, continued outsourcing by major corporations, increased reliance on integrated logistics services, and industry consolidation.

Investment Interest

Blue Point has a particular interest in asset-light companies with operations based in the U.S. We are focused on businesses such as third-party logistics providers, freight forwarders, brokers, warehousing, and other companies providing value-added services within the supply chain.

SIC / NAICS

4011, 4210, 4213, 4220, 4400, 4581, 4700, 4731

Key Words

Rail, Trucking, Transport, Supply Chain Management, Third Party Logistics, Warehousing, Intermodal Services, Aviation and Air Cargo Services, Freight Forwarding and Brokerage

UTILITY PRODUCTS AND SERVICES

Initiative Overview

Blue Point has identified positive trends in infrastructure investment and outsourcing within the utility industry. We have significant interest in third-party providers of products and services into this market.

Investment Interest

This initiative targets companies manufacturing products or providing services that support the generation, transmission and/or distribution of electricity, gas or water by utilities. We are focused on maintenance, safety and/or consumable components manufacturers as well as maintenance and repair, linework, engineering, metering and/or locating service providers.

SIC / NAICS

1623, 4939, 4941, 4922, 4923, 4924, 4932

Key Words

Power, Water and Gas Transmission and Distribution, Power Generation, Utility Services



BLUE POINT
CAPITAL PARTNERS

SECTOR INITIATIVES OVERVIEW

BLUE POINT SEEKS
TO INVEST WHERE
WE CAN ASSIST
IN ACCELERATED
GROWTH AND
TRANSFORMATIVE
CHANGE IN
PARTNERSHIP WITH
OUR COMPANIES
AND THEIR
MANAGEMENT
TEAMS.

WASTEWATER PRODUCTS AND SERVICES

Initiative Overview

Blue Point is actively seeking profitable niche firms focused on water and wastewater treatment and recycling. We anticipate the sector will benefit from a range of favorable macro drivers including scarcity of clean water, increased regulatory pressure on wastewater processing and deteriorating water infrastructure.

Investment Interest

Blue Point has a particular interest in companies providing consumable water and wastewater treatment products (e.g., filters, specialty chemicals) to the municipal, energy and industrial end markets. We are also focused on value-added service providers in the water and wastewater treatment supply chain.

SIC / NAICS

221310, 221320, 333911, 334513, 334514, 423830, 423850, 424690

Key Words

Wastewater, Water, Water Resources, Filtration, Specialty Chemicals, Services, Distribution