

BLUE POINT CAPITAL PARTNERS

SUMMARY FACT SHEET

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

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1

OVERVIEW

BLUE POINT CAPITAL PARTNERS is a private equity firm that partners with entrepreneurs and management teams investing in and growing lower middle-market companies. Blue Point is currently investing from its third fund.

FUND HISTORY

Blue Point Capital Partners, L.P. (2000) - \$415M - 20 platforms acquired; 19 exited Blue Point Capital Partners II, L.P. (2006) - \$400M - 16 platforms acquired; 9 exited Blue Point Capital Partners III, L.P. (2014) - \$425M - 6 platforms acquired

Investing together for more than two decades, the principals of Blue Point have completed over 100 investments with a total transaction value of more than \$3 billion.

INVESTMENT CRITERIA

INVESTMENT FOCUS

- Partnering with exceptional management teams
- Companies with industry leadership positions
 Manufacturing, business services or value-added distribution sectors
- Opportunities for growth, either organically or through acquisition
- Prudent capital structures

SITUATIONS

- Recapitalizations of closely held or family-owned companies that provide liquidity to the sellers while allowing for continuing ownership and management
- Management-led buyouts of private companies
- Companies that need significant capital to fund internal growth or grow through completing add-on acquisitions

LEADERS IN THE MARKETS SERVED

TARGET SIZE

- Revenues of \$20M to \$200M
- EBITDA greater than \$5M (lower
- amounts for add-on acquisitions)

INVESTMENT SIZE

- Equity capital of \$10M to \$50M
- Transactions requiring under \$10M of equity considered where there is a clear strategy to deploy additional capital

SECTOR EXPERTISE

- Energy Services
- Engineered Components
- Environmental Services
- Industrial Outsourcing
- Processing (Metals and Plastics)
- Specialty Distribution

WHY BLUE POINT?

BLUE POINT seeks to partner with exceptional management teams focused on growth and transformative change. Blue Point looks for market leaders and niche dominant companies with \$20M to \$200M in revenue and where we share common strategic vision to generate significant equity appreciation during the course of our investment.

- Track record of successful management partnerships
- Transparent, efficient and timely transaction process, conducted with the highest levels of integrity
- Access to operating resources including Blue Point's Operating Executive Group (OEG) and Shanghai, China, office
- Strong working relationships based on regional proximity and style

PARTNERS











MARK MORRIS Seattle

SEAN WARD Cleveland

WWW.BLUEPOINTCAPITAL.COM

CHIP CHAIKIN DAVID GIVEN Cleveland/Shanghai Seattle JOHN KIRBY Cleveland JOHN LEMAY J Cleveland



BLUE POINT CAPITAL PARTNERS

SUMMARY FACT SHFFT

BLUE POINT IS INTERESTED IN REVIEWING POTENTIAL ADD-ON ACQUISITION **OPPORTUNITIES FOR** ANY OF OUR ACTIVE **INVESTMENTS.**

COMPANIES THAT MAY BENEFIT FROM A CHINA STRATEGY ARE ALSO OF INTEREST.

ADDITIONALLY, OUR ACTIVE SECTOR **INITIATIVES INCLUDE** THE FOLLOWING:

- » ENVIRONMENTAL SERVICES
- » SAFETY DISTRIBUTION AND SERVICES
- » UTILITY PRODUCTS AND SERVICES
- » WASTEWATER PRODUCTS AND **SERVICES**

BPCP II COMPANIES

ALCO MANUFACTURING*

www.alcomfqcorp.com Manufacturer of close tolerance precision machined steel components used in high pressure fluid power applications

LINESTAR SERVICES*

www.linestar.com Provider of pipeline integrity and construction services to energy infrastructure operators

THE LION BREWERY

www.lionbrewery.com Contract beverage packager

SELMET

www.selmetinc.com Manufacturer of complex titanium investment castings for the aerospace and defense industries

SHNIFR*

www.shnier.ca Full-service distributor of floor covering solutions in Canada

SMITH-COOPER*

www.smithcooper.com Designer, producer and value-added distributor of high quality pipe, valves and fittings

TRADEMARK GLOBAL*

www.trademarkglobal.com Virtual manufacturer, fulfillment service provider and wholesale distributor of branded and licensed products

BPCP III COMPANIES

AREA WIDE PROTECTIVE (AWP)* www.awptrafficsafety.com Professional traffic control design and execution services

HANDI QUILTER* www.handiquilter.com Designer, manufacturer and marketer of quilting machines, frames, tables and accessories

HILCO VISION*

www.hilco.com

Designer, manufacturer and distributor of eyewear and eye care accessories, supplies and equipment

J. AMERICA

www.jamericasportswear.com Designer and distributor of decorated and blank apparel and headwear

ORTHOLITE

J

www.ortholite.com Developer of high-performance comfort insoles and related shoe components

RUSSELL FOOD EQUIPMENT (RFE)*

www.russellfood.ca Distributor and manufacturer of foodservice equipment and supplies in Canada

INVESTMENT PROFESSIONALS (BY OFFICE)

CLEVELAND	
JOHN KIRBY	JOHN LEMAY
SEAN WARD	JIM MARRA Director Bus. Dev.**
ONATHAN PRESSNELL	JEFF ROBICH
SONALI AGGARWAL Associate	MATT BEESLEY Associate



SEATTLE DAVID GIVEN PARTNER

MARK MORRIS PARTNER

CHARLEY GEIGER VICE PRESIDENT

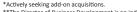
Shanghai

CHIP CHAIKIN*** PARTNER

DENNIS WU Executive Director

> Jason Xi VICE PRESIDENT

SOPHIA GU ASSOCIATE



*The Director of Business Development is an independent contractor on retainer with Blue Point. ***Chip Chaikin allocates his time between the Cleveland and Shanghai offices

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2

