



SUMMARY FACT SHEET

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

CLEVELAND

127 PUBLIC SQUARE
SUITE 5100
CLEVELAND, OH 44114
216.535.4700
216.535.4701 FAX

CHARLOTTE

201 SOUTH TRYON STREET
SUITE 850
CHARLOTTE, NC 28202
704.347.1111
704.347.1107 FAX

SEATTLE

1201 THIRD AVENUE
SUITE 3090
SEATTLE, WA 98101
206.332.9200
206.332.9209 FAX

SHANGHAI

SUITE 301, AZIA CENTER
1233 LUJIAZUI RING ROAD
PUDONG, SHANGHAI
200120 CHINA
86.21.5047.4700
86.21.5047.4705 FAX

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



CHIP CHAIKIN
Cleveland/Shanghai



DAVID GIVEN
Seattle



JOHN KIRBY
Cleveland



JOHN LEMAY
Cleveland



JULI MARLEY
Charlotte



MARK MORRIS
Seattle



SEAN WARD
Cleveland



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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.alcomfgcorp.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



SHNIER*

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

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		CHARLOTTE		SEATTLE		SHANGHAI	
JOHN KIRBY PARTNER	JOHN LEMAY PARTNER	JULI MARLEY PARTNER	DAVID GIVEN PARTNER	CHIP CHAIKIN*** PARTNER		DENNIS WU EXECUTIVE DIRECTOR	
SEAN WARD PARTNER	JIM MARRA DIRECTOR BUS. DEV.**	BRIAN CASTLEBERRY PRINCIPAL	MARK MORRIS PARTNER	CHARLEY GEIGER VICE PRESIDENT		JASON XI VICE PRESIDENT	
JONATHAN PRESSNELL PRINCIPAL	JEFF ROBICH VICE PRESIDENT	MATT BEESLEY ASSOCIATE	SONALI AGGARWAL ASSOCIATE		SOPHIA GU ASSOCIATE		

*Actively seeking add-on acquisitions.

**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.