

**Blue Point Capital Partners** is a private equity firm that partners with entrepreneurs and management teams to invest equity capital in niche dominant, lower middle-market industrial, business services, consumer or value-added distribution companies. The principals of Blue Point have been investing together for more than two decades and completed over 130 investments with a total transaction value of over \$8 billion.

## Fund History

Blue Point Capital Partners, L.P. (2000): \$415MM – 20 platforms and 12 add-ons; all realized  
 Blue Point Capital Partners II, L.P. (2006): \$400MM – 16 platforms and 19 add-ons; 15 realized  
 Blue Point Capital Partners III, L.P. (2014): \$425MM – 12 platforms and 34 add-ons; 6 realized  
 Blue Point Capital Partners IV, L.P. (2018): \$731MM – 12 platforms and 10 add-ons; 1 realized

## Why Blue Point?

- Long track record of partnering with exceptional management teams and companies with industry leading positions
- Strong partnerships with family- or entrepreneur-owned businesses to drive growth while respecting the owner’s legacy
- Transparent, efficient and timely transaction process, conducted with the highest levels of integrity
- Strategic and economic resources of a global organization, while remaining an approachable firm with regional presence
- Unique toolkit that supports management teams and builds value

## Recognitions



## Investment Criteria

### Revenue

\$30MM - \$300MM

### EBITDA

\$7MM - \$50MM  
*(No minimum for add-on acquisitions)*

### Equity Capital

\$40MM - \$150MM

### Geography

- United States
- Canada

### Transaction Types

- Family-Owned & Closely Held
- Buyout & Recapitalizations
- Buy & Build

## Sector Focus

### Industrial

- Aerospace & Defense
- Auto Aftermarket
- Chemicals
- Engineered Products
- Industrial Technology
- Niche Manufacturing
- Packaging

### Consumer

- Apparel & Footwear
- E-Commerce
- Food, Beverage & Agriculture
- Household Products
- Outdoor & Enthusiast Products

### Business Services

- Environmental Services
- Facility Services
- Industrial Maintenance
- Outsourced Services
- Safety, Testing & Inspection
- Specialty Consulting
- Tech-Enabled Services
- Transportation & Logistics

### Value-Added Distribution

- Consumer
- Healthcare
- Industrial

## Blue Point Toolkit

### Supply Chain / Asian Strategies

- Supply chain strategy, efficiency and cost expertise
- Asia based teams supports revenue growth, product development and sourcing initiatives

### Data & Digital

- Pricing optimization
- Inventory management
- Digital marketing and e-commerce
- Customer and product analytics

### Human Capital

- Human capital strategy and planning
- Talent acquisition, assessment and management
- Culture and employee engagement
- Diversity, equity and inclusion

### M&A (44 add-ons across BPCP III & IV)

- Geographic or customer expansion
- Complementary and new product offerings
- Cost synergies and scale

### Operating Executive Group (OEG)

- Diverse network of industry and functional experts
- Work closely with portfolio management teams

## Investment Team

### Cleveland

Chip Chaikin* Partner	John LeMay Partner	Jonathan Pressnell Partner	Jeff Robich Partner	Sean Ward Partner
Charley Geiger Principal	Rick Soukup Principal	Evan Cottingham Vice President	Ricky Kertis Senior Associate	
Kimberly Reed Managing Director, Talent	Megan Kneipp** Managing Director, Bus. Development	Jim Marra Dir. of Bus. Development***		
Lance Curtis Associate	Bobby Exler Associate	Nishant Jain Associate	Joe Wavering Associate	

### Charlotte

Juli Marley Partner
Brian Castleberry Partner
Keith Durante Senior Associate

### Seattle

Tye Howell Managing Director, Data & Digital
Zoe Schackel Associate, Business Development

### Shanghai

Dennis Wu Managing Director
Jackie Zhang Vice President

\*Chip Chaikin oversees the Shanghai office.

\*\*Megan Kneipp is located in Dallas, sharing time in Cleveland.

\*\*\*The Director of Business Development is an independent contractor on retainer with Blue Point.

Business Model	Portfolio Company	Business Description	Add-on Target Profile
<b>Industrial</b>			
	<b>Gesco Group of Companies</b> Investment Date: March 2013 HQ: Toronto, ON, Canada Fund: BPCP II	<b>Building Products Distribution</b> Distributor of floor covering solutions in Canada	<ul style="list-style-type: none"> <li>– Expand customer and product synergies</li> <li>– Supplement core markets and products</li> </ul>
	<b>Russell Hendrix</b> Investment Date: September 2015 HQ: Vancouver, BC, Canada Fund: BPCP III	<b>Foodservice Equipment Distribution</b> Distributor and manufacturer of foodservice equipment and supplies (FE&S) in Canada	<ul style="list-style-type: none"> <li>– FE&amp;S distributors serving complementary geographies and customer segments</li> <li>– Food service parts and service companies</li> </ul>
	<b>SASE Company</b> Investment Date: August 2017 HQ: Kent, WA Fund: BPCP III	<b>Niche Manufacturing</b> Manufacturer and distributor of equipment, consumables and spare parts used in concrete polishing	<ul style="list-style-type: none"> <li>– Complementary products used in concrete polishing</li> <li>– Expand international presence</li> </ul>
	<b>Consolidated Precision Products (CPP)</b> Investment Date: August 2018 HQ: Cleveland, OH Fund: BPCP IV	<b>Aerospace &amp; Defense</b> Manufacturer of engineered components for the commercial aerospace and defense markets	<ul style="list-style-type: none"> <li>– Add strategic capabilities</li> </ul>
	<b>VRC Engineered Solutions</b> Investment Date: August 2019 HQ: Milwaukee, WI Fund: BPCP IV	<b>Engineered Products</b> Manufacturer of custom molded rubber, plastic and sealing components	<ul style="list-style-type: none"> <li>– Expand product offerings</li> <li>– Enhance processes and manufacturing capabilities</li> <li>– Diversify end markets</li> </ul>
	<b>Mattco Forge, Inc.</b> Investment Date: December 2019 HQ: Paramount, CA Fund: BPCP IV	<b>Aerospace &amp; Defense</b> Designer and manufacturer of engineered forged metal products for the aerospace and defense industry	<ul style="list-style-type: none"> <li>– Insource third-party processing</li> <li>– Enhance forging capabilities</li> <li>– Expand manufacturing capacity</li> </ul>
	<b>Transtar</b> Investment Date: January 2021 HQ: Walton Hills, OH Fund: BPCP IV	<b>Auto Aftermarket Distribution</b> Distributor of aftermarket automotive driveline and transmission components	<ul style="list-style-type: none"> <li>– Expand product portfolio</li> <li>– Increase access to the remanufactured market</li> </ul>
	<b>Brimar Industries, LLC</b> Investment Date: November 2021 HQ: Garfield, NJ Fund: BPCP IV	<b>Niche Manufacturing; E-Commerce</b> Designer and manufacturer of safety signs, labels, pipe markers, traffic/parking signs and related accessories	<ul style="list-style-type: none"> <li>– Strong e-commerce presence or direct sales strategy</li> <li>– Complementary product categories</li> <li>– Recurring revenue and customer profile</li> </ul>
<b>Business Services</b>			
	<b>Sylvan Group (Sylvan)</b> Investment Date: March 2018 HQ: Pontiac, MI Fund: BPCP III	<b>Industrial Maintenance</b> Pipe installation & fabrication, millwright & rigging, electrical, boiler & turbine contracting and maintenance services	<ul style="list-style-type: none"> <li>– Diversify customer base and end markets</li> <li>– Broaden geographic reach</li> <li>– Expand services offerings and recurring maintenance</li> </ul>
	<b>TAS Environmental Services</b> Investment Date: May 2019 HQ: Fort Worth, TX Fund: BPCP IV	<b>Environmental Services</b> Environmental and industrial cleaning, maintenance and remediation services	<ul style="list-style-type: none"> <li>– Expand service offering</li> <li>– Increase geographic reach</li> </ul>
	<b>Stax Inc.</b> Investment Date: November 2021 HQ: Boston, MA Fund: BPCP IV	<b>Specialty Consulting</b> Provider of analytically-driven strategy consultation services	<ul style="list-style-type: none"> <li>– Strong, niche consulting practices</li> <li>– Add complementary service offerings</li> <li>– Increase access to additional geographic markets</li> </ul>
	<b>National OnDemand</b> Investment Date: December 2021 HQ: Burlington, NC Fund: BPCP IV	<b>Telecom Services</b> Provider of outsourced service solutions for communications and utilities infrastructure customers	<ul style="list-style-type: none"> <li>– Expand geographical reach</li> <li>– Add complementary service offerings</li> <li>– Diversify customer mix</li> </ul>
<b>Consumer</b>			
	<b>Premier Needle Arts (PNA)</b> Investment Date: December 2014 HQ: North Salt Lake, UT Fund: BPCP III	<b>Enthusiast Products</b> Distributor, manufacturer and online retailer of quilting, sewing, knitting and other craft products	<ul style="list-style-type: none"> <li>– Expand into new hobbyist markets</li> <li>– Add complementary consumable products</li> <li>– Broaden sales channels and geographic reach</li> </ul>
	<b>Spector &amp; Co.</b> Investment Date: March 2018 HQ: Montreal, QC, Canada Fund: BPCP III	<b>Consumer Products</b> Distributor of writing instruments, journals, bags and other business gifts to the promotional industry in North America	<ul style="list-style-type: none"> <li>– Provide core or near-adjacent promotional product categories</li> <li>– Enhance customer relationships</li> </ul>
	<b>Next Level Apparel</b> Investment Date: August 2018 HQ: Gardena, CA Fund: BPCP III & IV	<b>Apparel</b> Designer and supplier of quality, casual apparel to the promotional product, ad specialty and other decorated apparel markets	<ul style="list-style-type: none"> <li>– Expand internationally</li> <li>– Add complementary products</li> </ul>
	<b>Country Pure Foods, Inc.</b> Investment Date: December 2019 HQ: Akron, OH Fund: BPCP IV	<b>Food &amp; Beverage</b> Manufacturer and distributor of branded and private label beverage products	<ul style="list-style-type: none"> <li>– Expand product portfolio</li> <li>– Increase customer reach in food service and grocery channels</li> </ul>
	<b>Weaver Leather</b> Investment Date: March 2021 HQ: Mt. Hope, OH Fund: BPCP IV	<b>Enthusiast Products</b> Distributor and manufacturer of a broad line of branded and non-branded enthusiast products	<ul style="list-style-type: none"> <li>– Strong brands in existing niche categories</li> <li>– Expand product portfolio</li> <li>– Increase access to new adjacent enthusiast categories</li> </ul>