



National presence. Regional focus.

Companies with Value-Creation Opportunities in the China Market

Office 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.

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.

Existing Blue Point Investments

Callison Architecture, Legend Brands, Quality Synthetic Rubber

Key Words

China, Sourcing

Energy Products and Services

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.

Investment Interest

This initiative targets middle market companies servicing the expanding network of midstream and downstream gas 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.

SIC / NAICS

1623, 1382, 1311, 1389

Key Words

Pipeline Services, Gas Distribution, Power Generation, Integrity

Environmental Services

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.

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.

SIC / NAICS

541620, 541330, 562910

Key Words

Environmental, Water Resources, Remediation, Industrial Hygiene



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Government Services

Initiative Overview

Blue Point is actively seeking platform investments in the government services industry, specifically focused on companies that are engaged in program management, contract administration, and outsourced services to and on behalf of local, state, and federal agencies.

Investment Interest

This initiative targets companies providing government services. Blue Point has a particular interest in companies serving socially focused agencies (e.g. HUD, HHS) as well as select defense and intelligence niches.

SIC / NAICS

Varies

Key Words

Government Services, Government Contracting, Outsourced Service Provider

Highly Engineered Components

Initiative Overview

Blue Point has a special interest, as well as significant investment experience, in value-added manufacturers of highly engineered parts and components for the aerospace, military/defense, electronics, industrial and medical industries.

Investment Interest

This initiative targets recapitalizations and sales of privately owned companies as well as corporate spin-offs of non-core business units or divisions lacking an executive management team. Blue Point has a particular interest in underperforming companies in the target space that would benefit from our operational expertise as well as our China office and resources.

SIC / NAICS

3711, 3469 / 33637, 332116

Key Words

Metal Parts, Specialty Metals, Engineered Assemblies, Interconnect Solutions, Electronic Interfaces

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 construction-related 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



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Transportation and Logistics

Initiative Overview

Blue Point has investment experience and continuing interest in service providers in the transportation and logistics industry.

Investment Interest

Blue Point anticipates the transportation and logistics sector will benefit from the following trends: increased offshore sourcing of inputs and consumer goods, continued outsourcing by major corporations, increased reliance on integrated logistics services, and industry consolidation. Blue Point has a particular interest in non-asset based companies with operations based in the U.S.

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 which 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