

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 manufacturing, 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 170 investments with a total transaction value of more than \$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; 14 realized
 Blue Point Capital Partners III, L.P. (2014): \$425MM – 12 platforms and 24 add-ons; 2 realized
 Blue Point Capital Partners IV, L.P. (2018): \$731MM – 5 platforms and 2 add-ons

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

2019 Recognitions



Investment Criteria

Revenue

\$20MM - \$300MM

EBITDA

\$5MM - \$40MM
(No minimum for add-on acquisitions)

Equity Capital

\$25MM - \$150MM

Geography

- United States
- Canada

Transaction Types

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

Blue Point Toolkit

Asian Strategies

- Asia-based team works with our portfolio companies
- Supply chain, revenue stream and market strategies
- Product development
- Speed to market

Data & Digital

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

M&A (24 add-ons in BPCP III)

- Geographic expansion
- Complementary and new product offerings
- Customer expansion
- Cost synergies and scalability

Operating Executive Group (OEG)

- Diverse network of industry experts
- Work closely with our portfolio management teams
- Systematic approach to growth initiatives, operational improvements and add-on acquisitions

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
- Transportation & Logistics
- Tech-Enabled Services

Value-Added Distribution

- Consumer
- Healthcare
- Industrial

Investment Team

Cleveland

Chip Chaikin*
Partner

John LeMay
Partner

Sean Ward
Partner

Charley Geiger
Principal

Jonathan Pressnell
Principal

Jeff Robich
Principal

Rick Soukup
Senior Associate

Megan Kneipp**
Head of Bus. Development

Jim Marra
Director of Bus. Development***

Evan Cottingham
Associate

Bobby Exler
Associate

Bobby Grebenc
Associate

Michael Liu
Associate

Brad Shoger
Associate

Charlotte

Juli Marley
Partner

Brian Castleberry
Principal

Seattle

Mark Morris
Partner

Tye Howell
Managing Director
of Data & Digital

Shanghai

Dennis Wu
Managing Director

Laurie Kong
Senior Associate

*Chip Chaikin oversees the Shanghai office.

**Megan Kneipp shares time in Dallas.

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

Business Model	Portfolio Company	Business Description	Add-on Target Profile
Manufacturing			
	The Lion Brewery Investment Date: October 2007 HQ: Wilkes-Barre, PA Fund: BPCP II	Beverage Contract beverage producer	– Currently not exploring add-ons
	Italian Rose Gourmet Products Investment Date: November 2017 HQ: West Palm Beach, FL Fund: BPCP III	Food Manufacturer and distributor of salsas, dips, sauces and spreads	– Branded salsas, dips and spreads – Manufacturers of fresh, refrigerated products sold in the grocery, club and foodservice channels
	SASE Company Investment Date: August 2017 HQ: Kent, WA Fund: BPCP III	Industrial Manufacturer and distributor of equipment, consumables and spare parts used in concrete polishing	– Complementary products used in concrete polishing – Expand international presence
	Consolidated Precision Products (CPP) Investment Date: August 2018 HQ: Cleveland, OH Fund: BPCP IV	Aerospace & Defense Manufacturer of engineered components for the commercial aerospace and defense markets	– Add strategic capabilities
	VRC Holdings Investment Date: August 2019 HQ: Milwaukee, WI Fund: BPCP IV	Industrial Manufacturing Manufacturer of custom molded rubber, plastic and sealing components	– Expand product offerings – Enhance processes and manufacturing capabilities – Diversify end markets
Business Services			
	Area Wide Protective (AWP) Investment Date: June 2015 HQ: Canton, OH Fund: BPCP III	Outsourced Services Professional traffic control design and execution services	– Expand geographical reach – Diversify service offerings – Identify complementary products
	Fire & Life Safety America (FLSA) Investment Date: February 2017 HQ: Richmond, VA Fund: BPCP III	Safety, Testing & Inspection Fire and life safety system inspection, repair and installation services	– Majority service companies – Increase density of geographic footprint – Broaden service offerings and customer base
	FM Sylvan (FMS) Investment Date: March 2018 HQ: Pontiac, MI Fund: BPCP III	Industrial Maintenance Pipe installation & fabrication, millwright & rigging, electrical, boiler & turbine contracting and maintenance services	– Diversify customer base and end markets – Broaden geographic reach – Expand services offerings and
	Kendall Vegetation Services Investment Date: December 2018 HQ: Lawrenceville, GA Fund: BPCP IV	Outsourced Services Vegetation management services to rural electric co-ops, investor-owned utilities and public municipal utilities	– Broaden service offerings – Provide access to adjacent markets
	TAS Environmental Services Investment Date: May 2019 HQ: Fort Worth, TX Fund: BPCP IV	Environmental Services Environmental and industrial cleaning, maintenance and remediation services	– Expand service offering – Increase geographic reach
Distribution			
	Gesco Group of Companies Investment Date: March 2013 HQ: Brampton, ON Fund: BPCP II	Building Products Distributor of floor covering solutions in Canada	– Expand customer and product synergies – Supplement core markets and products
	Russell Hendrix Investment Date: September 2015 HQ: Vancouver, BC Fund: BPCP III	Food & Beverage Distributor and manufacturer of foodservice equipment and supplies in Canada	– FE&S distributors serving complementary geographies and customer segments – Foodservice parts and service companies
	Premier Needle Arts (PNA) Investment Date: December 2014 HQ: North Salt Lake, UT Fund: BPCP III	Enthusiast Products Distributor, manufacturer and online retailer of quilting, sewing, knitting and other craft products	– Expand into new hobbyist markets – Add complementary consumable products – Broaden sales channels and geographic reach
	Spector & Co. Investment Date: March 2018 HQ: Montreal, QC Fund: BPCP III	Consumer Products Distributor of writing instruments, journals, bags and other business gifts to the promotional industry in North America	– Provide core or near-adjacent promotional product categories – Enhance customer relationships
	Vetta Investment Date: March 2016 HQ: Columbus, OH Fund: BPCP III	Apparel Designer and distributor of decorated and blank apparel and headwear	– Apparel and headwear companies servicing collegiate licensing or wholesale blank channel – Complementary product categories
	Next Level Apparel Investment Date: August 2018 HQ: Gardena, CA Fund: BPCP III & IV	Apparel Designer and supplier of quality, casual apparel to the promotional product, ad specialty and other decorated apparel markets	– Expand internationally – Add complementary products