



Senior Investment Team

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Who We Are

Blue Sage Capital is an Austin, Texas-based private equity firm with over \$450 million in capital under management specializing in growth, recapitalization and buyout financings of lower middle-market companies. Our investment approach is focused on partnership with founders and management teams as we seek to invest in leading businesses as the first round of institutional capital.

Investment Criteria

Niche Market Leaders: Long-term defensible competitive advantages, high barriers to entry, differentiated product or service offering, and quality, motivated managers.

Proven & Growing Companies: Proven business models, strong recurring cash flow, and demonstrated growth potential.

Founder, Family and Management-Owned Businesses: We look to partner with founders and management teams as the first round of institutional capital, providing intellectual and financial capital to enable companies to achieve their full potential.

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|---------------------------|---|
| Company Size | <ul style="list-style-type: none">• EBITDA: \$4 million to \$15 million• Revenue: \$20 million to \$125 million• Total Enterprise Value: \$20 million to \$150 million |
| Equity Investment | <ul style="list-style-type: none">• \$20 to \$40+ million• Investing from Blue Sage Capital III, L.P. (\$300mm fund) |
| Transaction Types | <ul style="list-style-type: none">• Control buyout investments and recapitalizations• Flexibility to offer solutions across the capital stack• Long-term investment focus (avg. hold period is 5-8 years) |
| Industry Verticals | <ul style="list-style-type: none">• Specialty services• Niche manufacturing• Environmental solutions |



**Exited investments*

Niche Manufacturing



All-State Industries

Manufacturer of non-metallic components for industrial & specialty vehicle OEMs. (February 2019)



Ligchine International

Designer and manufacturer of laser-guided concrete boom screeds. (July 2018)



Americo Manufacturing*

Manufacturer of floor cleaning pads, specialty nonwovens and floor matting products. (December 2017)



Magnum Systems

Designer and manufacturer of pneumatic conveying and material handling equipment. (October 2016)



Timber Automation

Manufacturer of equipment and systems for the forest products and biomass industries. (August 2015)



Marine Accessories Corporation*

Designer and manufacturer of wakeboard towers and canvas covers. (July 2015 – June 2018)



Parker School Uniforms*

Manufacturer and distributor of school uniforms. (August 2008 – June 2015)



MultiCam*

Manufacturer and distributor of CNC cutting machines. (April 2008 – May 2014)



Fusion Specialties*

Designer and manufacturer of custom mannequins. (February 2007 – June 2013)



Primus Sterilizer*

Designer and manufacturer of steam sterilizers. (December 2006 – November 2018)



C&M Conveyor*

Designer, manufacturer and installer of material handling systems for the corrugated, folding carton and commercial printing industries. (July 2006 – May 2018)



Via Seating*

Designer and manufacturer of office seating products. (September 2005 – October 2014)

Specialty Services



Cobra Legal Solutions

Provider of legal services including eDiscovery technology services, eDiscovery managed review, contracts management and legal research. (April 2021)



Impact Property Solutions

Provider of quick-turn flooring and countertop replacement services to multifamily owners and operators throughout the Southern U.S. (December 2020)



Barricades Unlimited

Provider of traffic control, pavement marking, guardrail installation and related equipment rentals and sales. (June 2020)



BACOM*

Provider of installation, modification, construction, and maintenance services for wireless communication infrastructure. (December 2016)



Hoak Media*

Operator of network affiliated television stations. (January 2007 – June 2014)



Gattis Pizza*

Operator and franchisor of retail pizza restaurants. (November 2004 – June 2015)



OmniFlight*

Provider of medical air transport services. (September 2004 – November 2005)



Environmental Design*

Specialty tree transplantation services. (April 2004 – December 2011)

Environmental Solutions



Frontier Waste Solutions

Provider of solid waste services to municipal, residential, commercial and industrial markets in Texas. (April 2017)



Cobalt Environmental Solutions*

Provider of oilfield wastewater disposal services. (April 2014 – May 2019)



R360*

Provider of non-hazardous oilfield waste treatment, recovery and disposal services. (July 2010 – October 2012)



Controlled Recovery (CRI)*

Provider of oil and gas waste disposal services. (November 2006 – July 2010)



Ashbrook Simon-Hartley*

Provider of liquid and solid separation technologies to the wastewater industry. (January 2005 – July 2012)