



**We are an Austin, Texas-based private equity firm that partners with management teams to grow outstanding middle-market companies.**

## **Who We Are**

With over \$400 million in assets under management, we specialize in growth, recapitalization and buyout financings of lower middle-market companies.

## **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. The companies we target have:

- EBITDA of \$4 million to \$15 million
- Revenues of \$20 million to \$125 million
- Enterprise Values of \$20 million to \$150 million

**Founder-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.

**Three Industry Verticals:** Niche Manufacturing • Specialty Services • Environmental Solutions

**Flexibility:** We aim to invest \$20 to \$40 million in control buyout investments and recapitalizations, but we have the flexibility to offer solutions across the capital stack.

**Long-Term Orientation:** We believe it takes time to add value. Our average hold period is between five and eight years.

**For Investment Opportunities:** [opportunities@bluesage.com](mailto:opportunities@bluesage.com)

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# Fund III Portfolio Companies



Des Moines, IA  
*Active since February 2019*  
Manufacturer of non-metallic components for industrial equipment & specialty vehicle OEMs

*\*Fund II & Fund III investment*



Lubbock, TX  
*Active since June 2020*  
Provider of traffic control, pavement marking, guardrail installation and related equipment rentals and sales



# Fund II Portfolio Companies



Des Moines, IA  
*Active since February 2019*  
Manufacturer of non-metallic components for industrial equipment & specialty vehicle OEMs

*\*Fund II & Fund III investment*



Darien, WI  
*Active since July 2018*  
Designer and manufacturer of laser-guided boom screeds to flatten and level concrete



Acworth, GA  
*Active since December 2017*  
Manufacturer of floor maintenance pads and commercial and retail floor matting products



Dallas, TX  
*Active since April 2017*  
Provider of solid waste services to municipal, residential, commercial and industrial Texas markets



Albuquerque, NM  
*Active since December 2016*  
Provider of installation, modification, construction, and maintenance services for wireless communication infrastructure



Kansas City, KS  
*Active since October 2016*  
Designer and manufacturer of pneumatic conveying, packaging and container handling equipment



Hot Springs, AR  
*Active since August 2015*  
Manufacturer and supplier of equipment and systems for the forest products and biomass industries



Maryville, TN  
*July 2015 - June 2018*  
Designer and manufacturer of wakeboard towers, canvas covers and accessories



Ardmore, OK  
*April 2014 - May 2019*  
Provider of disposal services for wastewater for the oil and gas industry

*\*\*\*Exited investments*



# Fund I Portfolio Companies



Addison, TX | 2004-2005



Hobbs, NM | 2006-2010



Tomball, TX | 2004-2011



Houston, TX | 2005-2012



Houston, TX | 2010-2012



Broomfield, CO | 2007-2013



Dallas, TX | 2008-2014



Dallas, TX 2007-2014



Sparks, NV | 2005-2014



Austin, TX | 2004-2015



Houston, TX | 2008-2015



Mitchell, IN | 2006-2018



Omaha, NE | 2006-2018

*\*\*\*Exited investments*

No minimum size for add-ons; contact us at [opportunities@bluesage.com](mailto:opportunities@bluesage.com)