

## PRIMARY CONTACTS

**Andy Boswell**

(561) 655-8400 x123  
aboswell@blueseacapital.com

**Scott Kirkendall**

(561) 655-8400 x104  
skirkendall@blueseacapital.com

**Rick Wandoff**

(561) 655-8400 x101  
rwandoff@blueseacapital.com

## INDUSTRIAL GROWTH OVERVIEW

### DESIRED CHARACTERISTICS

- Niche market leadership
- Brand identity and strength
- Differentiated, value-added products, services and capabilities
- Diversified customer base, products and/or end markets
- Cyclically resilient businesses with robust margins and free cash flow, with opportunities for improvement
- Talented and high-integrity management teams

### THEMES

- Beneficiaries of:
  - Growing end markets - domestic and globally
  - New or evolving technologies
  - Outsourcing trends
- Fragmented sectors poised for consolidation or emerging leaders
- Recurring revenue business models
- Well-positioned businesses with the opportunity to become industry leaders

### TARGET SECTORS

- Advanced materials & composites
- Building products
- Coating, processing & plating
- Complex machining & assembly
- Contract manufacturing
- Diversified manufacturing
- Electronics & sensors
- Filtration & water management
- Flow control
- Industrial automation & technology
- Industrial distribution & services
- Metal 3D printing
- Packaging & plastics
- Test & measurement

