



# BLUEJAY CAPITAL

INVESTING IN TRANSPORTATION & LOGISTICS

Operationally focused capital actively investing in Transportation & Logistics businesses led by a team of industry executives

## Investment Criteria

### EBITDA

Negative to \$10M

### Enterprise Value

Up to \$100M  
Sweet spot \$10 - \$30M

### Geography

U.S. - Based

### Transaction Type

Flexible  
Majority preferred

## Sector Focus



Trucking



Rail



Logistics



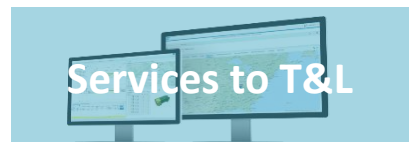
Ports



Warehousing



Distribution



Services to T&L

## Why Partner With Bluejay

### • **Transportation & Logistics Is What We Do**

Decades of first-hand experience owning, running, buying and selling businesses in the sector

### • **Not Simply a Capital Provider**

Industry executives with a proven ability to execute improvements and achieve growth

### • **Successful Co-Investors**

We put skin in the game to align our interests with our partners

### • **Creative Capital Solutions**

Flexible transaction structures that satisfy owners, management teams and capital partners



Your Partner in  
**TRANSPORTATION**



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## Senior Investment Team

- Over 50 years of combined M&A and C-level management experience owning, running, buying and selling transportation and logistics companies
- Advised eminent institutions in the industry such as Macquarie, EQT, Capitala, Harbert, OmniTRAX and Schlumberger
- Evaluated and/or closed 500+ transactions from strategic, family office and financial perspectives
- Intimate knowledge of the industry and deep relationships with strategic and financial partners that only come from decades of experience in the space

## Representative Investment



### LTX Solutions - Growth Capital

Realized

Bluejay Capital provided growth capital for LTX Solutions and later sold its equity stake to Redwood Logistics, a portfolio company of CI Capital Partners, in 2019

## Operational Value Added

- Actively assisted in the sale of the asset divisions of LTX and reorganized the banking relationships
- Implemented a strategic transformation to an asset-light model utilizing robotic technology to gain efficiencies

## About LTX Solutions (LTX)

LTX is a tech-enabled LTL freight-management and supply chain solutions provider based in Atlanta, Georgia

**Billy Hart** | Managing Partner  
billy.hart@bluejay-advisors.com  
(904) 571-3609

**James Samuelsen, CFA** | Vice President  
james.samuelsen@bluejay-advisors.com  
(605) 863-0028

**Josh Putterman** | Managing Partner  
josh.putterman@bluejay-advisors.com  
(904) 631-8427

**Reid Stack** | Senior Associate  
reid.stack@bluejay-advisors.com  
(561) 512-2388

Jacksonville Beach, FL

Denver, CO

www.bluejay-advisors.com