

News In Brief

Portfolio Statistics as of 6/30/2020:

- 36 Equity investments
- 7.8% International equities
- Core portfolio average holding period 3-5 years

Top 5 Equity Investments:

- 9.6% Microsoft
- 5.7% Mastercard
- 5.5% Amazon
- 4.6% Facebook
- 4.5% Insulet
- 29.9% Net Assets

Blue Point's Cumulative Return

Since its inception on 12/31/06, Blue Point's quarterly, time-weighted return net of fees is **383.00%**. On a \$1,000,000 investment, the dollar value of Blue Point's Total Return net of fees is \$4,830,030 versus the \$2,905,570 Total Return of the S&P 500. The active manager value-add is \$1,924,460.

Time Weighted Return as of 12/31/19:

- 1 Year Blue Point TR 34.84%
- 1 Year S&P 500 TR 31.49%
- 3 Year Blue Point TR 65.14%
- 3 Year S&P 500 TR 53.17%
- 5 Year Blue Point TR 93.32%
- 5 Year S&P 500 TR 73.86%

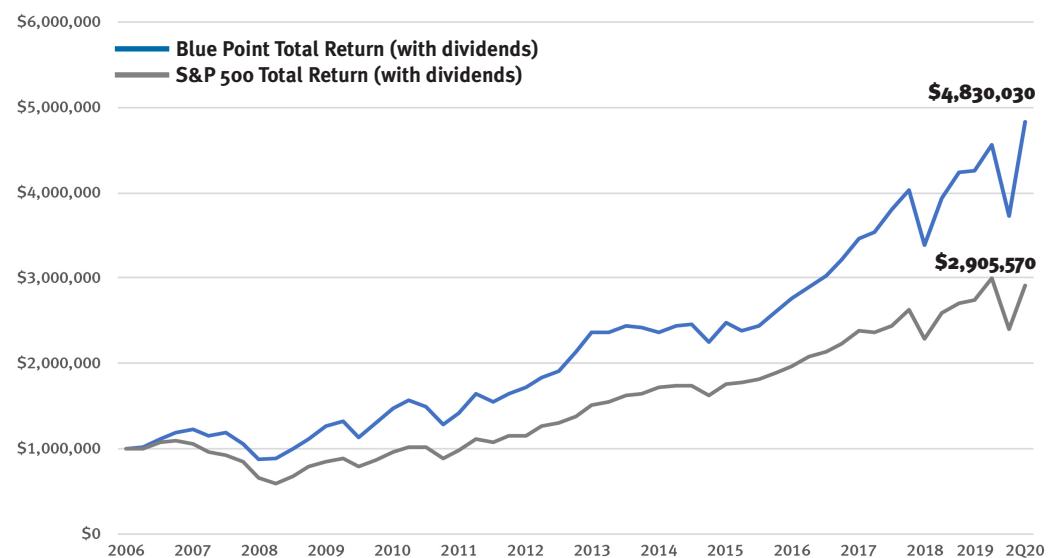
Portfolio Manager

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Performance Summary

Blue Point is pleased to report exceptional performance for the second quarter. The dislocation in the financial markets created opportunities to make new investments in the digital economy. During the second quarter, Blue Point's model portfolio, applied to separately managed accounts, increased 29.71% net of fees. The Total Return of the S&P 500, which includes dividends, was 20.54%. Blue Point outperformed the benchmark by an impressive 9.17% during the second quarter. Investments in companies that support a digital economy and healthcare outperformed.



Graph footnote: Total Return (TR), includes the reinvestment of dividends.

Disclosures: Performance of the separate accounts can differ substantially from the performance of Blue Point's model portfolio due to timing of entry, whether account is taxable or non-taxable, and the timing of withdrawals. Returns include accrued income since 9/30/14. Past performance does not guarantee future results. The standard investment adviser fee schedule is 1.0% on the first \$3 million, 0.85% on the next \$7 million, 0.75% thereafter. There is no stated account minimum, but the relationship needs to be mutually beneficial. The investment adviser fees are negotiable and may be waived. Blue Point Investment Management, LLC, is a Maryland registered investment adviser. To receive a copy of Blue Point's ADV Part 2, call 443-600-8050.

Market Outlook

➤ **Growth in the Digital Economy** – Restrictions associated with the virus are forcing digital engagement at unprecedented levels. Remote working is now the norm, digital purchases define consumer activity, and video interaction has become the new social, business and education standard.

➤ **Unexpected Productivity Gains** – Consumers, businesses and healthcare professionals are learning to work more efficiently. Distribution systems are being rationalized, businesses are seeing dramatically less need for business travel, and healthcare professionals are embracing video conferencing.

➤ **Recession** – Central bank stimulus and fiscal stimulus have created a disconnect between the real economy and financial markets. The real economy is struggling with virus restrictions that are stalling consumer activity, businesses and schools. An important offset is the pipeline of potential treatments and vaccines are growing.

➤ **Political Uncertainty** – Planning requires some level of certainty about what the future holds. The Chinese government is ending the remarkable success that was Hong Kong, while threatening Taiwan. The earlier lack of disclosure about the virus was disappointing and strongly contributed to the global pandemic we have today. International uncertainty is compounded by internal divisions and election politics.

A Global Perspective

Blue Point Investment Management offers equity-oriented growth with a global perspective. The investment discipline seeks Growth at a Reasonable Price. Each client account is managed separately.

The Growth At a Reasonable Price (GARP) investment strategy is a blend of active growth and value investing. As a rule, value investors focus on the price of the security, the numerator of the P/E ratio, while growth investors focus on earnings offered by the security, the denominator of the P/E ratio. GARP represents a blended approach and is often referred to as a market-oriented investment strategy.

Blue Point identifies sustainable, long-term trends through macro-economic research. From there, Blue Point uses fundamental research to identify and invest in companies that stand to benefit from favorable trends. Investments are geared towards long-term value creation while preserving capital.

Blue Point seeks equity-oriented growth while actively managing the downside risk. Under normal circumstances, Blue Point invests at least 60% of its net assets in domestic U.S. securities. This global approach offers significant investment opportunities here and abroad. In times of market crisis,

adjustments to portfolio holdings will be made that best serve the preservation of capital while seizing investment opportunities. Cash is used as an asset class in portfolio construction.

Each separately managed account stays in the client's name providing complete transparency. Blue Point receives no commission or compensation that would create a conflict of interest. To further ensure the alignment of interests, Blue Point's portfolio manager invests in the same Blue Point model portfolio as clients.

Blue Point's Thirteen Year Performance

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Blue Point Total Return net of fees	23.04%	-28.78%	44.08%	17.26%	-4.55%	21.69%	37.05%	0.12%	5.27%	11.21%	25.51%	-2.42%	34.84%
S&P 500 Total Return	5.49%	-37.00%	26.46%	15.06%	2.11%	16.00%	32.39%	13.69%	1.38%	11.96%	21.83%	-4.38%	31.49%
Blue Point vs. Benchmark	17.55%	8.22%	17.62%	2.20%	-6.66%	5.69%	4.66%	-13.57%	3.89%	-0.75%	3.67%	1.96%	3.36%



THE MANAGER'S CORNER

PORTFOLIO MANAGER:

Niall H. O'Malley (pictured) is the founder and Managing Director of Blue Point Investment Management, which manages accounts on a separate account basis. Niall has an MBA from George Washington University in Finance and Investments with minors in Business Law and Taxation. All of these activities build on strong professional experience working for buy-side firms, consulting, and over seven years with a top-ten U.S. commercial bank. Prior to starting Blue Point, Niall was a Vice President of Credit & Risk Management at SunTrust Bank.

He passed Level II of the Chartered Financial Analyst examination in 2005, and holds the Series 65 License from FINRA.

Niall regularly speaks to CFA Society, university and investment groups. He served on the Board and the Program Committee of the CFA Society Baltimore for 13 years, and now serves on the Society's Advisory Board. Niall served as President of the CFA Society Baltimore from 2009-2010, and founded the Baltimore Business Review. He served as Co-Editor of the Baltimore Business Review for eight years and continues to be a contributor. Niall has taught

Investments and Equity Security Analysis as an Adjunct Professor at Towson University, College of Business and Economics.

EQUITY RESEARCH INTERNS:

Brandon Baginski is a candidate for a Bachelor of Science in Business Administration with a concentration in Finance at Towson University.

Jacob Piazza is a candidate for a Bachelor of Science in Business Administration with a concentration in Finance and Economics at Towson University.

Additional Information is available at www.bluepointim.us

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