



ROYAL ASCOT PARTNERS

Partnering with Proven Management Teams

Providing liquidity to entrepreneurs, family members, estates, passive investors, and corporate owners.



Royal Ascot Profile

Royal Ascot Partners, LLC is the private equity affiliate of Victory Partners, LLC and invests alongside family-offices it has deep relationships with, making both control and minority investments in operating companies in many different industries.

- Partner with an existing management team in conjunction with its own operating partners, identify a target company, acquire a stake in the company and grow it organically first, then look to make bolt-on acquisitions over-time.
- Invest for the long-term, so immediate exit opportunities are never included in our investment thesis.
- Firm's principals believe that if you take care of your house, the right exit will present itself.
- Never over-lever companies and focus on fundamentals that make companies successful.
- Highly active investors and work alongside management to effect the greatest impact to enterprise value.
- Investments have been made in Consumer Brands, Specialty Retail, Alternative Energy, Entertainment, Financial Services, Defense, and Technology.



Our Current Focus

Royal Ascot Partners has recently partnered with JDG Capital Holdings, a Dallas-based family office, and the former management team of Cummins Southern Plains, LLC, the largest distributor in revenue and profitability for Cummins Inc. (NYSE: CMI) in the world.

- **David Gillikin**, the CEO of CSPL entered into a 50/50 joint venture ownership structure and ran the business with Cummins as an equity partner. David and his management team grew the business significantly at 10% CAGR over 7 years.
- **Pat Stoker**, CSPL's chief operating officer, penetrated new markets and customers that would eventually equate to 40% net profit for the business. In addition, CSPL established itself as one the most highly respected organizations in the Cummins distribution system by customers and Cummins alike.



Competitive Advantage

Why Invest with Royal Ascot Partners?

- Unique in understanding the business owner's desires and needs from both a financial and legacy standpoint.
- One of the few firms that offer a team made up of all entrepreneurs, have in-house Operating Partners, and possess the investment flexibility and transaction experience from both the perspective of a buyer and seller of businesses.
- We celebrate the entrepreneurial spirit that made this country great and possess the DNA of the entrepreneurial mindset together with deep transaction experience and professional knowledge and discipline make our firm uniquely positioned to assist companies in all stages of their growth and maturation.
- Whether during a succession or transition period, Royal Ascot truly understands the gravity related to the entrepreneur's most valuable asset, the company they created.



Management Teams

Management teams become our partners!

- We seek to partner with managers who have proven track records of success and are passionate about their business.
- Attractive compensation programs and incentive-based options for senior managers are an integral part of our investment philosophy.
- We typically look for management teams that are willing to stay for some period of time post-acquisition.
- Provide an entrepreneur with the ability to access immediate liquidity and diversify their personal holdings beyond their closely-held illiquid private stock.
- Work to create an opportunity for the owners to participate in the future growth of their company in many cases.



Why Royal Ascot?

Entrepreneurial Spirit

All team members at Royal Ascot have demonstrated a passion for entrepreneurship during their respective careers, having started and grown businesses in a myriad of industries themselves.

Long-Term Focus

We invest with a focus on the horizon. We are not interested in short-term gain resulting from creative financing. We seek to build companies for the long-term by developing innovative strategies for organic growth first, then evaluating acquisition opportunities that create strategic long-term value.

Transaction Experience

Our professionals have considerable investment experience. Every deal has its complexities and complications and Royal Ascot is committed to working together with business owners to surmount any obstacles that arise during the investment process. We pride ourselves on our ability to act quickly and in our success rate in closing transactions.

Flexibility

We seek to structure deals that meet the objectives of all parties involved. Deals can include compensation in the form of cash, earn-out, seller note, equity rollover, and profit sharing. We are particularly experienced in creating structures that minimize taxes and align the incentives of owners, managers and employees.

Operational Support

There are several areas where Royal Ascot can typically assist the management of our portfolio companies: (i) Strategy, (ii) Information processes & corporate governance (iii) Strategic positioning and (iv) Growth Capital & Strategic Acquisitions.



Investment Criteria

Financial Criteria:

Revenue of \$30M - \$150M

EBITDA of \$0M - \$12M

Target Acquisition Size: \$30M - \$75M

We will make larger investments through partnerships with other private equity groups we know and trust.

Deal Structure:

Deals typically include a combination of cash, stock, note, and/or earn-out.

Management Incentives:

Stock options and other carried interest programs accompany all of our transactions.

Key Business Characteristics:

- Stable or recurring revenue
- Identifiable growth opportunities
- Sustainable margins
- B2B model preferred
- Significant barriers to entry
- Non-cyclical industries; seasonality ok
- Multiple distribution channels
- Expandable geographic footprint



Industries of Interest

Distribution

- Air Freight & Logistics
- Food Distribution
- Marine Shipping
- Retail Distributors
- Third Party Logistics (3PL)
- Trading Co's & Distributors
- Trucking
- "Value Added" Distribution

Energy

- Alternative Energy Distribution
- Oil & Gas Drilling
- Oil & Gas Services
- Oil & Gas Equipment
- Oil & Gas Storage
- Oil & Gas Transportation

Industrials

- Building Products
- Construction & Farm Machinery & Heavy Trucks
- Heavy Electrical Equipment
- Industrial Conglomerates
- Industrial Machinery
- Safety Equipment
- Transportation

Manufacturing

- Heavy Manufacturing (All)
- Light Manufacturing (All)

Materials

- Construction Materials
- Containers & Packaging
- Metals & Mining (Midstream)
- Paper & Forest Products





Steps to Success





The Royal Ascot Team

Holt Hickman - Honorary Chairman

R. Todd Lazenby - Managing Partner

Terry D. Hess – Partner

Alex Alexandrou - Managing Director

Jack Kearney - Managing Director

Dean DiMattia - Managing Director

Dylan Mesh – Associate

J. David Gillikin – Operating Partner

Pat Stoker – Operating Partner





Our Companies



ROYAL ASCOT PARTNERS

VICTORY
Climate Systems

Climate Control Products for a World in Motion

PERGAN
The Peroxide Company.

MAUI ♥ GIRL



Comet[®]
CLEANERS AND LAUNDRY

kwikboost[®]
POWERFUL CHARGING SOLUTIONS

eZ-ACCESSfinance™



Contact Us

One Sterling Plaza
5949 Sherry Lane, Suite 900
Dallas, Texas 75225

-

The Bagby Building
509 S. Exeter Street, Suite 505
Baltimore, Maryland 21202

-

Phone: 214-253-2570

Fax: 214-253-2571

www.VictoryPartnersllc.com



ROYAL ASCOT PARTNERS

Linked in