



Transition Capital Partners Completes the Sale of LT Energy Services

Dallas-based Transition Capital Partners (“TCP”) is pleased to announce the sale of its portfolio company, LT Energy Services (“LT”), to B/E Aerospace (NASDAQ: BEAV), the world’s leading manufacturer and provider of aerospace consumables and logistics services.

Acquired by TCP in April 2012, LT provides rental equipment and accommodation systems to major oil & gas producers. Under TCP’s ownership and direction, LT expanded from 10 employees in the Haynesville Basin to 100+ employees across five locations including the Eagle Ford basin in Texas and the Colony Granite Wash and Mississippian Lime shale regions in Oklahoma. The Company also established a new corporate headquarters in Houston, Texas.

During 20 months of ownership, TCP increased EBITDA by 485% and provided its investors with an 8X return on their equity investment.

The closing of the transaction occurred on January 27, 2014 and was led by TCP Managing Director Kevyn DeMartino, and TCP Principal Jake Williams. Houlihan Lokey served as the sell-side financial advisor and Locke Lord LLP acted as corporate legal counsel.

Kevyn DeMartino, TCP Managing Director, commented on the sale, *“The LT opportunity was right in what we consider to be our investment sweet spot - it had a strong, focused entrepreneur in a growing industry sector, but needed management, technology, logistics and strategic assistance to succeed. Given the heavy cap ex aspect, it also required access to significant equity and debt capital. We worked hand in hand with the entrepreneur and new management, and were able to dramatically scale the company to capture great value for our investors, including the founder who retained a stake in the company.*

There were definitely challenges along the way, but this investment proved that there will always be tremendous opportunity in the oil patch for companies that can execute efficiently and remain focused - LT is a clear illustration of that and I couldn’t be more proud to have worked with everyone who helped make it a reality.”

Of note, the LT Energy transaction is a finalist in the Dallas-Ft. Worth ACG / D CEO Magazine M&A Deal of the Year award.

About Transition Capital Partners

TCP (www.tcplp.com) is a Dallas, TX-based private equity firm specializing in acquiring lower-middle market, growth orientated companies. TCP provides business owners an opportunity to gain liquidity, while maintaining equity in the business for future upside. Since its founding in 1993, TCP has successfully invested in more than 30 middle market companies spanning a diverse array of industries.

We typically look for:

- Entrepreneurial, growth oriented businesses with revenue typically under \$100 million
- A history of growth and profits, with current EBITDA of \$2.0M to \$8.0M
- Key managers and/or founder(s) desiring to retain an equity stake and to remain with the business in a transitional or long-term role (full sale of company is also considered)
- Primary activity in the United States (preference for the Southwestern or Southeastern US, but not necessary)
- Definable growth opportunities