

# Investment Banking Update

NOT DISCLOSED

 **ROYSTON**<sup>®</sup>

A Portfolio Company of

Stephens Capital Partners LLC

Has Been Acquired by



The undersigned served as exclusive financial advisor to Royston LLC

**Stephens Inc.**

## Transaction Overview

- On March 15, 2018, Industrial Opportunity Partners ("IOP"), an operations-focused private equity firm based in Evanston, IL, announced it had acquired Royston LLC ("Royston" or the "Company"), in partnership with the current management team
- Royston, founded in 1869, is a designer, manufacturer and installer of custom, high-quality check out and merchandising fixtures and equipment. The Company's core customer base consists of leading convenience store, grocery and mass merchandise chains across North America
- Royston's products include checkout stands, customer service centers, prep and beverage counters, modular shelving systems, coffee / beverage islands, beverage tower systems, counters, kiosks, and fuel-island valets. Through its field operations business, Royston provides customers with project management, site inspection / surveys, and installation services for program rollouts and store remodels
- Stephens Inc. served as exclusive financial advisor to Royston in the transaction

## According to the Press Release:

### Royston LLC

Royston, founded in 1869, is a designer, manufacturer and installer of custom, high-quality check out and merchandising fixtures and equipment. The Company is headquartered in Jasper, GA, with two additional manufacturing facilities in Royston and Atlanta, GA. For more information, please visit [www.roystonllc.com](http://www.roystonllc.com).

### Industrial Opportunity Partners

IOP, an Evanston, IL based private equity firm with \$910 million of committed capital since inception, is dedicated to creating value through investing in manufacturing and value-added distribution businesses with sales between \$30 million and \$350 million. IOP focuses on businesses with strong product, customer, and market positions, and provides management and operational resources to support sales and earnings growth at its businesses. For more information, please visit [www.iopfund.com](http://www.iopfund.com).

Sources: Company documents and Stephens Inc. internal data.

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