

## OVERVIEW

- 4th generation family office founded in 1912
- Build and Hold strategy that drives growth via customer focus and continuous improvement
- Permanent capital with long-term investment horizon
- History of add-on acquisitions to expand geographic presence and product lines
- Portfolio companies have combined revenues over \$1.5 billion and employ 3,000 people globally

### INVESTMENT CRITERIA

- Industries with high growth segments
- Prefer manufacturers of proprietary products, value-added distributors and supply chain service providers
- EBITDA between \$2 and \$10+ million
- Fragmented industries with diversified customer and supplier bases
- Majority position investments

## CURRENT PORTFOLIO COMPANIES

### MOTORSPORT AFTERMARKET GROUP (MAG)

Irvine, CA and Fort Worth, TX | Original Investment: 1989  
[maggroup.com](http://maggroup.com) and [tuckerrocky.com](http://tuckerrocky.com)

- Vertically integrated manufacturer, distributor and retailer of aftermarket powersports products
- Extensive portfolio of proprietary and distributed parts and apparel brands
- Original investment in Tucker Rocky; current enterprise built through a series of mergers and acquisitions



### OIA GLOBAL

Portland, OR | Original Investment: 2010  
[oiaglobal.com](http://oiaglobal.com)

- Asset-light, third-party logistics provider delivering freight forwarding, warehousing, materials sourcing, and creative packaging solutions
- Global presence in 70+ countries
- Five add-on acquisitions during ownership



### ULTIMED

Minneapolis, MN | Original Investment: 2014  
[ulticare.com](http://ulticare.com)

- Manufacturer of medical injection devices for human diabetes, veterinary diabetes and medical/surgical markets
- Markets products under UltiCare® brand, private label and co-branding arrangements
- State-of-the-art manufacturing facilities in South Dakota and South Korea



John Martin

317.237.2275 | [jmartin@ldiltd.com](mailto:jmartin@ldiltd.com)

54 Monument Circle, Suite 800 | Indianapolis, IN 46204  
tel: 317.237.5400 | fax: 317.396.9776 | [ldiltd.com](http://ldiltd.com)

## PAST PORTFOLIO COMPANIES



### FinishMaster

**Hold Period: 1995-2011**

National distributor of aftermarket automotive paints and refinish products



### Answer Products

**Hold Period: 1990-2004**

International designer and manufacturer of bicycle suspension components and off-road motorcycle apparel



### Major Video Concepts

**Hold Period: 1990-2004**

National distributor of VHS and DVD movies to independent video rental retailers



### Jessup Door Co.

**Hold Period: 1973-1996**

National manufacturer of architectural wooden doors and moldings



### U.S. Corrugated Fiber Box Company

**Hold Period: 1912-1984**

National manufacturer of corrugated boxes and predecessor of LDI, Ltd.

## CASE STUDIES

### OIA Global: Create Demand through Sales Team and Service Offering Development

**Situation:** With new ownership, OIA increased its risk tolerance toward growth initiatives and business model changes to expand the company's addressable market and capture larger market share.

**Strategy:** OIA invested in sales resources and marketing tools while expanding service offerings through acquisition.

**Result:** The addition of an experienced sales manager and investments to grow sales headcount enabled OIA to increase demand for its traditional freight forwarding services. OIA was also able to significantly expand its service offerings through a strategic acquisition of the materials sourcing division of a competitor. Today, OIA combines expertise in freight forwarding, packaging and materials sourcing to offer customers streamlined, comprehensive supply chain solutions.

### FinishMaster: Industry Transformation through Strategic Consolidation

**Situation:** Recognizing an opportunity to better serve customers in the highly fragmented automotive aftermarket paint industry, LDI entered the industry in 1995 and quickly acquired several regional leaders.

**Strategy:** FinishMaster continued to make acquisitions in order to develop the first national distribution platform for the automotive aftermarket industry. FinishMaster additionally complemented its new, national reach with improvements to the supply chain, technology environment, and product and service offerings that increased value for customers.

**Result:** FinishMaster integrated businesses with steady execution to become the largest distributor in the industry with over 1,450 employees, three distribution centers, more than 160 branch locations, and a truck fleet providing same-day delivery.

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