



## Firm Overview

Trident World Ventures, (TWV) is a “relationship centered” investment banking company. We leverage our experience and expertise to provide turn-key buy/sell guidance and consultative services to our clients in multiple industries. TWV is founded on transparency and honesty from our owners, clients, and affiliates. We provide exemplary service and advice with emphasis on the holistic business solution not an individual transaction which provides a complete package to the M&A marketplace.

TWV targets lower middle market buy/sell-side opportunities and works closely with selected private equity groups on deal flow. From initial engagement to management meetings with prospective deal makers TWV provides the experience required to organize and execute a transaction. TWV is a relationship driven investment banking firm – we provide services by referrals and personal connections. We limit our services to provide more hands-on guidance to get a faster and successful deal. TWV values family, faith, partnerships, community, and believes in “paying-it-forward.”

### Industry Experience & Sector of Interest

- Business Services
- Distribution
- Energy
- Entertainment
- Financial Services
- Insurance
- Logistics
- Manufacturing
- Retail
- Technology & Software
- Telecommunication
- Transportation

### Revenues

- \$5MM - \$100MM

### EBITDA

- \$1.5 MM+

### Situation

- Family Owned Business
- LLC, S Corp, C Corp
- Generational Transfer
- Exit Strategy
- Sell Side
- Buy Side
- Liquidation
- M&A
- Management Buyout
- Recapitalization

### Private Equity Groups

TWV's relationship with over 150 private equity groups (PEG), is built on trust and transparency. Trident sources “off-market” opportunities for well-established PEG's that seek specific industry segments. This approach allows for TWV to take highly qualified deals to the PEG. Our “trusted advisor” relationship usually means our clients get fast track consideration by the private equity decision makers. In an environment where many PEG's look at hundreds of deal each year only to close a few, TWV's direct access can be the difference in whether or not a deal gets done.

### Principals

**Henry Ennis** brings over 30 years of sales, finance and operations experience in both public and privately held companies; large multi-national and mid-cap service firms. Henry's previously was Vice President of Channel Revenue at PRG-Schultz, (NASDAQ: PRGX), a global audit recovery company. During his tenure at PRG, Henry led the Channel Group through dramatic growth and profitability with rapid expansion in Europe and Asia. Prior to PRG-Schultz, Henry spent ten years in various senior management positions with Sea-Land Services (now Horizon Lines, NYSE: HRZ); a global ocean transportation company. Henry has a BS in Finance from the University of New Orleans and an MBA from the University of Texas (Dallas).

**Steven Dalrymple** brings 20 years of experience in the private equity and investment banking. Steve is licensed through FINRA as a general securities representative and investment advisor with Series 7 and 66. Steve's investment banking background included Waddell & Reed, MetLife Securities Group, and Merrill Lynch. Steve was Founder and Principal of Charles Spencer & Company, LLC that provided capital sourcing and management consulting services. He was President & Chief Executive Officer of US Robotics, a Platinum Equity company. US Robotics was a leader in innovative Internet networking products, including high-speed broadband modems and wired and wireless networking solutions. Steve also served as CEO of another Platinum Equity company, Vanguard Managed Solutions, LLC, a data network managed services provider and a leading source of enterprise networking equipment. Steve resides in Dallas, Texas. He received his Bachelor of Arts in Business Administration from Columbia College, along with post graduate studies at the University of Virginia. He is a US Navy Veteran.

### Contact

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