

JPB Capital Partners Announces Investment In Ticknors Men's Clothiers



ABOUT JPB CAPITAL PARTNERS

JPB Capital Partners is a leading equity investor in lower-middle market companies located primarily in the Mid-Atlantic and Southeast U.S. and benefiting from the consumer economy. Since our founding in 1995, we have deployed over \$200 million across 36 platform companies in the food, beverage, restaurant, personal care, retail and consumer health sectors. Representative past and present partner companies include Calgon health and beauty, The Greene Turtle Sports Bar & Grille, St. Josephs' aspirin, and ZIPS Drycleaners. JPB is currently investing out of its third committed fund.

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*JPB Capital Partners Today
Announced It Has Acquired a Majority
Interest in Ticknors, A Leading
Specialty Retailer of Fine Men's
Apparel*

COLUMBIA, MD, January 31, 2015 – JPB Capital Partners ("JPB"), a leading strategic equity investor in lower-middle market consumer-related brands and services, today announced a majority investment in Ticknors Men's Clothier ("Ticknors"), a privately held Ohio company that specializes in retailing top quality and branded men's and women's clothing.

Founded in 1993 by Kevin Chernikoff, Michael Gaylord, and Vern Ticknor, Ticknors is an established, mall-based retailer of upscale men's clothing operating from seven stores in Ohio and North Carolina. Ticknors markets fashion forward brands in a manner that appeals to customers looking for an affordable luxury experience. The stores have an upscale atmosphere with high end furnishings, handmade displays, VIP rooms for private shopping, and complementary cocktail service.

"Ticknors management, processes and unique customer experience stand out in a crowded retail space and provide a platform on which to further expand the brand," said Greg Carey, managing director at JPB. "We are excited to partner with management and expand the brand further into the Southeast and beyond."

"We are excited to work with JPB because they understand specialty retailing, the Ticknors brand and our vision for what Ticknors can become over a larger geographic footprint," said Kevin Chernikoff, Ticknors President. "Their expertise and willingness to think long-term made them an ideal partner for us."

To move the brand forward, JPB, in partnership with management, intends to leverage the

strong unit economics of the brand and expand company-owned stores into new adjacent markets. To support this growth, JPB will work with the Company to augment the management team, improve the consistent application of management and financial systems, enhance the Company's training program; and, better leverage advertising spending. The growth plan is similar to strategies executed by the JPB team in the The Greene Turtle (a Fund II investment which has grown from 11 to 44 units) and ZIPS Drycleaners (a Fund III investment which has built its franchise development backlog from 22 to 149).

About Ticknors Men's Clothier

Ticknors Men's Clothier specializes in retailing top quality and branded men's and women's clothing from well-known brands like Jhane Barnes, Tommy Bahama, Indigo Palms, Jake Agave, Robert Graham, Nat Nast, Michael Kors, Cotton Reel, Bugatchi, Hiltl, Alex Cannon, Marcello, Andrew Marc, Alberto Zimni, Jack Victor, Donald J. Pliner, Johnston & Murphy, Tallia, Ike Behar, and many others. Founded in 1993, Ticknors has five locations throughout the state of Ohio and two in North Carolina.