

# HILLTOP OPPORTUNITY PARTNERS

## OVERVIEW

*Hilltop Opportunity Partners (“HOP”) is the merchant banking division of Hilltop Holdings (NYSE: HTH). HOP employs a flexible, lower middle-market investment strategy to address a variety of capital needs on a non-control basis.*

Target investments range from \$5 million to \$25 million and can be structured as either short duration or long duration, depending on the needs of the potential partner. Larger or smaller opportunities are considered on a case-by-case basis.

### OUR APPROACH

- Employ a flexible investment strategy to address a variety of capital needs
- Implement conservative capital structures in order to maximize opportunities for growth through reinvestment
- Leverage our highly experienced network of professionals to deliver mid- and long-term solutions
- Focus on partnering with and building best-in-class management teams with deep industry experience and proven leadership
- Provide impactful networking and collaboration opportunities that span the entrepreneur, business leader, private equity sponsor, advisor, and operating partner landscapes

### CAPITAL SOLUTIONS

- Special Situation Senior Debt
- Mezzanine Debt
- Preferred Equity
- Non-Control Common Equity
- Multiple Securities in the Same Capital Structure

### AREAS OF EXPERTISE

- Minority Recaps
- Management Buyouts
- Growth Capital
- Independent Sponsors
- Acquisition Financing
- Special Situations
- Generational Transitions

## SELECT RECENT TRANSACTIONS



**Security:** Preferred Equity / Common Equity

**Company Overview:** Leading designer and manufacturer of machinery for automated wood pallet and manufacturing.

**Transaction Dynamic:** HOP's strong history with the Private Equity Sponsor enabled an efficient diligence process and closing timetable by providing both Preferred Equity and Common Equity in the transaction.



**Security:** Common Equity

**Company Overview:** Leading elite youth sports events & entertainment platform

**Transaction Dynamic:** HOP provided speed and certainty of execution to support the Company's growth capital needs, providing Common Equity capital at closing.

## SELECT PARTNER COMPANIES & INVESTMENTS

	Industrial Equipment Manufacturer	<b>PREFERRED EQUITY / COMMON EQUITY</b> <b>Viking Engineering</b> is an industry leader in the design and manufacture of specialized machinery for automated wood pallet and bed frame manufacturing.
	Youth Sports Platform	<b>COMMON EQUITY</b> <b>Pioneer Sports &amp; Entertainment</b> is the holding company for one of the nation's oldest and most prestigious youth soccer clubs & franchise brands, Surf Soccer, in addition to its suite of service offerings to the youth sports space.
	Specialty Dental Services	<b>PREFERRED EQUITY</b> <b>Five Point Dental Specialists</b> is a multi-specialty DSO with 55 locations across the U.S. and Canada, focusing on specialty dental services such as orthodontics, pediatric dentistry, oral surgery, endodontics, and prosthodontics.
	Industrial Equipment Manufacturer	<b>PREFERRED EQUITY / COMMON EQUITY</b> <b>Power Test Inc.</b> is an industry leader in the design and manufacture of dynamometers, heavy equipment testing systems, and related data acquisition and control systems.
	Distributed Power Solutions	<b>PREFERRED EQUITY / COMMON EQUITY</b> <b>Moser Energy Systems</b> is a full-service industrial power solutions company specializing in the manufacturing, sales, leasing and operations of clean energy prime power equipment. HOP exited its investment in February 2025 following Atlas Energy Solutions' (NYSE: AESI) acquisition of Moser.
	General & Emergency Vet Care	<b>ACQUISITION DEBT FINANCING</b> <b>Valley Vet Care</b> is an owner-operator of veterinary clinics and emergency hospitals with locations in TX, CO, NM, and CA. HOP exited its investment in June 2024 following Summit Partners-backed Veterinary Innovative Partners' acquisition of Valley Vet.
	Consumer HVAC Services	<b>PREFERRED EQUITY</b> <b>Stan's Heating &amp; Cooling</b> is a leading provider of residential HVAC and home services. HOP exited its investment in March 2024 following L Catterton-backed Master Trades Group's acquisition of Stan's.
	Third-Party Logistics	<b>PREFERRED EQUITY</b> <b>AFN</b> is an award-winning leader in freight brokerage, 3PL logistics, and transportation management services. HOP exited its investment in September 2018 following Jordan Company-backed GlobalTranz Enterprises acquisition of AFN.

## INVESTMENT TEAM



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## ABOUT HILLTOP HOLDINGS

With \$15.4 billion in assets as of June 30, 2025, Hilltop Holdings Inc. (NYSE: HTH) is a publicly traded, preeminent financial services franchise anchored by a strong commercial bank and enhanced by powerful fee businesses, including a leading national mortgage originator and premier municipal investment bank. Hilltop is led by banking financier **Gerald J. Ford** as Chairman Emeritus, and **Jeremy Ford** as Chairman, President, and CEO.

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