



Kian Capital, an investment firm with over \$400 million of capital under management, provides transformative capital solutions to established lower middle-market companies, often serving as the first institutional capital provider to closely held businesses. We have the flexibility to participate in all forms of junior capital, including common stock, preferred equity and subordinated debt. Our investments typically incorporate both equity and subordinated debt and we can act in either a control or non-control capacity.

Kian professionals are seasoned investors that can provide:

- Flexible capital solutions
- Expertise across all parts of the capital structure
- Unique ability to be value-added investors – our professionals have served as active board members for more than 35 middle-market companies that have made more than 100 add-on acquisitions

Transaction Types

- Leveraged buyouts
- Recapitalizations / shareholder liquidity
- Management buyouts
- Growth financing
- Generational transitions
- Acquisition financing
- Corporate divestitures

Investment Structure

- \$7-\$30 million investment
- Equity and mezzanine, frequently together
- Participation in the ownership of the company through equity (control or minority) or warrant structure
- Mezzanine typically has little to no amortization
- Encourage rollover investment from seller
- Significant equity participation for management

Sector Focus

- Business services
- Distribution and logistics
- Healthcare services
- Consumer products and services
- Insurance services
- Niche manufacturing

Company Attributes

- EBITDA of \$2-\$15 million
- Proven management team
- Defined catalyst for growth
- Strong, predictable cash flow
- Defensible market position
- Low capex / operating leverage
- Limited customer / vendor concentration

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REPRESENTATIVE INVESTMENTS

VALUE ADDED DISTRIBUTION



SunBelt
Flexible industrial packaging materials



SPATCO
ENERGY SOLUTIONS
A BILL ROUSE INDUSTRIES COMPANY
Liquid petroleum related handling equipment



MOTOR CITY FASTENER INC.
Industrial fasteners and related products



EMPIRE
A NAME YOU TRUST
Foodservice equipment and parts



DIAMOND METALS
DISTRIBUTION, LLC
Metal servicer to the tool steel market



TRIFECTA
NETWORKS
Certified pre-owned networking equipment

BUSINESS SERVICES



Smart Choice
Insurance distribution and related services for independent agencies



CISCOR
Emergency call solutions for senior living facilities



sdii
GLOBAL
Claim resolution services to the P&C insurance industry



SPIRE
HOSPITALITY
Third party hospitality operator

HEALTHCARE SERVICES



American In-Home Care
Private duty in-home nursing care matching services



TRUELEARN
SaaS-based test preparation software provider for high-stakes medical exams

NICHE MANUFACTURING



LOFA
INDUSTRIES
Off-highway equipment control systems and accessories

PERSONAL CARE CONTRACT MANUFACTURER
High-end skin and hair care products



TPS
Thermal Product Solutions
Environmental test chambers, industrial ovens and furnaces

CONSUMER



JOLYN
Women's performance training swimwear



WESTCOAST GATE
Servicer and installer of high-end residential security gates



THE RETROFIT SOURCE
Automotive aftermarket lighting products