

Kian Capital is a private investment firm that provides transitional and growth capital to leading lower middle-market companies. We focus on partnering with management teams, independent sponsors and other private equity firms to build and grow successful, high-quality businesses. Our team has deep expertise across the capital structure, including control private equity, mezzanine debt and leveraged senior debt, which enables us to be flexible, value-added partners to help support the long-term objectives of business owners. We seek to invest both debt and equity in each transaction and look to make both minority and majority equity investments.

Kian professionals are seasoned investors that can provide:

- Flexible capital solutions, including significant equity positions
 - 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 30 middle-market companies that have made more than 100 add-on acquisitions
-

Transaction Types

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

Investment Structure

- \$5-\$25 million investment
- Mezzanine and equity investments
- Typically interest only prior to maturity
- Non-sponsored
- Independent sponsored

Preferred Industries

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

Company Attributes

- EBITDA of \$2-\$10 million
 - Proven management team
 - Strong, predictable cash flow
 - Defensible market position
 - Defined catalyst for growth
 - Low capex / operating leverage
 - Limited customer / vendor concentration
-

ATLANTA

Rick Cravey

Partner

(404) 748-1755

rcravey@kiancapital.com

Scott Buschmann

Partner

(404) 748-1619

sbuschmann@kiancapital.com

CHARLOTTE

Kevin McCarthy

Partner

(704) 943-2501

kmccarthy@kiancapital.com

Matt Levenson

Partner

(704) 943-2504

mlevenson@kiancapital.com

2970 PEACHTREE RD, NW
BUCKHEAD CENTRE, SUITE 530
ATLANTA, GA 30305

4201 CONGRESS STREET
ROTUNDA BUILDING, SUITE 440
CHARLOTTE, NC 28209

REPRESENTATIVE INVESTMENTS

VALUE ADDED DISTRIBUTION



Distributor of flexible industrial packaging materials and automated packaging equipment

Recapitalization / Growth Capital
Independent Sponsor



Distributor and servicer of liquid handling equipment to the petroleum and industrial markets

Recapitalization / Growth Capital
Independent Sponsor



Distributor of fasteners and related products to a variety of industries including automotive and defense

Buyout
Independent Sponsor



Wholesale distributor of foodservice equipment and associated aftermarket parts

Buyout
Independent Sponsor

NICHE MANUFACTURING



Manufacturer of control systems and accessories for off-highway engine driven equipment

Buyout
Independent Sponsor

PERSONAL CARE
CONTRACT
MANUFACTURER

Turnkey formulator and manufacturer of private label high-end skin and hair care products

Buyout
Independent Sponsor



Designer and manufacturer of environmental test chambers and industrial ovens and furnaces

Acquisition Financing
Private Equity Backed



Manufacturer of premium, all natural dog treats and chews

Buyout
Private Equity Backed

BUSINESS SERVICES



Insurance distributor with a network of 4,500+ independent agents across 40 states

Recapitalization
Non-Sponsored



Provider of emergency call solutions primarily serving senior living facilities

Buyout
Independent Sponsor



Third party hospitality operator managing well-known hotel brands across the United States

Recapitalization / Growth Capital
Non-Sponsored



Nurse registry matching customers' private duty in-home needs with 3,000+ caregivers

Acquisition Financing
Independent Sponsor



Forensic consulting firm providing claim resolution services to the P&C insurance industry

Management Buyout
Non-Sponsored



Test preparation software provider for high-stakes standardized exams in various medical fields

Management Buyout
Non-Sponsored



WESTCOAST GATE

Servicer and installer of security gates for luxury homes in the greater Los Angeles metro area

Buyout
Independent Sponsored

CONSUMER



JOLYN

Designer of women's performance training swimwear serving the swimming and water polo markets

Buyout
Independent Sponsor