



Kian Capital is a private investment firm that makes mezzanine and equity capital in leading lower middle-market companies. We focus on partnering with management teams, independent sponsors and 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.

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 25 middle-market companies that have made more than 100 add-on acquisitions

### Transaction Types

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

### Investment Structure

- \$5-\$15 million investment
- Mezzanine and equity co-investments
- Typically interest only prior to maturity
- Non-sponsored
- Independent sponsored
- Private equity-backed

### Preferred Industries

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

### Company Attributes

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

## ATLANTA

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## CHARLOTTE

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BUCKHEAD CENTRE, SUITE 510  
ATLANTA, GA 30305

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

## INDICATIVE TRANSACTIONS

### PERSONAL CARE CONTRACT MANUFACTURER

**Company:** Personal Care Contract Manufacturer  
**Location:** Southwest  
**Description:** Turnkey formulator and manufacturer of private label high-end skin and hair care products. The Company primarily serves spas, hotel and resort amenities, and organic skin care markets.

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[www.lofa.net](http://www.lofa.net)

**Company:** LOFA Industries  
**Location:** Roswell, Georgia  
**Description:** Leading manufacturer of control systems and accessories for off-highway engine driven equipment, including pumps, air compressors, chippers, materials processors, drillers, and generators.

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[www.motorcityfasteners.com](http://www.motorcityfasteners.com)

**Company:** Motor City Fastener  
**Location:** Hazel Park, Michigan  
**Description:** Value-added distributor of fasteners and related products to a variety of industries including automotive, trucking, defense, construction and automation tooling.

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[www.smartchoiceagents.com](http://www.smartchoiceagents.com)

**Company:** Smart Choice  
**Location:** High Point, North Carolina  
**Description:** Leading insurance distribution company with a network of over 4,000 insurance agents across nearly 40 states, providing access to top-rated markets, product training, and sales and marketing support.

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[www.spatco.com](http://www.spatco.com)

**Company:** SPATCO Energy Solutions  
**Location:** Charlotte, North Carolina  
**Description:** Leading value-added distributor and servicer of liquid handling equipment to the petroleum and industrial markets. SPATCO is the largest distributor of Wayne fueling systems in the Southeast.

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[www.sunbeltpackagingllc.com](http://www.sunbeltpackagingllc.com)

**Company:** SunBelt Packaging  
**Location:** York, South Carolina  
**Description:** Leading distributor of flexible industrial packaging materials, bulk containers, and automated packaging equipment.

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[www.thermalproductsolutions.com](http://www.thermalproductsolutions.com)

**Company:** TPS  
**Location:** White Deer, Pennsylvania  
**Description:** Leading designer and manufacturer of environmental test chambers, industrial ovens and industrial furnaces. The Company's products are used in a broad range of applications, including component testing, quality assurance, curing and sterilization.

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