



Kian Capital is a private investment firm that makes mezzanine and equity capital investments 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 30 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

Preferred Industries

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

Investment Structure

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

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

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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 financial consulting services to corporate clients and private equity funds

Growth Capital
Non-Sponsored



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



Provider of web-based ticketing & related services to entertainment venues and live events

Management Buyout
Non-Sponsored



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

Management Buyout
Non-Sponsored

CONSUMER



JOLYN

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

Buyout
Independent Sponsor