



Kian Capital, an investment firm with over \$425 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



Flexible industrial packaging materials



Liquid petroleum related handling equipment



Industrial fasteners and related products



Foodservice equipment and parts



Metal servicer to the tool steel market



Certified pre-owned networking equipment

## BUSINESS SERVICES



Insurance distribution and related services for independent agencies



Provider of data-driven technology solutions for the senior living industry



Claim resolution services to the P&C insurance industry



Third party hospitality operator

## HEALTHCARE SERVICES



Private duty in-home nursing care matching services



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

## NICHE MANUFACTURING



Off-highway equipment control systems and accessories



Environmental test chambers, industrial ovens and furnaces



High-end skin and hair care products  
Exited 2018



Automotive aftermarket lighting products



Provider of premium, all natural dog treats and chews

## CONSUMER



Women's performance training swimwear  
Exited 2018



Servicer and installer of high-end residential security gates



Franchisee of HIIT fitness studios



Designer and supplier of custom merchandise to tourist attractions