

CAPITAL DOESN'T GUARANTEE RESULTS

...it takes the right partner to **ignite growth** and build **enduring value**.

KIAN [KEE-in] is a variant of a Gaelic Irish word meaning enduring, lasting.

ABOUT KIAN

Proud to be recognized on Inc.'s Founder-Friendly Investors list for three consecutive years, we forge partnerships to ignite growth and build enduring value. Our goal is to provide flexible financial resources and additional operational horsepower to scale lower-middle-market businesses, realize aspirations and deliver long-term investment returns through genuine partnership. Kian is a private investment firm with \$825 million of capital under management and 16 current investments. Our team of seasoned investors has over 100 years of collective experience providing transformational capital solutions and board-level strategic and operational guidance to founder/owner operated businesses.

CHARACTERISTICS

\$10-100M

in REVENUE

FLEXIBLE APPROACH

We invest both debt and equity in every deal and have the flexibility to be either a majority or minority owner

\$3-15M

in EBITDA

TRANSFORMATIONAL CAPITAL

We want to be the first institutional partner for founder/owner operated businesses

\$15-40M

INVESTMENT SIZE

TRANSACTION TYPES

Includes buyouts, recapitalizations and growth financings

Inc.
**Founder
Friendly
Investors**

2023

▶ **DAVID DUKE**
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KIAN
CAPITAL

kiancapital.com

REPRESENTATIVE INVESTMENTS



VALUE-ADDED DISTRIBUTION

Compressor / Generator / Diesel Parts | Food Service & Production Equipment & Parts | HVAC - Equipment & Parts | Industrial MRO Products | Personal Care & Food Ingredients



Steel service center specializing in tool steel
JANUARY 2018



Turnkey solutions provider for fueling stations and EV charging infrastructure
SEPTEMBER 2020



Wholesale distributor of OEM-branded HVAC equipment, parts and supplies
MAY 2023



Certified pre-owned networking equipment
MARCH 2018



Foodservice equipment & parts
EXITED 2020



Industrial fasteners & related products
EXITED 2022



Flexible industrial packaging materials
EXITED 2022



SERVICES

Expert Consulting Services | Field Services | Governance, Risk & Compliance Services | Healthcare Services | Insurance Services | IT Integration & Managed Services | Testing, Certification & Education Services



Provider of workplace compliance services
OCTOBER 2021



Designer & supplier of custom merchandise to tourist attractions
DECEMBER 2018



Provider of high-end home installation and maintenance services
DECEMBER 2021



Administrative provider to oral and maxillofacial surgery practices
SEPTEMBER 2022



Forensic engineering claim resolution services
OCTOBER 2022



Provider of data-driven technology solutions for the senior living industry
AUGUST 2016



Leading IT managed service provider
JANUARY 2020



Provider of portfolio management & advisory services
EXITED 2022



Insurance distribution & related services for independent agencies
EXITED 2021



SaaS-based test preparation software provider for high-stakes medical exams
EXITED 2020



Specialty dental practice focused on endodontics
EXITED 2021



Servicer & installer of high-end residential security gates
EXITED 2021



CONSUMER

Active / Outdoor Products | Aftermarket Auto | Enthusiast Brand Products | Multi-Unit Franchise | Personal Care | Pet Products & Services



E-Commerce provider of branded DIY automotive tools
APRIL 2019



Franchise of HIIT fitness solutions
NOVEMBER 2018



E-Commerce provider of branded Tesla aftermarket parts & accessories
JUNE 2021



General automotive repair & maintenance service provider
JULY 2023



Women's performance training swimwear
EXITED 2018



Automotive aftermarket lighting products
EXITED 2021



SPECIALTY MANUFACTURING

Personal Care Contract Manufacturing | Replacement Parts | Technical Industrial Products



Environmental test chambers, industrial ovens & furnaces
EXITED 2020



Contract formulator and manufacturer of skin & hair care products
EXITED 2018



Off-highway equipment control systems & accessories
EXITED 2019