

# 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

We forge partnerships to ignite growth and build enduring value. Our goal is to provide flexible financial resources and additional operational horsepower to scale middle-market businesses, realize aspirations and deliver long-term investment returns through genuine partnership. Kian is a private investment firm with \$425 million of capital under management and 16 current investments. Our team of seasoned investors has over 80 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

### **\$2-15M**

in EBITDA

### **TRANSFORMATIONAL CAPITAL**

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

### **\$7-30M**

INVESTMENT SIZE

### **TRANSACTION TYPES**

Includes buyouts, recapitalizations and growth financings

#### **DAVID DUKE** **PRIMARY CONTACT**

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**RICK CRAVEY**  
Co-Founder & Partner

**KEVIN MCCARTHY**  
Co-Founder & Partner

**SCOTT BUSCHMANN**  
Partner

**MATT LEVENSON**  
Partner

**CHARLIE EDMONDSON**  
Chief Financial Officer

**DAVID HARE**  
Vice President

**KYLE TAURA**  
Vice President

**JONATHAN WILLIFORD**  
Vice President

**CALDWELL ZIMMERMAN**  
Vice President

**CARTER FIELDS**  
Associate

**REID FREEMAN**  
Associate



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# 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



Industrial fasteners & related products  
JULY 2015



Flexible industrial packaging materials  
MARCH 2015



Certified pre-owned networking equipment  
MARCH 2018



Foodservice equipment & parts  
EXITED 2020



Liquid petroleum related handling equipment  
EXITED 2019



## SERVICES

Consumer Services | Digital Marketing | Education Services | Healthcare Services | Insurance Services | IT Integration & Managed Services | Specialty Industrial Services



Private duty in-home nursing care matching services  
DECEMBER 2015



Designer & supplier of custom merchandise to tourist attractions  
DECEMBER 2018



Leading IT managed service provider  
JANUARY 2020



Provider of portfolio management & advisory services  
DECEMBER 2020



Claim resolution services to the P&C insurance industry  
APRIL 2016



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



Insurance distribution & related services for independent agencies  
AUGUST 2014



Specialty dental practice focused on endodontics  
SEPTEMBER 2019



Servicer & installer of high-end residential security gates  
APRIL 2017



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



## 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 studios  
NOVEMBER 2018



Automotive aftermarket lighting products  
MARCH 2018



Women's performance training swimwear  
EXITED 2018



## 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