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**Kian Capital Transaction Announcement - Turnkey formulator and manufacturer of high-end skin and hair care products.**

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**\$10,000,000**

Senior Subordinated Notes and Equity Co-Investment  
in support of the acquisition of a

**Turnkey formulator and manufacturer of  
private label high-end skin and hair care products**

provided by  
Kian Mezzanine Partners I, L.P.



October 2014

Kian Capital invested \$10 million in the form of subordinated debt and common equity to support the acquisition of a turnkey formulator and manufacturer of private label high-end skin and hair care products (the "Company"). The Company primarily serves spas, hotel and resort amenities, and organic skin care markets. Production capabilities include certified organic products, anti-aging products, cleansers, creams and lotions, hair products, serums and gels, and toners. The Company's ability to formulate to exact specifications and provide its customers full production capabilities creates a significant value proposition to its leading customer base serving niche end markets.

In support of the acquisition, Kian partnered with experienced investment professionals that, as a part of the transaction, will join the Company's executive management team on a day to day basis. The founder of the business will stay involved in a key

executive role going forward. The CEO commented, "Our strategy was to align ourselves with a capital provider with a partnership orientation that could understand and support our strategic vision for the Company. We are excited to have Kian as a partner as we execute on our plan and growth initiatives."

"The Company's ability to both formulate and manufacture products on behalf of its longstanding blue-chip customer base uniquely positions it for significant growth in a large, fragmented and growing marketplace. We are excited to support the Company's management team as it capitalizes on this next chapter of growth opportunities," said Kevin McCarthy, Partner of Kian.

About Kian Capital

Kian Capital, with offices in Charlotte, NC and Atlanta, GA, is a licensed Small Business Investment Company ("SBIC") with \$150 million of capital under management. The firm makes debt and equity co-investments in leading lower middle-market companies across a broad range of industries. We typically provide between \$3 million and \$15 million of capital in support of buyouts, recapitalizations and growth financings. We seek to partner with business owners, independent sponsors and private equity firms that are committed to increasing the enterprise value of their business.

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