
Kian Capital Transaction Announcement – The Retrofit Source



March 2018: Kian Capital, a private investment firm with over \$400 million of capital under management, announced that it has completed a majority recapitalization of The Retrofit Source, Inc. (“TRS” or the “Company”) in partnership with management. Terms of the transaction were not disclosed.

The Retrofit Source designs, markets and distributes performance automotive aftermarket lighting solutions within the U.S. and internationally. The Company’s industry-leading proprietary brands, including Morimoto and Profile Performance, are complemented by well-known third-party brands to offer the largest assortment of high-end automotive lighting products on the market. TRS was the first to commercialize custom aftermarket headlight products and now serves as a one-stop-shop for all premium aftermarket lighting solutions.

Matt Kossoff, Founder and President of TRS, said “Kian Capital’s track record as a value-added provider of first-time institutional capital resonated with me as I evaluated a financial partner. Their collaborative approach and strategic resources made them the ideal partner to help the Company reach our objectives. I look forward to working with them to achieve the full growth potential of TRS.”

Rick Cravey, Partner at Kian Capital, added “We are excited to partner with TRS to help the Company capitalize on its many growth opportunities. Matt Kossoff has been a pioneer in the automotive aftermarket lighting sector and has built TRS into a clear market leader, offering highly differentiated premium lighting solutions. The Company’s innovative proprietary lighting products feature both high performance as well as attractive aesthetics. We are highly impressed by Matt and are enthusiastic about working with management to continue on the Company’s impressive growth trajectory.”

VRA Partners, LLC acted as financial advisor to The Retrofit Source. Robinson, Bradshaw & Hinson, P.A. acted as legal advisor to Kian Capital.

More information about The Retrofit Source can be found by visiting www.theretrofitsource.com.

About Kian Capital

Kian Capital, an investment firm with over \$400 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 Capital has offices in Atlanta, GA and Charlotte, NC.

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