
Kian Capital Transaction Announcement – Charles Products, Inc.



has been recapitalized by



in partnership with management

December 2018

December 2018: Kian Capital, a private investment firm with over \$425 million of capital under management, announced that it has completed a majority recapitalization of Charles Products, Inc. (“CPI” or the “Company”) in partnership with management. Terms of the transaction were not disclosed.

Charles Products, Inc. is a leading provider of specialty designed custom merchandise to prominent tourist attractions including zoos, museums, aquariums, theme parks, notable locations and other gift shops. The Company offers a broad range of custom, high quality products with unique themed programs.

CPI was originally founded in 1952 and has a longstanding history of being a one-stop solutions provider to its diverse base of customers. The Company has an experienced and talented in-house creative team that has a proven track record of designing industry-leading artwork. CPI is also recognized by its clients for its consultative approach to product development, knowledgeable salesforce and strong level of customer service.

Glen Heitmann, who has been with the Company for over 25 years, was promoted to Chief Executive Officer in connection with the transaction. Mr. Heitmann said “We were very selective in our choice of a financial partner to help execute on the next phase of the Company’s growth. After spending significant time with the Kian Capital team, we determined that their collaborative approach and experience as a value-added provider of first-time institutional capital was a perfect fit for us. I look forward to working with them to build on CPI’s long record of success.”

Rick Cravey, Partner at Kian Capital, added “Charles Products, Inc. is a differentiated leader in a consistently growing market. We are highly impressed by Glen and the rest of the CPI management team and are excited to back Glen as the Chief Executive Officer. We believe that CPI is well-positioned for continued growth and look forward to partnering with Glen and his team to help the Company reach its full potential.”

BB&T Capital Markets acted as financial advisor to Charles Products, Inc. Robinson, Bradshaw & Hinson, P.A. acted as legal advisor and Dixon Hughes Goodman LLP acted as accounting advisor to Kian Capital.

More information about Charles Products, Inc. can be found by visiting www.charlesproducts.com.

About Kian Capital

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. Kian Capital has the flexibility to participate in all forms of junior capital, including common stock, preferred equity and subordinated debt. Investments typically incorporate both equity and subordinated debt and Kian Capital can act in either a control or non-control capacity. Kian Capital has offices in Atlanta, GA and Charlotte, NC.

ATLANTA

Rick Cravey

Partner

(404) 748-1755

rcravey@kiancapital.com

Scott Buschmann

Partner

(404) 748-1619

sbuschmann@kiancapital.com

CHARLOTTE

Kevin McCarthy

Partner

(704) 943-2501

kmccarthy@kiancapital.com

Matt Levenson

Partner

(704) 943-2504

mlevenson@kiancapital.com

2970 Peachtree Road, NW
Buckhead Centre, Suite 530
Atlanta, GA 30305

4201 Congress Street
Rotunda Building, Suite 440
Charlotte, NC 28209