

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 six 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 \$1.1 billion 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

► DAVID DUKE
PRIMARY CONTACT
Partner,
Business Development
470.823.3008
dduke@kiancapital.com
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
EXITED 2024



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

 LaborLawCenter An OutSolve Company	Provider of workplace compliance services	 charlesproducts inc.	Designer & supplier of custom merchandise to tourist attractions	 DIAMOND LANDSCAPING	Provider of residential landscape installation and maintenance services	 MAX SURGICAL SPECIALTY MANAGEMENT	Administrative provider to oral and maxillofacial surgery practices
 sdii GLOBAL	Forensic engineering claim resolution services	 SENTRICS	Provider of data-driven technology solutions for the senior living industry	 US VISION MED PARTNERS	Management services organization supporting medically focused optometry practices	 PERIMETER HOLDINGS USA	Provider of gate, fence and access control services
 ThePurpleGuys Trouble-Free IT Support	Leading IT managed service provider	 INVESTMENT MANAGEMENT FIRM	Provider of portfolio management & advisory services	 Smart Choice®	Insurance distribution & related services for independent agencies	 TRUELEARN	SaaS-based test preparation software provider for high-stakes medical exams
 U.S. Endodontics Partners	Specialty dental practice focused on endodontics	 WESTCOAST GATE	Servicer & installer of high-end residential security gates	 EXITED 2021	 EXITED 2021	 EXITED 2020	



CONSUMER

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

 Eastwood DO THE JOB RIGHT.	E-Commerce provider of branded DIY automotive tools	 OT GROWTH PARTNERS	Franchise of HIIT fitness solutions	 T SPORTLINE	E-Commerce provider of branded Tesla aftermarket parts & accessories	 parc auto PREMIER AUTOMOTIVE REPAIR COMPANY	General automotive repair & maintenance service provider
 EDEN BROTHERS	Home garden e-commerce retailer	 JOLYN	Women's performance training swimwear	 DRIVEN LIGHTING GROUP	Automotive aftermarket lighting products	 EXITED 2021	JULY 2023



SPECIALTY MANUFACTURING

Personal Care Contract Manufacturing | Replacement Parts | Technical Industrial Products

 TPS Thermal Product Solutions	Environmental test chambers, industrial ovens & furnaces	 CQP Clean, Effective, Natural Beauty	Contract formulator and manufacturer of skin & hair care products	 LOFA INDUSTRIES	Off-highway equipment control systems & accessories	 EXITED 2019
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No Recommendations, Offerings, Advice, or Solicitation

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Forward-Looking Statements

The information in this website contains forecasts, projections, estimates and other forward-looking statements that are based on expectations and assumptions which existed at the time prepared, and may be accompanied by words such as "expects," "forecasts," "projects," "intends," "anticipates," "estimates" and analogous expressions. Forward-looking statements are inherently subject to a variety of risks and uncertainties that can cause actual results to differ materially from those projected. Any forward-looking statements speak only as of the date on which they are first made. Kian does not undertake any obligation to update or alter any forward-looking statements whether as a result of changes in circumstances, new information, subsequent events or otherwise.

Performance Risks

The specific investments identified and described herein do not represent all of the investments purchased, sold or recommended by Kian. It should not be assumed that all investments were or will be profitable. The characteristics of any particular Kian portfolio company, including future portfolio companies, and Kian's strategy with respect to any such portfolio companies, may differ materially from the portfolio company characteristics and strategies described herein. There can be no assurance that historical trends will continue during the life of any investment. The information contained herein does not purport to be complete and is subject to change without notice. All investments involve risk, including the loss of principal. Past performance is no guarantee of future results.

Inc.'s Founder-Friendly Investor list comprises firms identified by Inc.'s editors or submitted to Inc. through an application process. Kian Capital applied to be considered. Inc. gathers data on how the firms' portfolio companies have grown and interviews founders about their experiences with the firms to establish the annual list. The list recognizes firms with a track record of backing entrepreneurs by providing the financial support needed to help businesses accelerate growth while remaining actively involved following the firm's investment. Kian Capital paid for both the fee to participate and to acquire rights to the Inc. logo for the years 2020 - 2025.