

# 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 three 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 \$825 million of capital under management and 15 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

**Inc.**  
**Founder  
Friendly  
Investors**

2023

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**KIAN**  
CAPITAL

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  
MARCH 2018



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



Provider of workplace compliance services  
OCTOBER 2021



Designer & supplier of custom merchandise to tourist attractions  
DECEMBER 2018



Provider of high-end home installation and maintenance services  
DECEMBER 2021



Administrative provider to oral and maxillofacial surgery practices  
SEPTEMBER 2022



Forensic engineering claim resolution services  
OCTOBER 2022



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



Leading IT managed service provider  
EXITED 2024



Provider of portfolio management & advisory services  
EXITED 2022



Insurance distribution & related services for independent agencies  
EXITED 2021



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



Specialty dental practice focused on endodontics  
EXITED 2021



Service & installer of high-end residential security gates  
EXITED 2021



## 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 solutions  
NOVEMBER 2018



E-Commerce provider of branded Tesla aftermarket parts & accessories  
JUNE 2021



General automotive repair & maintenance service provider  
JULY 2023



Women's performance training swimwear  
EXITED 2018



Automotive aftermarket lighting products  
EXITED 2021



## 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