

# 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 residential landscape 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	 Servicer & 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	
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