

# 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 \$1 billion of capital under management and 13 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.

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

2023

## 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

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## 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



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



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

### 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 - 2023.