



## **WE'RE INVESTORS, NOT OPERATORS**

We are Kissel Capital, a seasoned private equity firm with an established investment formula that delivers tangible benefits to our investors and to our management teams. Our partnerships with management teams keep them running the day-to-day operations.



## **FOCUSED INVESTING**

With over two decades of investment experience, we focus exclusively on management-led buyouts of Industrial Services companies where our expertise and investor network are ideally suited to deliver the best outcomes.

### **SITUATIONS**

- Founder and management team recapitalizations
- Legacy PE portfolio companies
- Broken auction processes
- Storied opportunities involving healthy companies

### **INVESTMENT CHARACTERISTICS**

- Meaningful management team rollover
- Asset light or heavy
- US or Canada
- \$1 to \$5 million EBITDA

## **ALIGNING WITH OPPORTUNITIES**

Utilizing best practices from the private equity industry, we bring capital and investors with industry insights that can help optimize opportunities for growth and success.

### **SECTOR FOCUS: INDUSTRIAL SERVICES**

- Industrial technology
- Utility and telecom
- Rental business models
- Oilfield services and equipment

## **OUR ADVANTAGES**



### **Focus**

Employing a Buy, Build & Hold strategy, we focus exclusively on management-led buyouts of Industrial Services companies.



### **Funding**

We invest our own capital in the same securities as our management teams, partnering with trusted co-investors who are aligned with our Guiding Principles.



### **Added Value**

Management teams need to focus on their business. Our value comes via stakeholder relationship building, partnerships with industry leaders and developing structured add-on processes.



### **Committed**

We do not participate in company flipping, broadly auctioned sale processes, and avoid investment cadence. We are patient to find the best investments for the value.