

5 Questions Management Should Ask an Independent Sponsor About an MBO

1. Are they easy to work with and are they aligned with your values?

At Kissel Capital, we focus exclusively on management-led buyouts. We put people at the forefront of everything we do and only work with those who share our ethics and passions. We follow through on our commitments, operate with full transparency, and always do right by our partners. We push through challenges together and pursue excellence with unwavering resolve.

2. Do they have reliable access to smart capital?

We commit substantial capital to every deal, investing side-by-side with management teams while partnering with aligned co-investors who bring deep sector expertise. Our proven track record and past experience as partners in committed PE funds consistently attracts strong institutional support, enabling us to execute high-conviction opportunities efficiently.

3. Do they bring a clear value creation roadmap?

Our value creation is designed specifically for industrials and services businesses, allowing experienced management teams to lead day-to-day operations while we focus on strategic growth, efficiency, and innovation through selective process improvements and technology enhancements.

4. How do they structure management incentives and retention?

Kissel Capital prioritizes meaningful equity participation and performance-based incentives to ensure management is directly aligned with long-term value creation. Our approach is designed to retain and empower leadership teams, not replace them.

5. What is their typical hold period?

Unlike traditional private equity funds with fixed three to five year exit horizons, Kissel Capital maintains no pre-determined hold periods. We collaborate closely with management to prioritize the path that best advances the company's long-term growth and shareholder objectives—fully aligned with our Buy, Build & Hold philosophy and commitment to enduring, high-value partnerships.

Interested in Working with Kissel Capital? Contact Us!