

FIRM OVERVIEW

Kelemen & Company brings a hands-on, team-based approach to support owners and management seeking to increase business value. Unlike other service providers, we learned what it takes by doing: building, running and selling several business.

Using our no-nonsense, **“think and act like owners”** approach, we offer tailored services to build value *quickly* in all states of business health: growing, challenged and distressed.

Kelemen & Company is a private equity merchant bank that invests in mid-market companies and also offers tailored corporate development and restructuring services to corporate and owner/manager clients, private equity investors, lenders and professional advisors. We deliver a unique blend of investing and extensive business operations expertise and have an active investment focus in machinery and tools, niche manufacturing, heavy construction, road building and aggregates, distribution, logistics and transportation, production chemicals and enterprise technologies.

MAIN BENEFITS

- **Extensive US Manufacturing Network**
- **Deal size: \$3 - \$10 Million**
- **Hand match buyers to sellers**
- **Direct Funder Investment Pool**

TYPICAL COMPANY PROFILE

- Succession, Carve-out, MBO, Turnaround or Expansion
- Sales \$20-\$60mm, high-growth/flat/declining
- EBIT, cash-flow flat/declining/negative
- National, International market focus, mature market/industry, 5+ year operating history
- Operations-focused turnaround/growth strategies to rapidly improve going-concern value

FEES

Our compensation model is based on *results*—we don’t charge by the hour; most of our fees are paid on success. In certain situations, we will consider exchanging our cash fees for equity. All clients receive world-class, national-level service at local rates.

TEAM PROFILE

- Seasoned business executives with extensive operating, financial and legal experience in high-impact situations
- 200+ years combined experience owning or running a mid-market business
- Manufacturing industry, extensive enterprise cross-functional expertise
- Serve clients across US and Canada

MINI CASE STUDIES

Client Industry	Annual Revenue/Debt	Situation	Results
Construction Tools Fabrication	\$5mm/\$2mm	<i>High-growth:</i> Investor syndicate purchased lender debt, prepare to take company public.	Identified \$400k in annual admin and process improvements and \$2mm by outsourcing non value-added assembly and distribution.
Systems Integration	\$12mm/\$5mm	<i>Challenged:</i> Most clients buying components separately, poor/non-existent cost and project management controls, no organizational vision.	Increased revenue to \$18mm, free cash flow \$1.9mm by focusing on multi-location corporate facility improvements, annual
Printing Manufacturing	\$45mm/\$12mm	<i>Distressed:</i> 40% of revenue lost to new technology, interest rate on debt rose to 18%.	Sold/closed unprofitable divisions, cut G&A 70%, increased EBITDA by 30% through organic growth and internal cost-cutting.

KEY CONTACTS

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