



Klarian Capital Group – Examples of Smaller Middle Market Client Engagements

Telecom. Longtime advisor to boutique telecom company that became the No. 1 Growth Company on the Crain's Chicago Fast Fifty List. Providing ongoing financial and operational advice, as well as debt placement services, during a period of growth from c. \$3MM to \$23MM in revenue. Advised client in sale to public company.

40 Unit Non-Standard Personal Lines Insurance Agency. Met Owner/Operator with sales skillset when Client had \$7.5MM in revenue and was losing money. Stage 1 - Restructured debt, renegotiated commission rates. Stage 2 – Through extensive consulting work over c. 5 years, helped Client increase revenue to \$17.5MM and bottom line to \$2.35MM.

Serial Candy Industry Entrepreneur. Owner/Operator with culinary design skillset ran high-end \$5MM candy manufacturing business. Senior lender terminated line of credit heading into “high season.” Stage 1 – Replaced operating line in 4 weeks. Stage 2 – Managed sale of company to private equity vehicle that acquired 4 candy and 4 appetizer manufacturers with \$80MM combined revenue. Stage 3 – After lead partner of PE sponsor encountered some “personal legal challenges,” Dave Lesser was invited to represent all of the selling principals on steering committee of PE backed buyer to engineer overall exit. Stage 4 - Represented PE fund in the sale of the last of its 4 candy manufacturing investments. Stage 5 – Original Owner/Operator Client’s “last hurrah” was opening a candy boutique that generated more revenue/s.f. than any identifiable food retailer other than Starbucks and I represented that company in a sale to an M&M Mars sponsored buyer.

170 Acre Riverfront Development Project. Managed undeveloped waterfront real estate asset through project re-design and entitlement (municipal, Army Corps of Engineers, Illinois Department of Natural Resources), resulting in a c. 5x enhancement in value at sale, without ever “turning a shovel of dirt.”

B2B Software. “Sell Side Readiness” engagement resulting in 4x increase in value over 3 years and a \$40MM sale to private equity sponsor that closed 80 days after initial, unsolicited draft LOI.

Professional Service Firms – Due Diligence Engagements. Klarian has performed buy side due diligence and integration planning engagements for numerous consummated and potential acquisitions of law firms, engineering firms, and managed service providers. Helped Client build an MSP in c. 30 months through consummation of 5 MSP acquisitions, out of 9 that went under LOI.

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... The Entrepreneur's Partner In Growth

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