



**KIRCHNER PRIVATE CAPITAL GROUP**

TRADITIONAL MERCHANT BANKING FOR EARLY & MID-MARKET COMPANIES

ESTABLISHED 1985

TRANSITION MANAGEMENT

# NOT SURE WHERE TO GO [NEXT]?



In today's environment many companies face unique challenges. You have invested significant time, money, and effort in building your business. **[We have been there].** We bring a deep bench of senior operators with extensive experience in recapturing value.

For more than 25 years Kirchner Private Capital Group has assisted hundreds of companies turn their businesses around to position for future growth, prepare for the next round of financing, or readying for a sale. It's what we do. The pragmatic, real world operational background of our team members brings the ability to rapidly and effectively differentiate between reality and perception.

#### CONTACT US

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In addition to the deep operating experience of our professionals, Kirchner Transition Management applies **[rigorous process expertise and proven business practices]** built from actual real-world experience. This means our analysis and execution plans are grounded in real outcomes that extend far beyond the scope of consultants and academics. These proven principles apply across domains in both old and new economy industries.

## OUR SERVICES

ASSESSMENTS

TURNAROUNDS

WORKOUTS

RESTRUCTURING

INTERIM  
MANAGEMENT

## MULTI-DIMENSIONAL UNDERSTANDING OF PRIVATE CAPITAL

- First-hand knowledge as principals, advisors, partners, and agents
- Global experience, local execution

## TRADEMARK TURNAROUNDSWORKS® APPROACH

- Proprietary Business Method Model for Operational Reorganizations of Companies
- Developed over our 25+ year history and unparalleled experience

## SUCCESS IN CHALLENGING TIMES

- “Heavy lifting” approach
- Hands-on leadership for companies struggling through tough economic times
- Able to mix and match skills and experience with needs and opportunities
- Seamless execution for evolving circumstances
- Full c-suite of executives
- Cross-fertilization of ideas, needs, opportunities

## TESTIMONIALS

“In less than one year, Kirchner brought both its expertise and experience to bear and today we are seeing the positive results of their work. With the assistance of Kirchner, the company has seen a substantial improvement in both gross margin and EBITDA, in part because of improved production practices and a reduction in overall costs. This coupled with a significant reduction in excess inventory has allowed the company to pay down a large portion of its senior debt.”

— **Sheryl Hilash, VP Concentra Financial**

“Kirchner was able to step into a complicated situation involving operational problems, management issues and differing agendas amongst investors and develop a comprehensive, practical turnaround plan. They provided us with an experienced turnaround CEO who immediately took charge of a very demanding situation and rapidly implemented a number of measures. Kirchner was able to maintain the existing revenue level, improve gross margins and regain investor confidence. Over the course of a year, the company was stabilized and ultimately was able to successfully go public on the AIM exchange representing a significant increase in value. We were impressed with the work Kirchner provided and would use them again without hesitation.”

— **Vincenzo La Ruffa, Susquehanna International Group, LLP**