

NSK Capital

Our Mission

NSK Capital is a private investment firm formed to acquire and operate one privately-owned business anywhere in the United States.

We Are Interested in Hearing From:

- Owners of privately-owned companies who want to sell to a “successor” who will continue to grow the business.
- Sell-side business brokers.
- M&A advisors representing a business owner who prefers to sell to a hands-on operator.

Why NSK Capital

NSK Capital’s Principal is interested in operating the acquired business. He will be entirely focused on continuing to grow the business. In comparison:

- Financial buyers often focus on recouping their investment in a short time period. Acquired businesses often suffer from under-investment.
- Strategic buyers often focus on cost synergies, closing sites, and consolidating work into the acquirer’s operations.

Businesses of Interest

Industries with low asset-intensity and high recurring revenues, e.g.

- Business process efficiency enablers, including for healthcare
- Niche software
- Integration services / VAR
- Logistics
- IT services
- Industrial services
- Portals, especially for industrial sub-markets
- Security, video surveillance
- Calibration services

Companies

- Privately-owned, US-based
- EBITDA of \$1.5 million to \$4 million; at least 3-year track record of profitable growth
- Recurring revenue makes up large percentage of business
- High asset turnover



The Team

Anand Krishna, Managing Principal of NSK Capital started his career in his family's engineering business. After a stint at Booz Allen & Hamilton as a management consultant working with industrial companies, Anand has worked in, or supervised, Engineering, Operations, Sales, Product Management, and Marketing over two decades at Lucent Technologies/Bell Labs, Honeywell, and Power Distribution, Inc. He has an MS from Columbia University and an MBA from Dartmouth College's Tuck School of Business.

Anand is responsible for finding a business to acquire, getting investor support to finance the transaction, structuring the deal in partnership with the owner, and managing the business after it has been acquired.

Investors Backing the Managing Principal

Anand is backed by top-tier institutional and individual investors. They contribute deep operating, entrepreneurial, and deal-structuring experience as well as a strong business network. Some of these investors will take board seats in the acquired company.

Institutional Investors and Family Offices:

The Operand Group

Michael Miles, Carlos Saez

Search Fund Partners

Dave Carver, Rich Kelley, Jim Edmunds, Todd Tracey

The Cambria Group

Paul "Lew" Davies, Rene Lajous, Natalie Cryer

Riviera Capital Partners

Alex Wang, Chris Jenkins

Bietou Capital

Thys Visser

Individual Investors and Partnerships

Craig A.T. Jones

TPE Boulder

Bradford Brown

Bradford Brown
Capital Partners

Dustin Sellers

KOA Capital Partners

Mike Smerklo

Next Coast Ventures

John Bingaman

Iron Creek Holdings

Cetina Capital

Jay Davis and Jason Pananos

The Nashton Group

Bob Dahl

WRD Capital