

## Argentum at a Glance

Argentum is a New York-based growth equity firm that partners with bootstrap entrepreneurs to build industry-leading B2B software, technology-enabled services, healthcare, and business services companies.

Since raising its first fund in 1990, Argentum has invested in over 85 companies and supported over 200 add-on acquisitions. Its four partners have worked together for more than 20 years.



B2B Software



Tech Enabled Services



Healthcare



Business Services

28+

Years of investing

\$4B+

Portfolio company revenues at exit

85+

Investments

200+

Acquisitions by portfolio companies

## Our Difference

- We target bootstrapped companies that can scale with modest levels of capital, filling the gap between early stage VC and later stage PE; we understand the unique challenges faced at this stage of a company's lifecycle
- We take shared ownership for value creation, actively originating and executing strategic initiatives, customer relationships, and acquisitions on behalf of our companies
- We implement the “Argentum playbook” to build best practices, financial reporting & KPIs, banking & audit relationships, and executive teams

## Investment Profile

- B2B software, tech-enable, and business services companies
- Revenues of \$5-25 million
- Capital efficient
- Recurring revenue, demonstrated growth, and sustainable margins
- \$5-15 million in equity per investment
- Minority or majority ownership



## B2B Software



Provider of cloud-based event management software



Cloud-based expense and invoice automation solutions. *Exited*



Cloud-based B2B eCommerce platform for brands and retailers, partnered with Nordstrom



Mission-critical, cloud-based maintenance, compliance, and inventory management solutions to the aviation industry *Exited*



Leading provider of enterprise solutions to the food & beverage industries. *Exited*



Enterprise marketing platform with a unique hybrid cloud platform used by the world's largest consumer brands



## B2B Software Tech Enabled Services



Regulated shareholder communications solutions to banks, brokers, corporate issuers & investment companies



Compliance services to owners and operators of truck fleets in the transportation industry



Cloud-based talent acquisition software that simplifies the recruiting and hiring process



Provider of real-time consumer insights, data and media activation; offers the largest source of profiles on 200M+ US adult consumers



Customer validation solutions empowering smarter alpha, beta and delta tests



Leading provider of on-demand data security compliance solutions. *Exited*



## Healthcare



Global CRO providing clinical development services to the biopharmaceutical industry. *Exited*



Data collection, reporting, and compliance platform to support medical adherence



Private specialty generic pharmaceutical company



Behavioral and physical rehabilitation clinical services within the acute care hospitals. *Exited*



## Business Services



Workforce management solutions for the aviation industry



Workforce solutions for commercial trucking. *Exited*



Multi-regional, integrated solid waste services company. *Exited*



Only national provider carbon dioxide and nitrogen gas solutions to the restaurant and hospitality industry. *Exited*