

## About Us

- Value-added minority growth equity partners for bootstrapped, founder-owned, and closely-held business services and B2B tech-enabled solutions companies
- We provide guidance, originate & execute add-on acquisitions / strategic opportunities, help accelerate growth, and create significant value, while existing owners / management retain operational autonomy & majority control

## Track Record

35+	100+	200+	80+	6x
year history	portfolio investments	add-on acquisitions	realized exits	named to inc's founder- friendly investors list

## Investment Criteria

- **Annual Revenues:** \$10M to \$50M
- **Capital Efficiency:** Bootstrapped or minimal outside capital  
Profitable / close to profitability
- **Investment Size:** \$5M to \$20M for minority ownership stakes  
(larger \$ amounts & control deals if needed or appropriate)
- **Use of Proceeds:** Organic growth, add-on acquisitions, owner liquidity
- **Business Attributes:** Strong founder / leadership team  
Attractive growth profile and strategy  
Recurring / reoccurring revenue streams  
Mission critical / non-discretionary demand drivers  
Diversified customer base with strong retention

## Our Founders & Entrepreneurs Are Our Best References

*“Argentum has been a trusted, essential, and supportive partner that has contributed immensely to our growth and success. Since becoming our first outside investor, they have actively and continuously added value by originating all our add-on acquisitions, providing strategic guidance, and sourcing numerous customer and partnership opportunities. Argentum has served as a true extension of our team, playing a key role in helping us scale, accelerate our momentum, and build an industry leader.”*

**Michael Precia, CEO and President, Fleetworthy (sold to Insight Partners)**

*“Argentum has been a key partner that’s directly contributed to LAUNCH’s buy-and-build strategy, rapid growth and resounding success. From originating several of our pivotal acquisitions and partnerships, to providing valuable strategic guidance and advice as active board members, Argentum consistently delivered levels of value-add and business development support that far exceeded what we expected from a minority investor.”*

**Mike Guagenti, Co-Founder & CEO, LAUNCH (sold to Capitol Meridian Partners)**

*“As a profitable bootstrapped company, we didn’t need any outside investors. Argentum promised to bring more to the table than just capital – and they delivered far more than what we expected from minority stakeholders, playing a key role in accelerating our growth, creating significant value, and helping us achieve a very successful outcome.”*

**Rick Heine, Founder, Founder & CEO, Flightdocs (sold to Accel-KKR)**