

Firm Overview

We develop niche market leaders into global growth stories

We are a New York and San Francisco Bay Area-based private equity firm investing in market-leading, middle-market advanced manufacturing and business services companies with under-resourced and unrealized global growth potential.

Our companies always have a strong U.S. nexus (headquarters, significant operations, primary growth market, or majority of revenue) and often significant global operations or expansion opportunities.

The team employs a hands-on approach to partnering with management to create value across the investment lifecycle and help companies achieve their full potential as world-class, industry-leading companies. We have an in-house Portfolio Operations Team and an extensive, global Senior Executive Advisor network of over 139 seasoned professionals.¹

Since 2003, Argand's investment team has collectively sourced, executed and/or managed 26 platform transactions and 42 add-on transactions.² The firm manages \$650+ million in capital.

¹ Please refer to the note overleaf for additional information on our Senior Executive Advisor network.
² Includes bolt-on acquisitions in-process for the existing Argand portfolio.

Hallmarks of an Argand Deal



Market Leadership

- #1/#2 U.S./global market position in industrial niche
- Strong ROIC
- Management are disciplined capital allocators – reinvestment, returning capital, M&A



Sustainable Competitive Advantages

- Intangible assets (brands, patents, "Black Art" processes, licenses)
- Switching costs
- Network effects
- Cost advantages



Significant Growth Potential

- Runway for accretive investment
- Acquisition and accelerated organic growth opportunities
- Large, stable end-markets
- Global growth potential
- Attractive adjacent markets
- Growth with reducing marginal cost



Defensive Characteristics

- Recurring or predictable revenue streams
- Strong value of tangible asset base vs. purchase price
- High free-cash-flow allows self-funding of growth and/or debt payoff



Complexity we Understand

- Middle-market companies seeking to grow globally
- Industries in transition or out-of-favor - protected niches, secular trends, contrarian situations
- Corporate carve-outs, transitioning family-owned businesses
- Constrained balance sheets
- Public-to-private

Investment Philosophy:

- Build "Global Champions"
- Identify under-resourced & unrealized global growth potential
- Transformative growth strategies
- Active partnership
- Deep operating expertise

Target Size:

- Platforms: \$15mm - \$50mm EBITDA
- Active buy-&-build strategies

Target Businesses:

- Advanced Manufacturing
- Business Services

Target Geographies:

- North America, Europe
- Always with a strong U.S. nexus

Current Niches of Interest Include:

Advanced Manufacturing



- Hobbyist/enthusiast themes
- Better-for-you ingredients
- Consumer packaging
- Precision metal components
- Water treatment, filtration & management
- Electronic components

Business Services



- Industrial technology
- E-health
- Training and certification
- Animal health
- Senior care, aging-in-place

For new investment ideas, please contact Joyce Schnoedl: jschnoedl@argandequity.com

