

# Overview

Since 1990, Argosy Private Equity has been partnering with motivated management teams invest in companies with sustainable competitive advantages and growth prospects. Argosy can execute deals of varied sizes through an extensive network of partners, including senior lenders, mezzanine debt providers and equity investors.

## ARGOSY PRIVATE EQUITY HAS OVER \$585 MILLION OF CAPITAL UNDER MANAGEMENT<sup>1</sup> AND INVESTS IN THE FOLLOWING:

- Management and leveraged buy-outs
- Corporate divestitures
- Generational transitions
- Recapitalizations
- Growth financings
- Minority recapitalizations

## NEW PLATFORM CRITERIA

<b>Financial</b>	Revenues of up to \$100 million EBITDA of up to \$10 million EBITDA margins of 10% or greater
<b>Investment Structures</b>	Equity plus structured solutions covering all junior capital needs
<b>Investment Amounts</b>	\$5 - \$25 million, with capacity to finance larger investments
<b>Ownership</b>	Control or minority positions
<b>Investment Horizon</b>	3 – 7 years
<b>Geography</b>	United States
<b>Industry Focus</b>	Business services and manufacturing with significant expertise in the following industries: <ul style="list-style-type: none"><li>• Aviation Services</li><li>• Engineered Materials</li><li>• Industrial Services</li><li>• B2B Services</li><li>• Industrial Electronics</li><li>• Tech-Enabled Services</li><li>• Business Franchising</li><li>• Industrial Manufacturing</li><li>• Transportation and Logistics</li></ul>

## ARGOSY'S VALUE ACCELERATION METHODOLOGY - VAM™

A complete toolkit for growing small businesses. The VAM™ process begins even before an investment is made. Argosy Private Equity Operating Partners collaborate closely with management teams to map out a value creation plan that spans the investment's full life cycle. VAM™ leverages a comprehensive library of lower middle market business tools to spur growth across three primary levers, revenue drivers, operational improvements and professionalization.

To discuss new investment opportunities please contact:

**JASON CUNNINGHAM**  
VP, Business Development  
O: 610.971.9685 M: 267.275.1318  
jcunningham@argosycapital.com

950 West Valley Road  
Suite 2900  
Wayne, PA 19087  
www.argosycapital.com

## BY THE NUMBERS

**\$585M** AUM<sup>1</sup>

**22** Professionals

**15** Average years of Partners working together

**4** In-house Operating Partners

**0%** Partner turnover since 1990<sup>2</sup>

**5** Funds

**120+** Portfolio Investments

**12,000** Jobs created

<sup>1</sup>Fair Value of investments plus unfunded investor commitments and SBA commitments as of December 31, 2019.

<sup>2</sup>One partner retired in 2007

## REPRESENTATIVE PORTFOLIO COMPANIES

Portfolio Companies actively seeking add-on opps.



### Aviation

Manufacturer of air cargo nets, straps and assemblies and sells, leases and repairs air cargo unit loading devices (ULDs)



### Engineered Materials

Designer, manufacturer, and distributor of aerial delivery products for the defense and law enforcement communities



### Engineered Materials

Vertically integrated manufacturer of maintenance-free, 100% recycled poly-resin outdoor furniture and accessories, capable of producing custom furniture in numerous colors



### Business Services

Leading provider of inmate telephone services to small and medium-sized correctional facilities



### Business Services

A third-party logistics firm specializing in "white glove" home delivery



### Industrial Manufacturing

Designer and manufacturer of environmental systems and solutions for the odor control market



### Business Services

Leading full-service, integrated solutions provider to the flatbed and specialized trailer industry



### Industrial Services

Provider of turnkey maintenance services to the natural-gas power generation, petrochemical, medical, shipping, and manufacturing industries



### Business Services

Provider of outsourced library management services



### Business Services

Provider of wireless technology solutions to device manufacturers in commercial, government, consumer, agriculture, and industrial segments.



### Industrial Services

Oil and gas services company



### Industrial Services

Supply chain management solutions company, which manufactures and services safety-related parts and components for the nuclear industry



### Business Services

Nationally recognized brand of frozen treat stores



### General Manufacturing

A premiere manufacturer, direct-to-consumer marketer, and installer of high-end outdoor products.



### Aviation

A components overhaul and retrofit company serving commercial airlines fleets



### Industrial Manufacturing

A full-scale mold building, press manufacturing, and injection molding business based in Reed City, Michigan



### Software Services

Leading provider of integrated library systems software