

Firm Overview

We develop niche market leaders into global growth stories

We are a New York-based middle-market private equity firm with offices in the San Francisco Bay Area and Miami. We invest in market-leading, middle-market advanced manufacturing and business services companies which are under-resourced and have significant 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 and expansion opportunities.

The team employs a hands-on approach to partnering with management teams to drive growth and create long-term value. We are a strategic partner and a valuable resource for the teams we work with, committing time, energy, and resources to realize the full potential of each business.

We have an in-house Portfolio Operations Team and an extensive, global Senior Executive Advisor network comprising over 139 seasoned professionals.¹

Since 2003, Argand's investment team has collectively sourced, executed and/or managed 22 platform transactions and 50 add-on transactions.

¹ Please refer to the note overleaf for additional information on our Senior Executive Advisor network.

Investment Philosophy:

- Build Global Growth Platforms
- Identify under-resourced & unrealized growth potential
- Implement transformative growth strategies
- Develop active partnerships
- Utilize deep operating expertise

Target Size:

- Platforms: \$10mm - \$50mm EBITDA
- Add-ons: \$5mm +
- Active acquisition strategies

Target Businesses:

- Advanced Manufacturing
- Business Services

Target Geographies:

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

Scalable and Resilient Businesses in Sectors We Know Well

ADVANCED MANUFACTURING				BUSINESS SERVICES	
Consumer Goods	Capital Goods	Industrial Technology	Healthcare Products	Commercial & Industrial Services	Professional Services
					

Current Niches of Interest Include:

Advanced Manufacturing



- Specialty packaging & materials
- Apparel, footwear, trim products
- Consumer performance brands
- Dancewear and dance instruction
- Water treatment & flow control
- Ingredients (food, beverage, agri)
- Animal health & feed
- Hobbyist/enthusiast themes
- HVAC & air filtration

Business Services



- Engineered castings
- Specialty distribution & logistics
- Testing, inspection & compliance
- Pet services
- Training, certification & simulation
- Residential & landscape services
- Maintenance & repair
- Telematics

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

Hallmarks of an Argand Deal



Market Leadership



Sustainable Competitive Advantages



Significant Growth Potential



Defensive Characteristics



Complexity We Understand

Firm Overview

Our Team's Global Investment Experience & Networks Support Our Strategy



Note: Sigma, Brintons, OASE, Concrete Pumping Holdings, Inc. ("CPH"), Polyshield Group and Cherry are portfolio companies of Argand Partners. One or more of the Argand investment team members were substantially involved in the acquisition, management and/or disposition of each portfolio company named above while employed by a prior firm (Castle Harlan) and/or Argand Partners. Please refer to the Argand team biographies starting on the Argand website.

The investment examples shown in this presentation are presented herein for illustrative purposes only, have been selected in order to provide examples of the types of investments made by Argand and do not purport to be a complete list thereof. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described in this presentation.

Argand Portfolio Companies (all seeking add-on investments)



Add-ons: keyboards, headsets, mice, video, peripherals, ergonomics

World's leading manufacturer of precision keyboard switch technology



Add-ons: specialty containers for industrial, consumer & medical

Leading U.S. manufacturer of portable fuel containers and rigid plastic packaging; includes Midwest Can, No-Spill, Rotopax and CSI



Add-ons: concrete pumping, concrete waste management

World's largest concrete pumping service provider



Add-ons: water gardens, water treatment, indoor aquatics, lake mgmt

World's leading aquatic technology brand for water gardens and fountain technology



Add-ons: carpeting, rugs, hard flooring, hospitality interiors

World's leading designer and manufacturer of luxury Axminster carpet



Add-ons: metal castings, machined/engineered components

Leading U.S. manufacturer of highly-engineered metal components

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Note: Market positions are determined based on consulting firm reports (e.g., from acquisition) and management estimates. This information is being provided to you for informational purposes only and is not, and may not be relied on in any manner as, legal, tax or investment advice or as an offer to sell or a solicitation of an offer to buy an interest in an investment sponsored by Argand. While our Senior Executive Advisors, or SEA, are not employed by or affiliates of Argand and they have no formal commitment to provide services to Argand, SEA members often voluntarily provide services to assist Argand, including evaluating, monitoring and managing our portfolio companies.