



FOUNDERS

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Firm Overview

Ardent Investors is a private investment firm focused on investing in and developing innovative, lower middle market businesses. Ardent's founders leverage more than twenty-five years of private investment and operational experience to partner with entrepreneurs and management teams to help them achieve their strategic objectives through organic and acquisitive growth.

Investment Criteria

- **Ardent is Opportunistic:** Target companies will have a well defined, market leading position in their industry. Areas of interest include, but are not limited to: Aerospace & Defense, Building Products, Business Services, Consumer Products, Energy Services, Food & Agricultural, Healthcare Services, Industrial, Multi-Unit Retail, Packaging, and Transportation.
- **Transaction Size:** Targets will generally have between \$10 and \$100 million of revenues. Interesting candidates will have a professional and institutional level of systems, process & management expertise above the depth of a sole proprietorship.
- **Profitability & Profile:** Attractive target companies have \$2 million or more of operating profitability or profit potential. We understand recent profitability may not be indicative of future earning potential, and will take the time to understand a company's history to develop our own view of their profit potential. Ardent will pursue privately owned/closely held businesses, corporate divestitures, and restructurings/special situations.
- **Location:** Headquarters and management team must reside in the United States or Canada. Candidates may have significant international sales or operating footprint.

The Ardent Story

Scott Glickman and Charles Hanemann founded Ardent to apply more than twenty-five years of private investment and operational experience to the development and growth of lower middle market businesses. In 1994, they met in a study group during their first year at Harvard Business School. As their first project, they hand built an integrated circuit board. Remaining friends and business confidants over the past 25 years, they separately embarked on successful careers in industry and private equity. Charles focused on finance. Scott focused on operations. Their careers converged when Scott transitioned from industry to private equity operations. They bring together complementary areas of expertise, utilizing their experience and passion to help grow and professionalize lower middle market businesses. Charles and Scott collaborate closely on each investment, assuring a high level of senior attention in order to maximize results.