

The Cojourn Way

We embrace a personalized approach to acquisitions customized for business owners who prioritize the long-term health of their company alongside a successful financial exit. As ongoing operator-owners with a listen-first mandate, we bring a wealth of business experience to the table. Cojourn is committed to preserving and growing the essence of your company, its people and its impact on the community.

The Decision

Business owners face the legacy-defining decision of how to transition their company well. They deserve a full and fair value for the equity they have built but also desire to ensure their company will thrive financially and culturally after they sell. This is often a once-in-a-lifetime decision.

The Challenge

Private Equity buyers are inherently extractive. Their mandate is to maximize returns in constrained timelines. These near-term bottom-line focused goals as the primary measure of success don't align with business owners who care about the future of their company's stakeholders.

Why companies choose Cojourn

Experienced value-add investors

- With decades of success across many industries, we lead with innovative, sound practices that ensure long-term success
- We amplify current results, foster growth from within the company, and provide capital, technology and resources to increase long-term business gains

Preservation of culture and legacy

- We prioritize the preservation of the company's culture, team, and legacy, memorialized in cultural covenants that become part of the sale
- We are owner-operators that selectively acquire businesses with a clear mission and guiding values

Long-term hold approach

- Unlike conventional investment firms, we operate without external capital obligations
- We take a patient, long-term hold approach to business acquisitions to ensure enduring success

Smooth transition and enduring growth

- Cojourn utilizes flexible, customized measures to structure satisfying transition for owners
- In addition to cultural covenants, we offer creative deal structures and tailored exit strategies to benefit all stakeholders, including customers, employees and the community

Who we are

Cojourn is a values-driven long-term holding company



Ryan Callaghan

Ryan has executed business acquisitions for over two decades as an advisor, buyer, seller and CEO. He has led operations for a broad set of leading companies including manufacturing, software, business services and consumer products. He lives in Newport Beach, CA with his wife Kelly and their four children. Ryan serves on several boards and is an active leader in his church and the local community.



Nick Parisi

Prior to Co-Founding Cojourn, Nick was an equity partner at a family office in the Bay Area, which focused on real estate and private equity investments. Nick has served different portfolio operating companies in varying roles as President, Chief Operating Officer and Chief Investment Officer. He has overseen over \$750M in M&A deals as a principal.

We're ready to listen

Contact us to get the conversation started

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INVESTMENT SELECTION

Ownership Attributes

- Family-owned or closely held
- Prepared to sell majority
- Desire for continued growth of company

Company Attributes

- Successful Track Record & Strong Brand Reputation
- Emphasis on People & Culture
- Strong Management Team

Financial Criteria

- \$2-10 Million in Annual Profit
- Gross Margin exceeding 25%
- 5+ Years of historical profitability

Geography & Industry Criteria

- Nationwide with focus on Western US
- Business & Consumer Services
- Value-Added Distribution
- Specialty Manufacturing
- Other Great Businesses