

REPORT

Scaling Strategies for Profitable Companies

Exploring how capital, talent, and resources converge to accelerate growth in already-profitable businesses — the practical playbook from our portfolio work.

Scaling · Q3 2023 · Chainfir Investment Team

Why we focus on profitable companies

A profitable company has already passed the two hardest tests: product-market fit and unit-economic viability. Capital and talent become accelerants, not rescue injections.

That changes the growth discussion entirely.

Pillar 1 — Capital

We deploy 4–8M USD primary growth equity into already-profitable companies. Capital is sourced 90% from proprietary funds, allowing us to move on days rather than weeks.

We co-design use-of-funds around specific growth milestones rather than generic balance-sheet strengthening.

Pillar 2 — Talent

Talent is the binding constraint at the 5–50M USD revenue tier. We deploy C-level search and key-hire matching from our 374+ advisor bench, often before the company formally raises.

Pillar 3 — Resources

Resources include market access (introductions to enterprise buyers, channel partners, regional distributors), technology partnerships, and operational playbooks.

Our post-investment operating partner supports quarterly reviews for the first 18 months post-close.

Levers that compound

Pricing optimisation, sales-coverage redesign, and geographic expansion are the three highest-ROI growth levers across our portfolio. We have playbooks for each, deployable in 60 days.

