



PRESS RELEASE

Yello Continues Strong Financial Performance and Accelerated Headcount Growth

Leading talent acquisition software company achieves rapid growth to continue supporting mission to reinvent recruiting

Chicago, IL - August 30, 2016 - Yello, the leading talent acquisition software company, announced today it has achieved rapid growth through the last 12 months. The company experienced more than 70% growth in annual recurring revenue, compared with the same period in 2015. This growth demonstrates Yello's commitment to scaling its operations and product development roadmap, to reinvent the way enterprise companies acquire top talent, on a global-scale.

"Yello's strong revenue growth signifies how well-received our products are in the marketplace, meeting the recruiting needs of enterprise companies," says Dan Bartfield, president and co-founder of Yello.

In the past 12 months, Yello's employee headcount has grown by more than 100%. "Yello's growth highlights our dedication to reinvesting in product development and innovation, furthering our commitment to ensuring our client-partners will always be ahead of the curve in talent acquisition technology," says Jason Weingarten, CEO and co-founder of Yello.

To further support this growth, Yello has raised \$4.2 million of funding as a continuation of its Series B funding in October 2015. This continuation is led by existing investor, Argentum, with Series A lead, First Analysis, also participating. The funding will be used to continue to strengthen Yello's engineering, sales and marketing efforts.

"Yello's continued growth validates our confidence in the long-term success of the company and solidifies our ongoing support," says Walter H. Barandiaran, managing partner and co-founder of Argentum.

Yello's broad client base, including 75 Fortune 500 companies and many high-growth businesses, uses the company's software to attract, engage and nurture top talent. Yello works with companies to integrate talent acquisition software into their strategic initiatives, ensuring the gaps in their recruitment processes are filled.

About Yello

You had me at Yello: Work with the Chicago-based software leader that is radically reinventing recruiting. Employers of all sizes – from Fortune 500 multinationals and large public sector organizations to high-growth early stage companies – rely on Yello to manage and mobilize their recruiting processes. Previously known as Recsolu, Yello's considerable experience includes campus, professional, high volume and specialty recruitment. When you're ready to say hello to your next great hire, think Yello.

About Argentum

Argentum is a New York-based growth equity firm that supports entrepreneurial owners in building industry leading companies. The firm partners with management teams of companies with revenues of \$5 million to \$25 million to provide capital to accelerate growth, fund acquisitions or generate shareholder liquidity. Since raising its first fund in 1990, Argentum has invested in nearly 80 companies and supported more than 180 add-on acquisitions in technology, healthcare and other high growth service sectors. Learn more at www.argentumgroup.com.

About First Analysis

First Analysis has one of the longest records (30 years) in venture capital investing and has invested more than \$750 million across 12 funds in three fund families. First Analysis excels at uncovering and leveraging the best opportunities in emerging high-growth segments in technology and health care for the benefit of the investors and growth companies we advise and serve. First Analysis helps established companies become profitable leaders in large markets, funding growth plans and working closely with management in areas including strategy, recruitment, sales and marketing, and corporate development. Its flexible approach targets investing \$3-10 million as lead investor or as a syndicate partner, bringing valuable perspective.