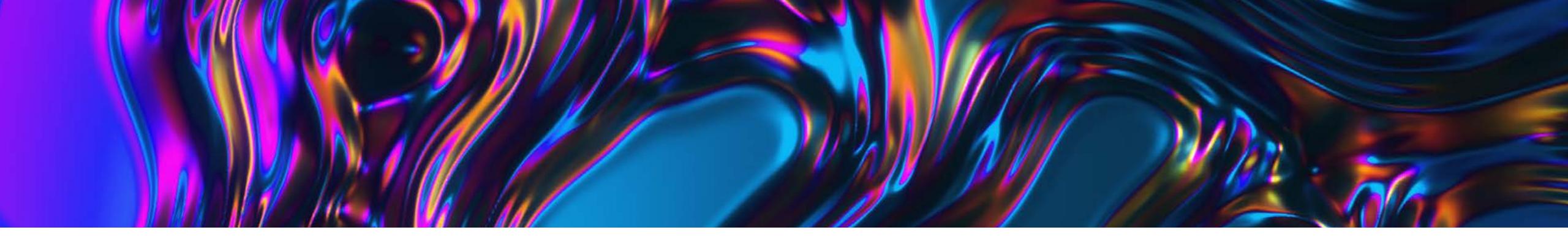
# GCG TECHNOLOGY SECTOR

Report | May 2022





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# GCG TECHNOLOGY GROUP MEMBERS HEADQUARTERS



Corporate Finance

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Cavour

Marktlink



Regent Assay is a specialist mid-market M&A advisory firm with over 30 years experience.



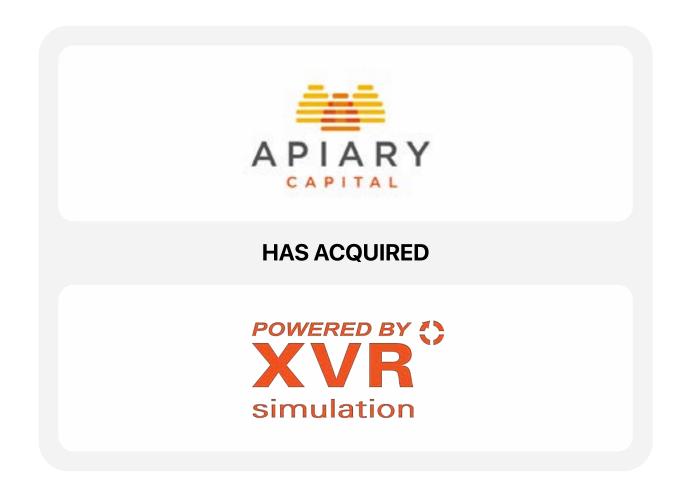
### ADVISED VANTAGE HEALTH ON ITS ACQUISITION BY NORTHGATE PUBLIC SERVICES

Vantage Health is a UK-based health tech business which develops Rego, an Al-powered digital solution that reduces waiting times, improves patient outcomes and helps the NHS as it recovers from the pandemic. Northgate Public Services already had a significant presence in this sector, following its acquisition of three EMIS Group plc businesses in 2019. The acquisition of Vantage further strengthens its growing preventative health offering.



### ADVISED INFOFLEX ON ITS SALE TO CIVICA

InfoFlex provides a market-leading cloud-enabled application with trust-wide and cross-organisation capabilities used by more than 40,000 users across 130 NHS Trusts. InfoFlex was acquired by Civica UK Limited, a global leader in software for public services, strengthening its presence in the clinical care market. It will add more value and digital capability to the information management software to help improve health outcomes.



### ADVISED APIARY CAPITAL ON ITS ACQUISITION OF XVR SIMULATION

Apiary Capital announced an investment in XVR Simulation, a platform for consolidating online compliance and competency management and e-learning software businesses. Alongside this investment, XVR Simulation completed the bolt-on acquisition of LearnPro eFireservice, a competency management and compliance based e-learning provider to the NHS and the Fire & Rescue Services. XVR Simulation is the global leader in virtual reality e-learning for the emergency services sectors.

Headquarters: 156 Great Charles Street, Queensway, Birmingham B3 3HN, UK / London Office: 83 Baker Street, Marylebone, London W1U 6AG, UK

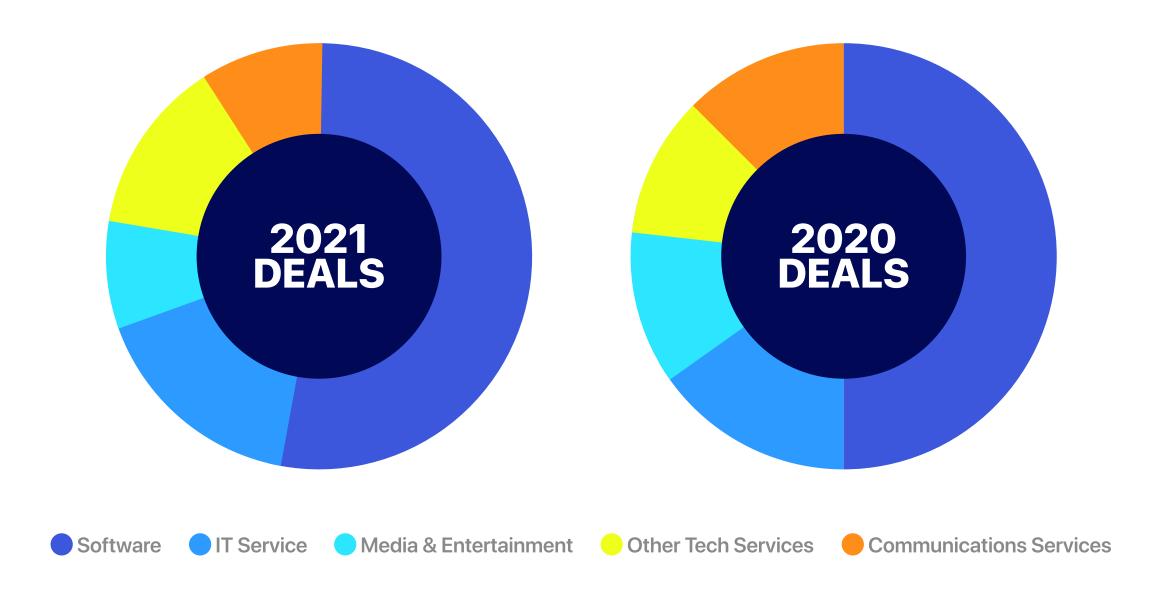
# OVERVIEW OF THE TECHNOLOGY MARKET: UK

#### **Sector Summary**

Despite the fact that these trends were already in motion, COVID-19 accelerated them. As a result, as demand grows, barriers to entry have become lower, and purchasers want to augment their existing skills and shift to a more predictable 'as-a-service' operating model, tech companies have become appealing M&A targets. The pandemic has also impacted the market for consumer-facing technologies. Telehealth, which was already a growing industry at the start of 2020, has seen a tremendous increase in popularity as a result of regulatory relaxation during the early months of the pandemic.

TECHNOLOGY DEALS					
YEAR	YEAR TOTAL DEALS EBITDA PS STRATEGIC FINANCIAL BUYERS				
2020	578			507	71
2021	1,008	12.2	2.9	878	130

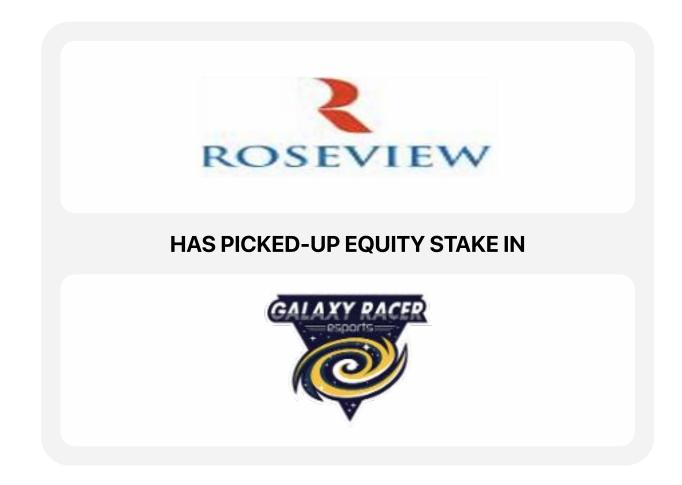
With a total of 1,008 technology deals in the UK, 2021 saw an increase in technology deals by 75%. The top technology sub-sectors in the UK are IT services and software with top acquires having an average of 4 deals in 2021.



TOP TECHNOLOGY ACQUIRERS IN UK 2021			
ACQUIRER SUB-SECTOR FOCUSED ON			
BABBLE CLOUD LTD	IT Services		
LLOYDS DEVELOPMENT CAPITAL LTD	IT Services, Communication		
ACCESS UK LTD	Software		
ERM	IT Consulting Services		
INFLEXION (PE)	Software, IT Services		
MARLOWE	Application Software, IT Training & Recruitment Services		
SOPHOS	Security software		



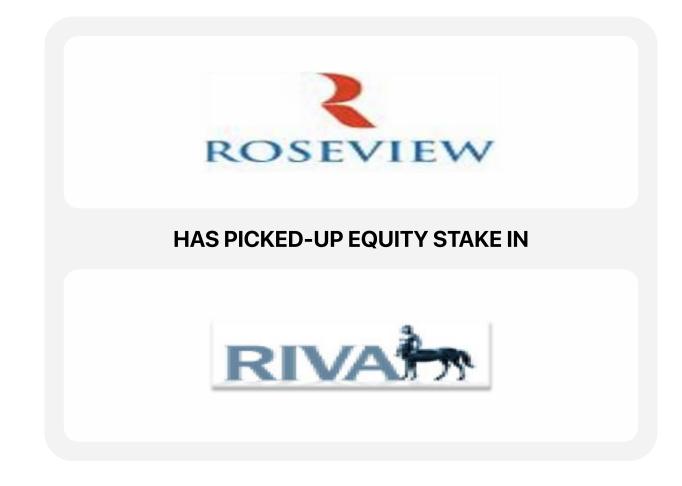
RNM is an independently held mid-market focused boutique investment banking firm which helps its clients across sectors in the areas of domestic & cross border M&A, JV, Fund Raising etc.



# ADVISED ROSEVIEW INVESTMENT & ADVISORS ON ITS EQUITY INVESTMENT IN GALAXY RACER HOLDINGS

Roseview Investment and Advisors UK Ltd is the UK-based family office investment arm of Mr Kunal Chanana. Roseview actively identifies and invests in tech start-ups that aim to disrupt the status quo.

Galaxy Racer (GXR) Holdings is an e-sport organisation with headquarters in Dubai, UAE. Galaxy Racer is one of the fastest growing e-sports organisation around the globe. Since its inception, GXR has established top global rankings through its biggest games such as League of Legends, PUBG Mobile, etc.



# ADVISED ROSEVIEW INVESTMENT & ADVISORS ON ITS EQUITY INVESTMENT IN RIVA TECHNOLOGY & ENTERTAINMENT

Roseview Investment and Advisors UK Ltd is the UK-based family office investment arm of Mr Kunal Chanana. Roseview actively identifies and invests in tech start-ups that aim to disrupt the status quo.

Riva Technology & Entertainment is a gaming and technology investment group with a global presence stretching from the USA to east Asia. Established in 2002, the group has held on to the industry advantage and has delivered the 'vision of tomorrow'.



#### ADVISED OMNITEL TECHNOLOGIES ON ITS STRATEGIC FUND RAISE FROM UP TECHNOLOGIES

Omnitel Technologies Pvt Ltd is an IT solutions company that provides state-of-the-art technology solutions to its clients. It is a leading solutions provider that helps clients maximise their performance by leveraging best talents, having technical expertise and domain wide experience, etc.

Headquarters: 78/1, Janpath, New Delhi 110001, India / Branch Office 1: 813 Oxford Towers, 139 Airport Road, Bangalore 560008, India / Branch Office 2: 613, Suncity Business Tower, Sector 54, Gurugram 122002, India

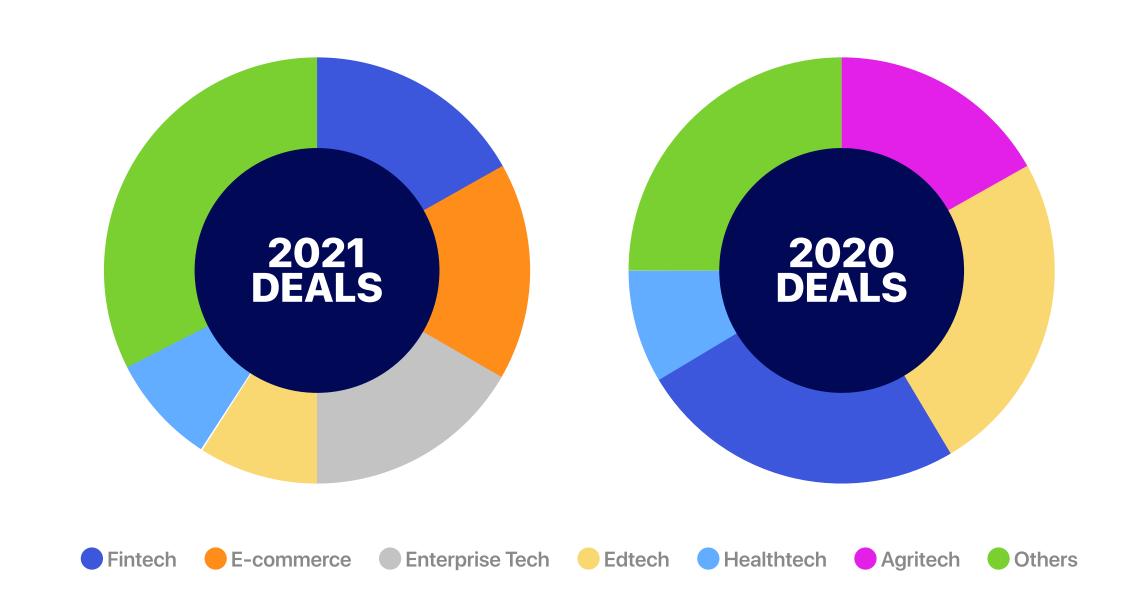
# OVERVIEW OF THE TECHNOLOGY MARKET: INDIA

#### **Sector Summary**

With a consistent and strong push for the digitisation of India by the government, the pandemic has further accelerated the need for digitisation of the Indian subcontinent. As the fastest growing economy, India has become the first choice of investment for investors all around the globe. Indian tech companies have witnessed steady growth till pre-COVID times, however, the pandemic brought about a new phase for tech players. Sub-sectors ranging from fintech to health-tech have raised record amounts from record valuations in 2021.

TECHNOLOGY DEALS						
BUY SIDE	SELL SIDE	EBITDA	PS	TOTAL 2021	TOTAL 2020	PERCENTAGE INCREADE
134	60	41.53	4-18*	1,579	953	65.7 %

With a total of 1,579 technology deals in India, 2021 saw an increase in technology deals by 65.7% with an emphasis on software deals. The top technology sub-sectors in India are fintech and e-commerce, with top acquires having an average of 6.5 deals in 2021.



TOP TECHNOLOGY ACQUIRERS IN INDIA 2021		
ACQUIRER SUB-SECTOR FOCUSED ON		
THINK & LEARN PVT LTD	Ed-tech	
MENSA BRANDS	Consumer-tech	
UPSCALIO	E-commerce	
GLOBALBEES	Consumer-tech	



Nolands Capital is a mid-market corporate finance & transaction advisory firm servicing clients in conducting transactions around the African continent.



### ACTED AS SELL-SIDE TRANSACTION ADVISORS TO APIO IN RESPECT OF THE SALE TO OLEA

OLEA Insurance Solutions, a French-headquartered, pan-African specialist in tech-driven insurance products, entered the South African market through the acquisition of a controlling stake in Apio risk solutions.

The transaction allowed OLEA to significantly grow their presence in the Southern African market through the acquisition of an established local player.



### ACTED AS SELL-SIDE TRANSACTION ADVISORS TO TACTILE FOUNDING SHAREHOLDERS IN A MBO

Tactile Technologies is primarily a touchscreen technology provider, as well as Auto ID and payment technology provider servicing the retail market.

Nolands assisted the founder in structuring a cross-border (Cyprus to South Africa) leveraged buy-out by management.



## ACTED AS TRANSACTION ADVISORS IN THE RAISING OF GROWTH CAPITAL

Rainmaker Travel is a holistic digital solution for the modern hotel and tourism industry.

Rainmaker has specialised, in medium-sized, small and very small accommodation and tourism providers in order to offer them simple, cost-effective and holistically optimal access to the digital world of their guests.

Headquarters: Noland House, River Park, River Lane, Mowbray, Cape Town, South Africa / Johannesburg Office: 152 Bryanston Drive, Johannesburg, South Africa / Durban Office: 56 Richefond Circle, Ridgeside Office Park, Umhlanga, South Africa

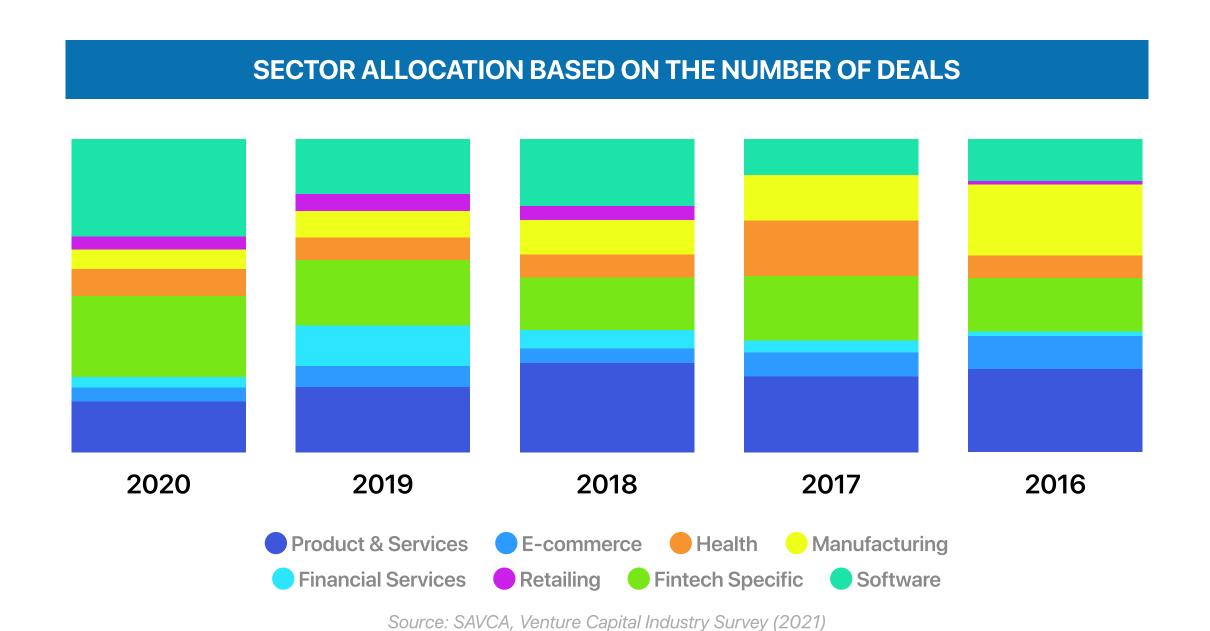
# OVERVIEW OF THE TECHNOLOGY MARKET: SOUTH AFRICA

#### **Sector Summary**

African consumers have shown a growing reliance on technology across multiple platforms, even well before the pandemic struck. The growth of the continent's digital economy has naturally been accelerated by the pandemic and this unabated demand for technology has caused extensive cross-sector disruption, with the financial, energy, transport, retail, health and agricultural sectors all seeking opportunities to expand their tech infrastructure in order to acquire the necessary skills and innovation needed to keep up with demand.

The value of M&A transactions for the six months amounted to USD 52 billion, with 169 deals announced during the period. This while the volume of domestic transactions in South Africa increased by 10% year-on-year to 80 deals, valued at USD 46.7 billion. This value is a remarkable 2,148% increase on the first half of 2020. Further, cross-border transactions increased 17% year-on-year to 89 deals, while deal value surged 251% to USD 5.4 billion. High-technology companies were the primary targets for inbound deals in South Africa in the first half of the year, with 12 transactions valued at USD 160 million. There were nine inbound M&A transactions in the technology sector in the first half of this year and 13 outbound deals (up 160% from five outbound M&A deals in H1 2020). This rise in outbound M&A is the result of African tech companies' continued targeting of offshore investments in companies that will deepen their access to new technologies, markets and talent.

Source: Baker McKenzie, Massive Increase in M&A Deal Value in Sub-Saharan Africa in the first Half of 2021



TOP TECHNOLOGY ACQUIRERS IN SOUTH AFRICA 2021			
ACQUIRER SUB-SECTOR FOCUSED ON			
<b>ARC</b>	Internet infrastructure Telecommunications (mobile operator)		
prosus	Digital payment value chain E-Commerce		
VOLARIS	Specialised software Digitally- led business solutions		
<b>O</b> vodacom	Internet infrastructure Fintech		

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Lars Weibull AB is a well-known Swedish M&A advisor in the SME sector which focuses on entrepreneurs and privately-owned businesses.



### ADVISED EXICOM ON ITS SALE TO 24SEVENOFFICE

24SevenOffice Scandinavia AB has acquired all the shares in the Swedish company Exicom Software AB, which developed an advanced project management software targeted at large enterprises. The acquisition strengthens 24SevenOffice Scandinavia AB's position in the enterprise market and adds customers such as Försäkringskassan, Scania, Axfood, Statistiska centralbyrån och Länsförsäkringar to the customer list. With this, ERP, project- and time & expense management can be delivered as cloud, private cloud and on-premise.



### ADVISED EFFECTPLAN ON ITS SALE TO HOUSE OF CONTROL

House of Control Group AS has acquired Effectplan International AB through a wholly owned subsidiary. The acquisition adds stronger forecasting and budgeting software to the company's toolkit. Lars Weibull AB was the sell-side advisor. It is a SaaS platform that can be delivered fully cloud-based, private cloud or on-premise. The acquisition is in line with the firm's growth strategy, which combines ambitious organic growth targets and execution of M&A opportunities.



### ADVISED HitoLABS ON ITS SALE TO POLYGON

Polygon has signed an agreement to acquire Hiotlabs. Hiotlabs is a Swedish-based company offering market-leading technology solutions based on the Internet of Things and Machine Learning. The solutions consist of a sensors and software platform, with the purpose of detecting and preventing water damages in buildings. It is a Prevention-as-a-Service that will help property owners reduce damages on their properties.

Malmö: Rundelen 3, 211 36 Malmö, Sweden / Stockholm: Tulegatan 12, 113 53 Stockholm, Sweden / Gothenburg: Mässans gata 10, 402 24 Göteborg, Sweden

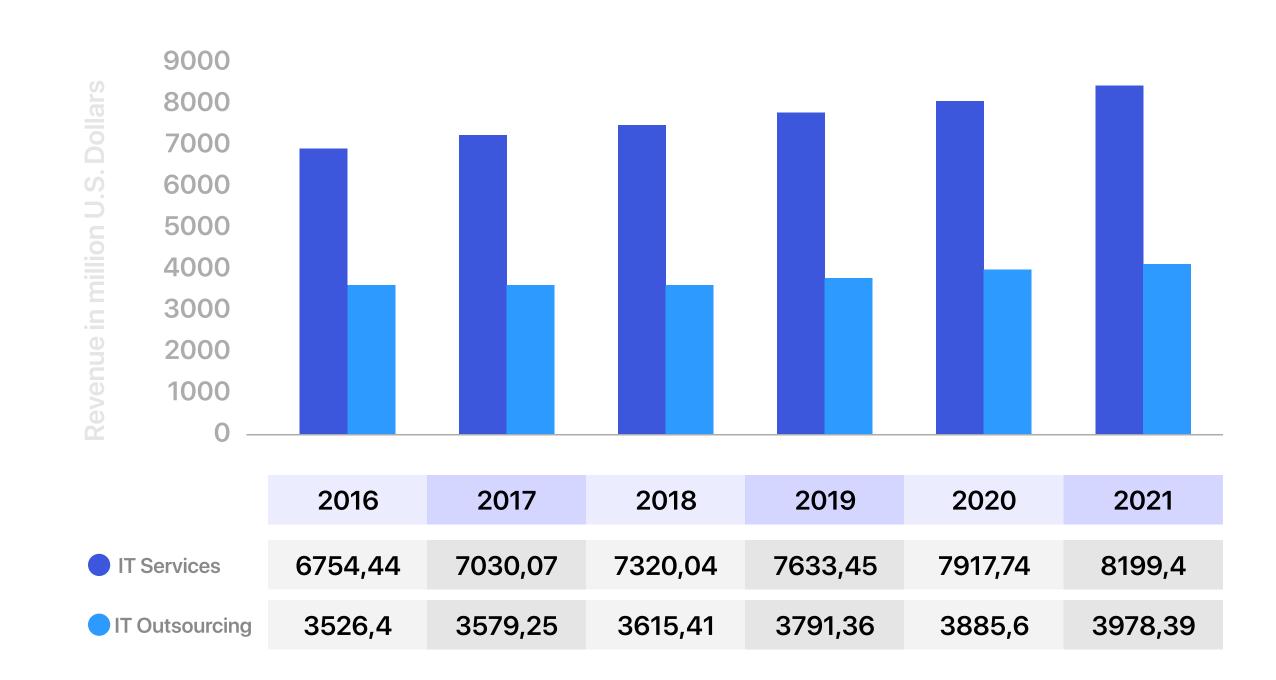
# OVERVIEW OF THE TECHNOLOGY MARKET: SWEDEN

#### **Sector Summary**

Sweden is one of the most technologically advanced countries in the world. The IT and telecom industry consists of companies focusing on the development of software, hardware and digital IT services – such as international streaming services for music, development of computer games and digitalisation of financial services. Sweden is the birthplace of many well-known global tech brands in various sectors that play a leading role in the world: Spotify, Skype, Ericsson, Electrolux, Truecaller, Utorrent, Klarna, Mojang, King, among others. It is an ever-growing industry with a great need for expertise.

Despite the fact that Sweden has come a long way, some big challenges still remain. The availability of large amounts of data is growing rapidly and the need to process and analyse these is becoming increasingly important. The biggest challenge is the great lack of IT skills. Most competencies are still in high demand, such as system developers. The shortage of skills is also significant in the gaming market, which continues to grow rapidly. The opportunities that arise through these shortcomings make Sweden an important growth geography for international digital talent.

The Nordic market for IT services will grow from USD 24.4 billion in 2018 to USD 29.5 billion in 2023 with a CAGR of 3.2% in 2019-2023. Sweden accounts for more than 40% of the Nordic IT Market. The region is experiencing rapid growth in digital transformation, led by Sweden that experienced a CAGR of 10.3% in 2019.



TOP TECHNOLOGY ACQUIRERS IN SWEDEN 2021		
ACQUIRER	SUB-SECTOR FOCUSED ON	
	Streaming services of music and pods	
Klarna.	Fintech, payment solutions	
ERICSSON	Telecommunication	
EMBRACER* GROUP	Gaming and media holding company	

<sup>\*</sup> The Swedish Market for IT Services (kommerskollegium.se)



NorthStar Corporate Finance is a partner-owned investment banking advisory firm, with offices in Prague, Stuttgart and Hong Kong.

Cognition VC

BUY SIDE MINORITY STAKE UK – CZECH REPUBLIC



## ADVISED COGNITION VC IN THEIR INVESTMENT INTO YOUR PASS

NorthStar advised Cognition VC on its investment into Your Pass, a Czech Republic-based technology company which provides a complex digital wallet solution which enhances the communication of banks, insurance companies and retailers with their customer bases. It is also used by government health agencies for communicating with the public information about COVID-19.



## ADVISED VIRGIN CONNECT IN THEIR ACQUISITION OF SPEEDYLINE

NorthStar advised Virgin Connect on several acquisitions, including that of Speedyline, an Eastern European internet company with a client base of over 80,000 subscribers.



SELL-SIDE ESTONIA & CENTRAL EUROPE REGION - EASTERN EUROPE

# PRIVATE FINANCIAL INVESTOR

### ADVISED FRIENDLY FINANCE CORPORATION IN ATTRACTION OF A FINANCIAL INVESTOR

NorthStar advised FRIENDLY FINANCE CORPORATION, a fintech company operating in Poland, Czech Republic, Slovakia and Estonia, on its sale to a private investment group

Office Prague: Národní 60/28, 110 00 Prague, Czech Republic / Office Stuttgart: Birkenwaldstraße 99, 70191 Stuttgart, Germany / Hong Kong Rep Office: Rm 1803, 18/F Lucky Centre Wan Chai 165-171, Hong Kong

# OVERVIEW OF THE TECHNOLOGY MARKET: GERMANY

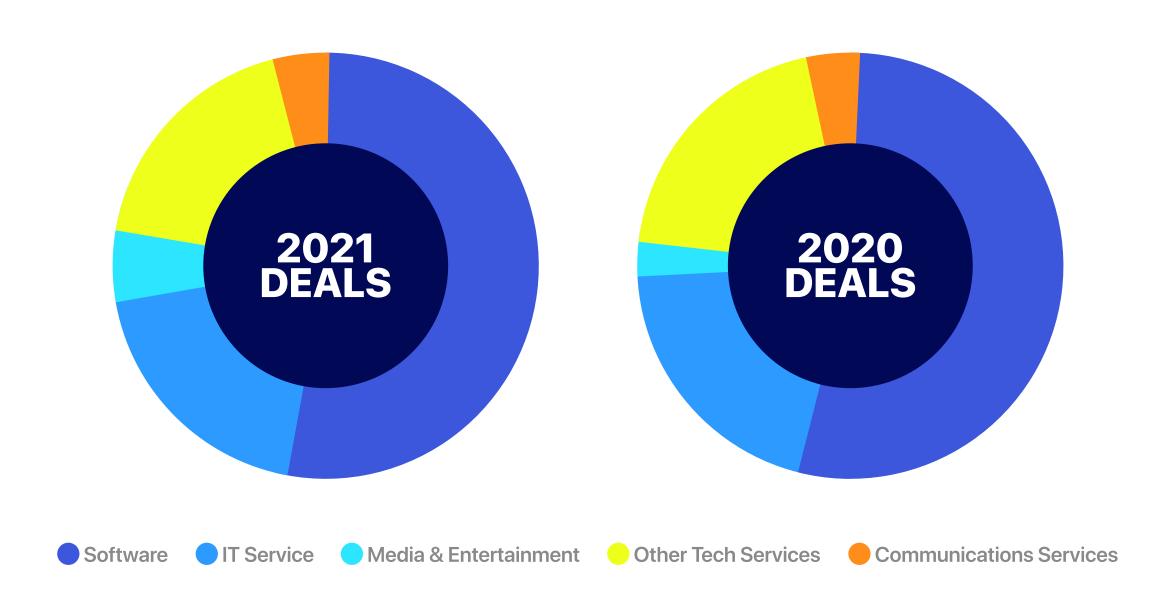
#### **Sector Summary**

A few notable trends were already in motion, but the pandemic significantly accelerated them. These included growing government support for IT solutions such as Al analytics, rising adoption of the Internet of Things (IoT), implementing anything-as-a-service (XaaS) business models, increased adoption of IT solutions among German SMEs (>99% of the total enterprises in Germany), and accelerating new technological trends.

The general M&A sentiment is more positive than it has been for years. The high valuations on the stock markets are also increasingly being observed in private M&A transactions. For many companies, the opportunities and challenges associated with the topic of digitisation are strategic motivations for M&A. For many German SMEs, for example, the transfer of technology is a proven means of compensating for a lack of digital expertise and avoiding time delays in the introduction of new products and services.

TECHNOLOGY DEALS				
YEAR	TOTAL DEALS	STRATEGIC BUYERS	FINANCIAL BUYERS	
2020	378	318	60	
2021	518	433	85	

With a total of 518 technology deals in Germany, 2021 had an increase in technology deals by 22%. The top technology sub-sectors in the Germany are Software and IT services.



TOP TECHNOLOGY ACQUIRERS IN GERMANY 2021			
ACQUIRER	SUB-SECTOR FOCUSED ON		
ELVASTON CAPITAL MANAGEMENT	ERP, CRM, Banking, DMS, IOT, e-commerce, etc.		
HGCAPITAL LLP	Software		
BREGAL UNTERNEHMERKAPITAL	ERP, CRM, Software, e-commerce, etc.		
DEUTSCHE BETEILIGUNGS	Telecom, software, healthcare, etc.		
NORD HOLDINGS	Software		
MAIN CAPITAL PARTNERS BV	Software		
BRIDGEPOINT ADVISERS LTD.	IT, Software, etc.		

# OVERVIEW OF THE TECHNOLOGY MARKET: CZECH REPUBLIC

#### **Sector Summary**

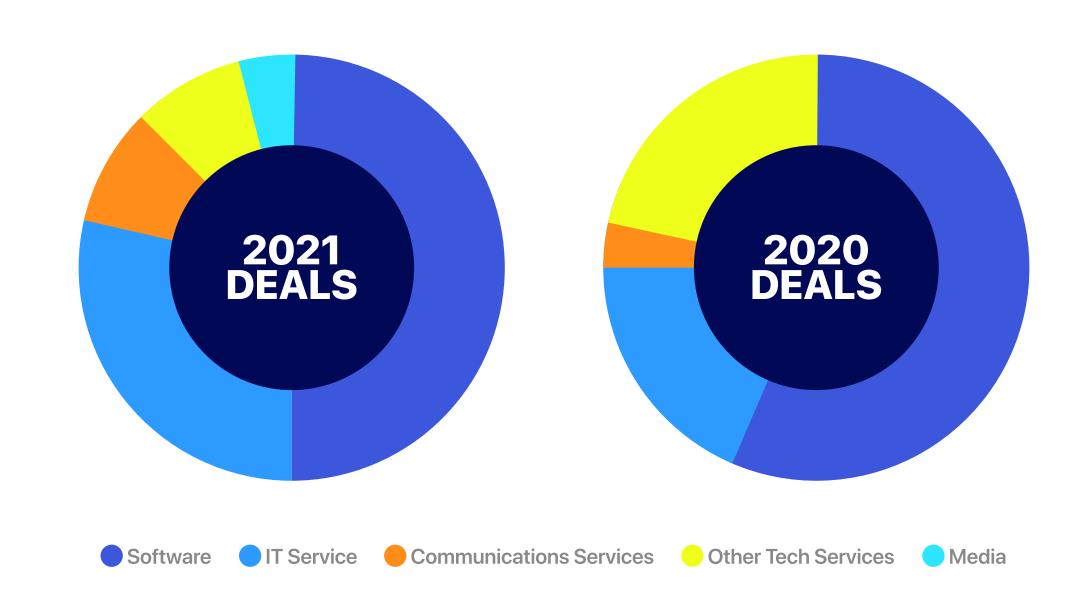
According to the M&A Attractiveness Index, developed by the M&A Research Centre at Cass Business School in 2015 (now Bayes Business School), the Czech Republic was ranked 21st out of a total of 147 countries in terms of its attractiveness for M&A purposes (i.e. its ability to attract and sustain business activity).

The COVID-19 crisis forced Czech businesses to focus more on collaboration and communications and remote working models, substantially boosting demand for cloud services. Infrastructure-as-a-service (laaS) is estimated to have grown around 27% in 2021.

The Czech Republic is home to several top-level research centers that have achieved outstanding results and won awards in the area of information and communication technologies. This refers to, for example, the Artificial Intelligence Centre, the Czech Institute of Informatics, Robotics and Cybernetics, IT4Innovations, the Research Centre for Informatics, and the National Cybersecurity Centre.

TECHNOLOGY DEALS				
YEAR	TOTAL DEALS	STRATEGIC BUYERS	FINANCIAL BUYERS	
2020	24	20	4	
2021	22	20	2	

A significant recent transaction is the merger of the Czech antivirus company Avast with the American firm NortonLifeLock, which specialises in identity-theft protection.



TOP TECHNOLOGY ACQUIRERS IN CZECH REPUBLIC 2021		
ACQUIRER SUB-SECTOR FOCUSED ON		
PPF GROUP NV	Communication	
SOLITEA	ERP	
EAG INVESTMENTS SRO	IT Services	
ROCKAWAY	E-commerce, online shops, fintech and digitally-enabled sectors	

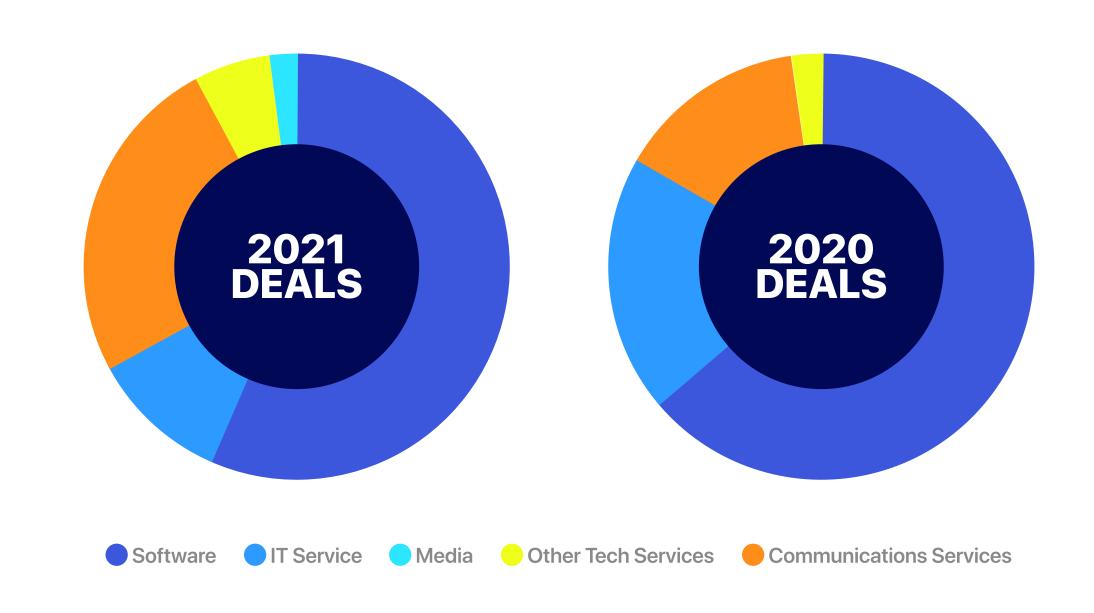
# OVERVIEW OF THE TECHNOLOGY MARKET: POLAND (BY NORTHSTAR)

#### **Sector Summary**

Poland is one of the most alluring destinations for offshore software development in Eastern Europe. The country boasts a vast talent pool of experienced professionals, developed infrastructure, and favourable business conditions.

The technology sector in Poland belongs to industries that have rapidly developed in recent years. Players in the Polish market have benefited from a steady growth of one of the biggest economies in the region, good availability of funding and well-educated employees. While technology-related deals were already on the rise prior to COVID-19, there was activity in this sector in 2020. Despite a general slowdown in M&A activity in the second quarter of 2020, the technology sector remained generally unaffected with several exceptionally high-profile transactions that took place in 2021.

TECHNOLOGY DEALS			
YEAR	TOTAL DEALS	STRATEGIC BUYERS	FINANCIAL BUYERS
2020	35	32	3
2021	47	44	3



TOP TECHNOLOGY ACQUIRERS IN POLAND 2021			
ACQUIRER SUB-SECTOR FOCUSED ON			
FIXMAP SP ZOO	Telecommunication		
SAGE SP ZOO	IT Services, Software		
MID EUROPA PARTNERS LLP	IT Services, Software		
XEBIA CONSULTANCY SERVICES BV	IT Services		

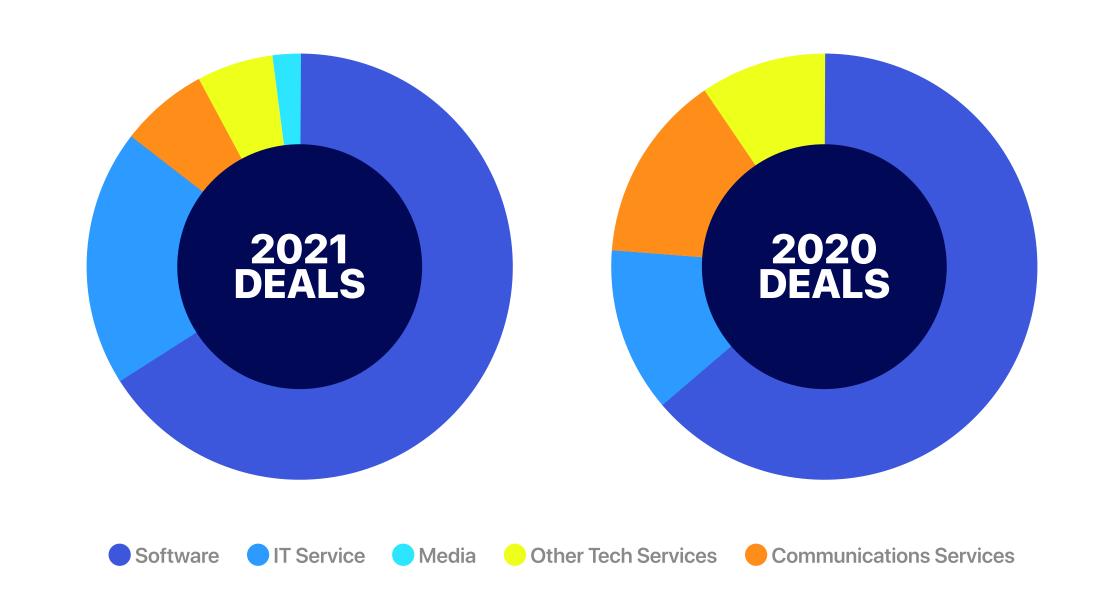
# OVERVIEW OF THE TECHNOLOGY MARKET: ROMANIA (BY NORTHSTAR)

#### **Sector Summary**

The Romanian M&A market is expected to remain active, given opportunities to further accelerate growth, including those arising from the economic volatility caused by the pandemic that has left some businesses financially distressed. Investors are focusing on companies that have excelled during the pandemic, either active in the technology field or those that have adapted and developed new technologies to maintain or increase performance.

M&A will also be driven by the need to adapt business models, particularly in e-commerce and direct to consumer, but also to address the digitalisation, green economy and ESG agendas. Liquidity of capital and favourable financing costs will support and accelerate these trends. Also, strategic investors continue to be the dominant players on the Romanian M&A market, accounting for a greater percentage of the transactions.

TECHNOLOGY DEALS			
YEAR	TOTAL DEALS	STRATEGIC BUYERS	FINANCIAL BUYERS
2020	9	9	0
2021	30	27	3



TOP TECHNOLOGY ACQUIRERS IN ROMANIA 2021		
ACQUIRER	SUB-SECTOR FOCUSED ON	
BITTNET SYSTEMS SA	IT Services	
WIRTEK A/S	IT Services	
NOVALPINA CAPITAL LLP	Movies/Entertainment	
LECTRA SA	Software	









**Headquarters:** 28 Haarbaa St., North Tower 23rd Fl., 6473925 Tel Aviv, Israel / **Hong Kong:** 40/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong **Shanghai:** 23F, Catic Tower, No. 212 Jiangning Road, Jing'an District, Shanghai, China



Cavour Corporate Finance is a specialist finance firm that works with businesses and entrepreneurs offering services such as company acquisition and sale, private equity advisory and many more.



A group of entrepreneurs in Promotional Marketing Solutions

HAS ACQUIRED

CLUPTON TIONS

enhancing customer experience

CAYOUR CORPORATE FINANCE

advised Eupromotion

December 2019

Bologna Office: Via Guido Reni 3, 40125 Bologna, Italy / Milan Office: Largo Donegani 2, 20121 Milan, Italy



Leading M&A firm with over 25 years of experience and 5 offices in the Netherlands, plus more than 100 FTE.



DOMAIN: LEAD GENERATION

TYPE DEAL: PRE-EXIT DEALSIZE: €50M – 75M

**Social Blue** or **Leads.io** is a fast growing technology-driven Dutch lead generation agency with offices in the Netherlands, Canada, UK, France, Germany, Sweden, Australia, Mexico and Singapore.

**Egeria** is an independent Dutch investment company founded in 1997. Egeria will provide financial backing and operational support needed for further international expansion and acquisitions.

**Sofindey** 



**DOMAIN: STRATEGY AND DEVELOPMENT** 

TYPE DEAL: PRE-EXIT DEALSIZE: €15M – 25M

**Loyals** is a fast growing full-service agency for branding and digital transformation with a history of more than 20 years. Amongst its clients are many small to medium-sized business, but also semipublic authorities.

**Sofindev** is an established player in the investment landscape, founded in 1991. The entry of Sofindev enables Loyals to further accelerate its strong growth path organically and through strategic acquisitions.





DOMAIN: STRATEGY AND PM TYPE DEAL: 100% EXIT DEALSIZE: €5M-15M

**Fightclub** is one of the larger independent full-service agencies in the Netherlands. It was recently awarded the 'best full-service agency in the Netherlands', and has established large and mid-sized clients.

**Customer Collective** consists of various well established agencies focussed on growth marketing & digital products, digital performance and CRM/marketing technologies. With the acquisition of Fightclub, Customer Collective broadens its services and products.

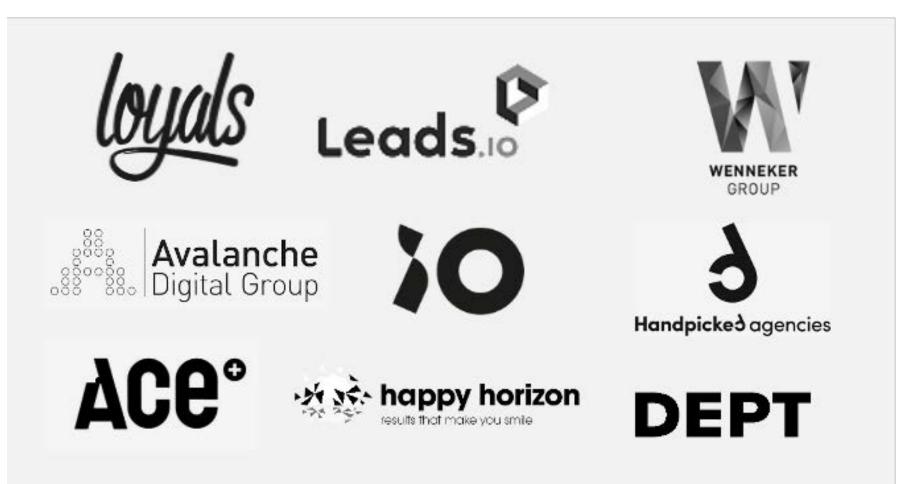
Marktlink Amsterdam: De Boelelaan 28, 1083 HJ Amsterdam, The Netherlands / Marktlink Deventer: Wismarstraat 1, 7418 BN Deventer, The Netherlands

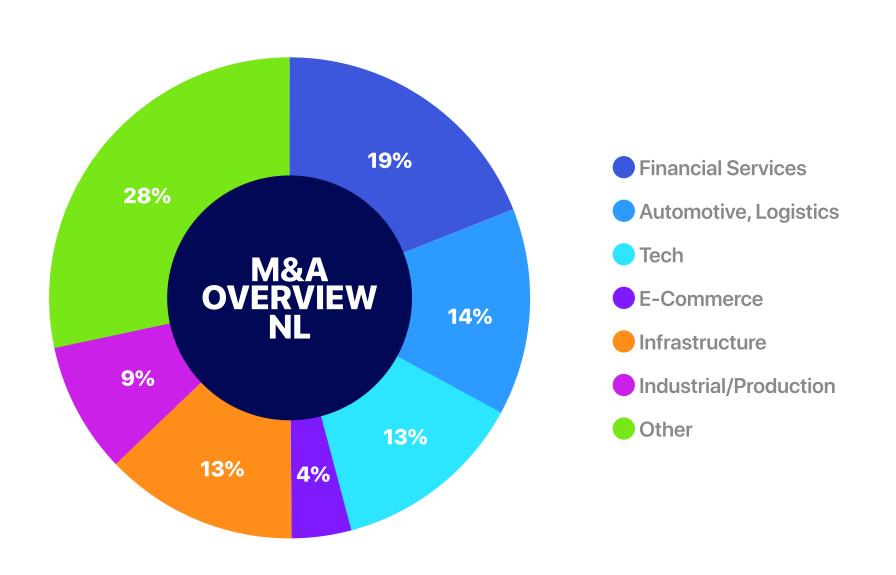
# OVERVIEW OF THE TECHNOLOGY MARKET: THE NETHERLANDS

#### **Sector Summary**

It is predicted that investments in the tech market will continue to rise in line with previous years. The various buy and build initiatives continue to drive the market, as well as new platform initiatives entering the market. What can be noticed is the effect of the investments during the last cycle, as various fast-growing companies are looking to secure next-level international investments to grow into global category leaders.

#### **CURRENT PLATFORM INITIATIVES**





TOP TECHNOLOGY ACQUIRERS IN THE NETHERLANDS 2021-2022		
ACQUIRER	SUB-SECTOR FOCUSED ON	
WENNEKER GROUP	Video Content	
LEADS.IO	Lead Generation	
HAPPY HORIZON	Performance Marketing	
LOYALS	Development	

## KEY TRENDS FOR 2022



provision of hybrid working patterns

are now needs for all firms, there is

severe competition for target



We anticipate more verticalintegration deals in 2022, both upwards and downwards, to secure essential supplies and manage distribution.



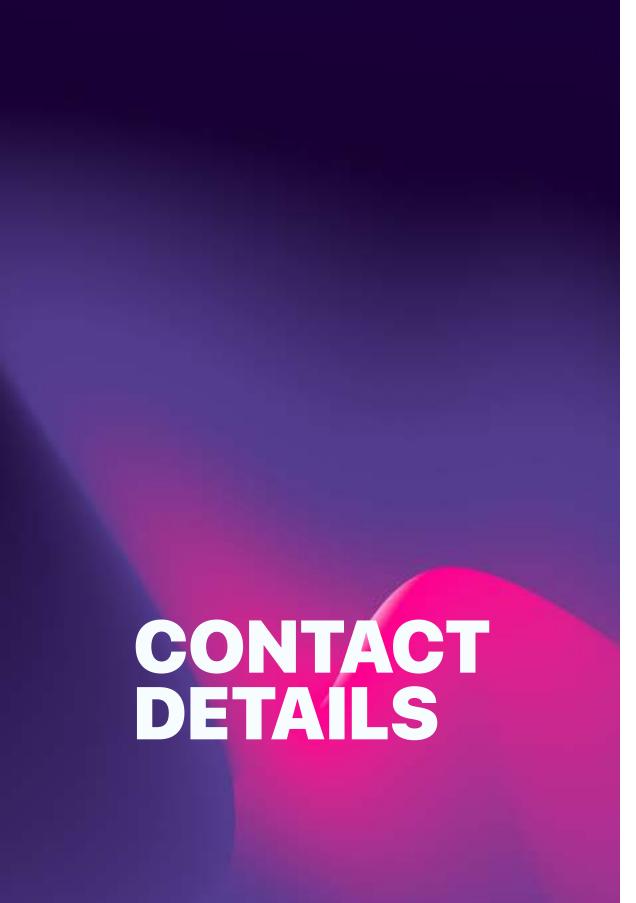
With the sheer weight of capital pushing buyout valuations higher, competition for the best acquisitions has inevitably gotten fierce.



We expect an increase in divestment of non-performing operations and reinvestment of the proceeds across global marketplaces.



Environmental, social, and governance (ESG) aspects are receiving more attention as we see pressure on ESG criteria to analyse risks and uncover value creation potential.



#### **CAVOUR**

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#### **CUKIERMAN & CO**

#### **DANIEL GABAI**

Telephone: +972 3 6950666 Email: daniel.g@cukierman.co.il

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#### **LUC KELTJENS**

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