

ALANTRA

EUROPEAN PRIVATE
MARKETS OPEN DAY

TECHNOLOGY



About our Technology Practice



Key Figures

45+

Deals completed in the last 24 months

€125mn

Average M&A deal size

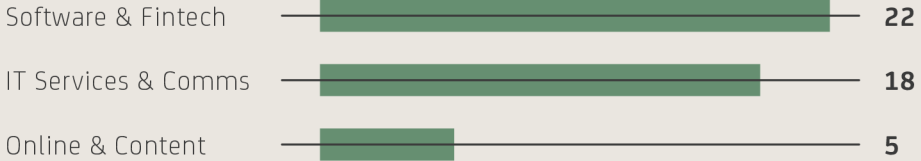
44%

Involving financial sponsors

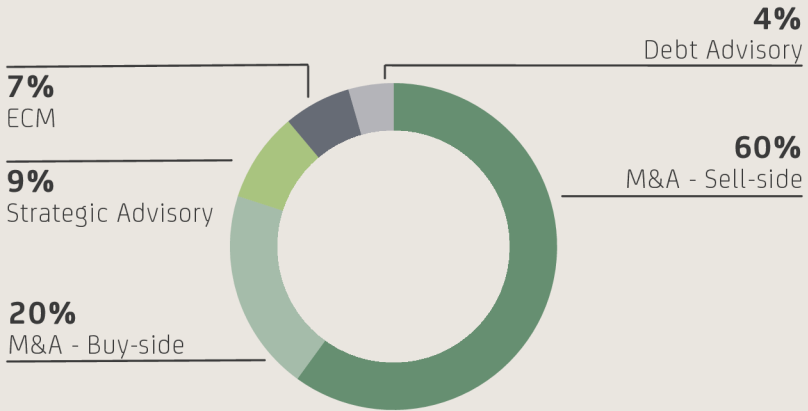
50%

Cross-border

Sub-sector activity by deal volume



Deal type by volume



Recent Technology Deals





 Sell-side advisory





 Sell-side advisory





 Sell-side advisory





 Sell-side advisory






 Sell-side advisory





 Sell-side advisory





 Sell-side advisory






 Buy-side advisory






 Sell-side advisory





 Sell-side advisory






 Sell-side advisory





 Sell-side advisory





 Sell-side advisory

 Private Investor




 Sell-side advisory






 Sell-side advisory





 Sell-side advisory



Key Trends We're Seeing



AI-led transformation

Rebuilding workflows around AI implementation



Verticalisation & domain expertise

Embedded, mission-critical solutions & services



Consolidation & platformisation

Buy & build remains a core investment thesis



Evolution of pricing models

Shift from T&M to outcome-based pricing



Talent model disruption

Demand shifting to highly skilled, senior experts



Demand for integrated solutions

Shift from services supplier to trusted consultant

Technology Team

Senior Dedicated Sector Team



Michael Lenoce
Managing Director



Renee Shaening
Managing Director



Pierre-Alain Ridders
Managing Director



Joe Nau
Director



Ed Wirgman
Managing Director



Tom Burton
Managing Director



Oliver Norman
Director



Ollie Hickley
Director



Milan Vashi
Director



Oriane Durvy
Managing Director



Ralf Abele
Managing Director



Daniel Lilliehöök
Managing Director



Pedro Serrano
Director

ABOUT ALANTRA

Alantra is an independent global financial services firm providing investment banking and asset management services to mid-market companies, families and investors. The Group has over 550 professionals across Europe, the U.S., Latin America, Asia and the Middle East.

18

GLOBAL OFFICES

35+

NATIONALITIES

550+

PROFESSIONALS



United Kingdom · United States · France · Spain · Germany · Switzerland · Italy · UAE · Nordics · Ireland · Greece · Chile ·
Argentina · Colombia · Mexico · Portugal · China

ALANTRA

