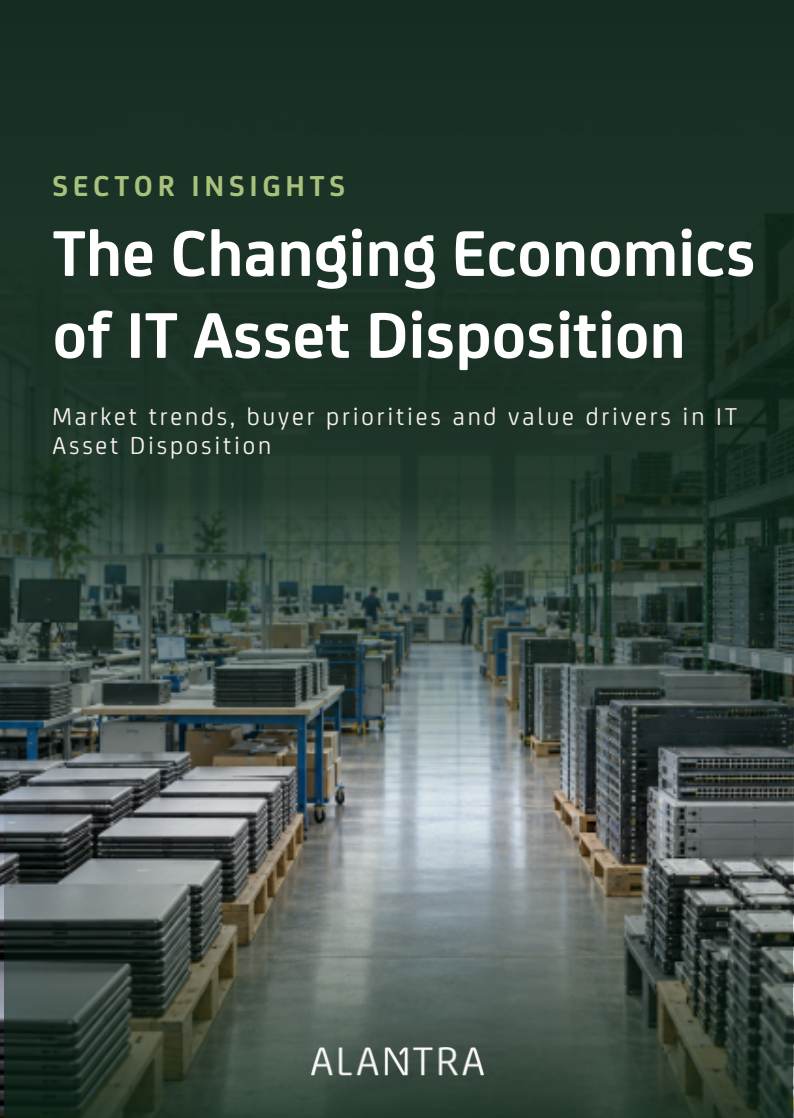
SECTOR INSIGHTS

The Changing Economics of IT Asset Disposition

Market trends, buyer priorities and value drivers in IT Asset Disposition



ALANTRA

Supportive market tailwinds are driving ITAD growth and M&A interest

Tight supply of data center equipment and the AI infrastructure buildout are lifting ITAD revenues and drawing strategic and financial buyers into the sector.

Favorable secondary-market conditions

Supply constraints across data center equipment have lifted demand and pricing in the secondary market, driving revenue growth and margin expansion for ITAD providers.

The result: accelerating growth and stronger near-term financial performance for ITAD providers.

AI infrastructure buildout is drawing investors and acquirers to ITAD

Strategic acquirers and financial sponsors see ITAD as a differentiated way to participate in the AI data center buildout. Growing investment is expected to create a future wave of equipment refreshes, redeployments, and retirements.

The result: broader buyer interest and greater willingness to invest ahead of the opportunity.

Long-term fundamentals provide additional support

- Increasing data security requirements
- Growing corporate sustainability objectives and regulatory requirementsGreater
- Acceptance of refurbished equipment and awareness of residual values

Buyers favor low-risk, service-led ITAD platforms

Acquirers focus their diligence on five areas, from how revenue is earned to compliance on the downstream side.

01 Revenue model

- Revenue share arrangements with additional service fees preferred as it limits sensitivity of prices on the business and eliminates inventory risk

02 Service offering

- Value-added services that differentiate from other providers or offer higher margins, such as repair & refurbishment, component harvesting or on-site services

03 Customers and repeatability

- Track record of consistent supply from upstream customers
- Enterprises and OEMs favored over SMB
- Embedded into customer operations
- Trading revenue bought from other ITADs is discounted

04 Product type

- Data center equipment is a focus as it aligns well with industry tailwinds

05 Downstream channel

- Diligence centers on upstream customers
- Compliance assurance is the core focus on downstream

A strategic outcome for a founder-owned ITAD platform

GreenTek Solutions / Sumitomo Corporation

ANNOUNCED Q3 2026

Sell-side advisory

About the Transaction

Alantra acted as exclusive financial advisor to GreenTek Solutions, a leading US IT Asset Disposition provider, on its investment from Sumitomo Corporation and Sumitomo Corporation of Americas, a 400+ year-old Japanese global trading and investment group with ~$50 billion of annual revenue.

The Asset

Founded in 2012 by Anuar Garcia, GreenTek provides a full suite of ITAD services, including data security and destruction, asset recovery, logistics, chain of custody and responsible recycling.

Its position in processing data center equipment is supported by enterprise relationships and requires deep expertise, certifications and secure processing capabilities. The company has delivered consistent top-line growth and profit expansion since inception.

Our Value Added

The owner had received significant inbound interest. Alantra ran a targeted process with parties known to be interested in the sector and well placed to understand GreenTek's value proposition.

Alantra positioned GreenTek around the themes buyers value most: sustainability, data security, recurring supply and certified processing. The resulting competitive dynamic delivered an attractive outcome with a global strategic investor, preserving the company's growth story and long-term opportunity.

"Under Anuar Garcia's leadership, GreenTek has built a highly respected ITAD platform with a strong reputation for service, operational execution, and trusted customer relationships. The company is well positioned to benefit from increasing demand for secure and sustainable technology lifecycle solutions. We are proud to have advised GreenTek on this transaction and believe Sumitomo Corporation is the right partner to support the company's next phase of growth."

Joe Nau
Director, ITAD Specialist, US

ALANTRA

50+ technology bankers across 16 countries

Our relationships with international technology buyers and investors are a key driver of results for our clients.



Michael Lenoce
Partner
New York



Renee Shaening
Managing Director
New York



Pierre-Alain Rikkers
Managing Director
New York



Joe Nau
Director
New York



Edward Wirgman
Managing Director
London



Tom Burton
Managing Director
London



Oliver Norman
Director
London



Oliver Hickley
Director
London



Richard Ludwig
Director
London



Fabrice Scheer
Managing Director
Paris



Nicolas Senlis
Managing Director
Paris



Oriane Durvye
Managing Director
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Managing Director
Stockholm



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Madrid



Stefano Bellavita
Managing Director
Milan



Saad Ashraf
Managing Director
Dubai



Gianni Casanova
Managing Director
Santiago

ALANTRA

A specialist team with deep relationships across the ITAD ecosystem

Alantra combines its experience advising Technology Services businesses with deep market knowledge across Digital Infrastructure, giving clients a 360° perspective on ITAD and the forces shaping demand, including data-center investment and equipment refresh cycles.

Live Mandates

34

Active Tech Services mandates

Past 36 Months

33

Tech Services transactions

46%

Cross-border M&A

67%+

Sell-side M&A

Industry Participation

Thought leadership



Industry events



E-SCRAP CONFERENCE

DATACLOUD GLOBAL CONGRESS 2026

ITAD SUM ITAD EUROPE

Market intelligence



GreenTech — Sell-side advisory — Sumitomo Corporation

arcus — Buy-side advisory — VERNE

asanti — LUNAR DIGITAL — Joint Venture

Comprehensive Market Coverage

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