

IBSC M&A's Sales Targets database (ST)

In this report you will find a list of IT companies within Europe, that are interested in selling or merging. We have tried to filter the list, so it only contains targets, that should be of your interest.

With most ST we have signed an NDA, Databook, HR data and financial statements have been received and a Commercial Due Diligence report (CDD) has been developed. An example of a typical CDD report is attached. The objective of the CDD report is to give the Buyer an exact and clear commercial picture of how the ST has performing over the last 3-5 years, the actual run-rate, detect dangers (such as to high dependency on specific customers, brands, product areas, deals), customer and revenue recurrency, customer buying patterns, stock obsolescence etc...

I am interested in a Sales Target – What then?

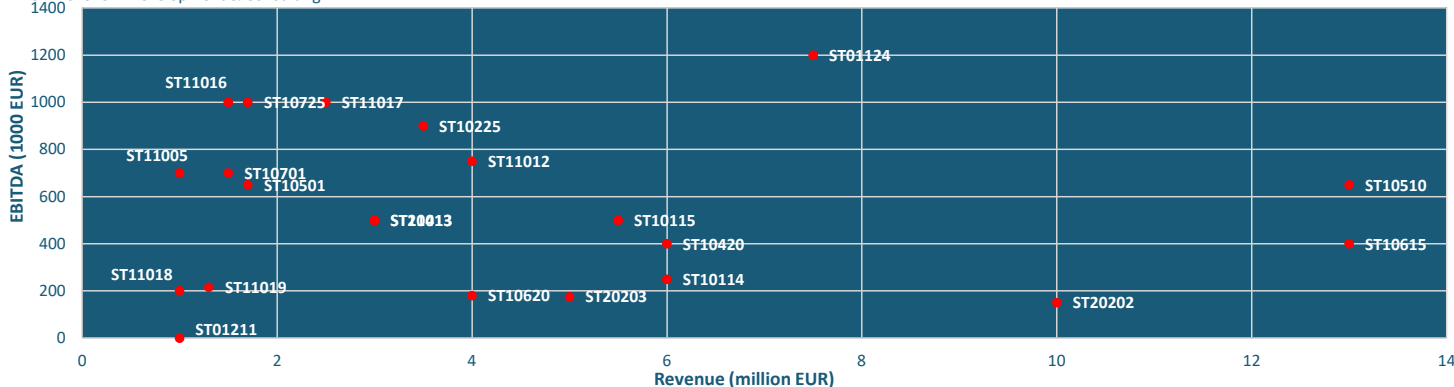
If you are interested in a specific ST, first give us a call. We will then mention your interest to this ST and explain why this is a nice match with your company, how you normally structure acquisitions and what is important to you when considering a ST. If ST is interested in starting a dialogue (they normally are), he will give us permission to share all received information with you. Initially, this procedure might sound strange, being you our customer. But being IBSC M&A a kind of "firewall", between the ST's intention of selling and rumours in the market, actually brings us many companies interested in selling, that we never would have had, if absolute confidentiality hadn't been guaranteed.

From your – the Buyers - point of view, based on deal structure, cost synergies, sales synergies, restructuring costs and transaction price, we then prepare to you a Business Case, that gives us a reliable estimate of the adjusted multiple after synergies - the main target of the Business Case. We try to keep it simple, as we know the easiest way to reach agreements and close deals, is honest talk, direct transparent communication, simplicity and stripping away complexity whenever possible.

Legal and financial Due Diligence and the drafts of SPA or APA, we leave to your financial team, auditors and lawyers.

Only Sales Targets that are not involved in a sales process are included.

ST00115: Intellectual property Software development - MSP - ST01210: Intelligent Process Automation - Manages Services Provider (MSP) - ST01211: Intellectual property Software platform for collaborative innovation management - ST0115 Managed Service Provider (MSP) - ST10225: Software developer (Intellectual property) and service provider of ERP systems - ST10413: Intellectual property Virtual Reality Software developer - ST0420: Managed Service Provider (MSP) - ST10501: Automatic Identification & Data Collection - ST10510: Printing (Forms), BPO (credit & loyalty cards management) & Communication Services - ST10615: HR Outsourcing - Time and materials - ST10620: MSP Consulting (design of data protection, security and networking solutions) & Managed Services - ST10701: MSP, B2C/B2B eCommerce Platform and digital services - ST10725: Tech Strategic Consulting - ST1124: IT Managed Service Provider (MSP) - ST20202: Digitalization of Cities - ST20203: MSP, Digitalisation, Time and materials - ST11012: SW Development Outsourcing (Nearshore) - ST21013: SW Development Outsourcing - ST10114: SW Development & Systems Integration - ST11005: Process Automation & Consulting Services - ST110016: SW Development & BPO - ST110017: HW & SW for digital communication - ST11018: ERP Implementor - ST11019: SW Development & Consulting



| Country | Sector | Description of activity, structure and main KPI's - Only essential information on each Sales Target is shown, in order to guarantee ST's anonymity. |
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NDA with all Sales Targets have been signed. Seller identity is maintained confidential, until permission to start dialogue with specific Buyer has been given.

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| Iberia | Software & Technology | <p>ST1124: IT Managed Service Provider (MSP)</p> <p>Description of activity: Specialized in Cybersecurity and Monitorisation of IP structures, offering consultancy, implementation of SW and HW plus aftersales Monitorisation.</p> <p>Ownership: Privately held</p> <p>Sales breakdown: Products/Services: Customers: Strong presence in public administration, finance and</p> <p>Last year's main KPI's: Revenue: 5M to 10M Euros - EBITDA Range: 500K to 1M Euros - HR Structure: 80 to 100 employees</p> <p>Comments: Headquarters in Spain with subsidiaries in two Latin American countries. The sales are approximately divided equally (33% each) between Spain and these two subsidiaries. Very positive economic development last couple of years.</p> |
| Iberia | Software & Technology | <p>ST10413: Intellectual property Virtual Reality Software developer</p> <p>Description of activity: Developer and (until now) reseller of Private Label state of the art Virtual Reality SW for professional use in industrial sectors like automation, marketing and promotion, training, tourism etc. etc. The SW has a competitive edge compared others in the market. Profound experience from more than 500 SW projects in more than 20 countries.</p> <p>Ownership: Privately held</p> <p>Sales breakdown: Products/Services: Customers: Typical large industrial companies.</p> <p>Last year's main KPI's: Revenue Range: 2M to 5M Euros - HR Structure: 30 to 50 Persons</p> <p>Comments: Looking for selling part of company in order to join forces with a partner, manufacturer, distributor or large reseller that can facilitate the process of building up a worldwide net of authorised Resellers / Partners.</p> |

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| Iberia | Software & Technology | <p>ST01210: Intelligent Process Automation - Manages Services Provider (MSP)</p> <p>Description of activity: Company focused on business automation delivering automation solutions that empower enterprises to solve high value problems across critical areas. Other services include Digital Product building and other software & AI-related services. Approx. 70% of Turnover is recurrent (Maintenance, SaaS)</p> <p>Ownership: Privately held</p> <p>Sales breakdown: Products/Services: Customers: Mid and large companies that need automation of maintenance tasks, accurate pharmaceutical data forecasting with AI, better online experience, automation of sales processes, marketing with AI etc.</p> <p>Last year's main KPI's: Revenue Range: 8M to 10M Euros - EBITDA Range: 800K to 1M Euros - HR Structure: 120 to 140 employees</p> <p>Comments: Headquarters in Spain with subsidiary in USA. Approx. 70% of Turnover is recurrent (Maintenance, SaaS)</p> |
| Iberia | Software & Technology | <p>ST10225: Software developer (Intellectual property) and service provider of ERP systems</p> <p>Description of activity: Development of Intellectual property (IP SW). Leading Spanish SW Developer and distributor of ERP systems for one specific vertical – Sports centres</p> <p>Ownership: Privately held, one owner.</p> <p>Sales breakdown: Products/Services: 75% of sales is software, 25% hardware. Customers: More than 400 buying customers per year with +75% of recurring customers and revenue.</p> <p>Last year's main KPI's: Revenue Range: 2,5M to 4M Euros - EBITDA Range: 600K to 700K Euros - HR Structure: 40 to 60 persons</p> <p>Comments: Founder and only shareholder wants to sell or merge primary in order focus only on development instead of sales and administration. In this case IBSC M&A represents the Seller. This means, ST is excluded from any Purchase Agreement and IBSC M&A's fees are covered by the Seller.</p> |
| Iberia | Software & Technology | <p>ST0115 Managed Service Provider (MSP)</p> <p>Description of activity: Added Value Reseller. Specialized in IT Outsourcing, Time and Materials, IT Security, Digitization, Project Development, Managed Services, Consulting, Maintenance, IT Security</p> <p>Ownership: Privately held, one owner.</p> <p>Sales breakdown: Products/Services: Sell only SW, no HW Customers: Customer numbers per year: +70 - Largest customer represents only about 15% of turnover. Turnover around 80% recurrent. Main clients are in banking, insurance, public administration and industry. Most of their customers are large multinational companies that require authorization to work with.</p> <p>Last year's main KPI's: Revenue Range: 2020 turnover: 4-7M Euros - EBITDA Range: 300K to 500 Euros - HR Structure: 90 to 150</p> <p>Comments: Very positive evolution last few years. Owner is between 40 and 50 years old. I find him a competent, reasonable and very agreeable person. Interested in continuing working in the company.</p> |
| Iberia | Software & Technology | <p>ST0420: Managed Service Provider (MSP)</p> <p>Description of activity: Specialized in Digital Transformation, Cybersecurity, Network Optimization, Infrastructure, Collaboration.</p> <p>Ownership: Privately held, one owner.</p> <p>Sales breakdown: Products/Services: Approx. 70% of Turnover is recurrent (Maintenance, SaaS) Customers: Approx. 70% of Turnover is recurrent (Maintenance, SaaS)</p> <p>Last year's main KPI's: Revenue Range: 2020 turnover: 5 to 7M Euros - EBITDA Range: 300K to 500K Euros - HR Structure: 30 to 40</p> <p>Comments: Owner is between 40 and 50 years old. I find him a competent, reasonable and very agreeable person. He would like to reinvest and continue. Average growth per year last 8 years: 10%</p> |
| Iberia | Software & Technology | <p>ST00115: Intellectual property Software development - MSP</p> <p>Description of activity: SaaS online software development, ERP software, CRM software, Professional web design and development, Web positioning, Graphic design.</p> <p>Ownership: Privately held, one owner.</p> <p>Sales breakdown: Products/Services: High percentage of Turnover is recurrent (Maintenance, SaaS) Customers: High percentage of Turnover is recurrent (Maintenance, SaaS)</p> <p>Last year's main KPI's: Revenue Range: Turnover: 2M to 4M Euros - EBITDA Range: 500K to 1M Euros</p> <p>Comment: Peculiar strategy. They acquire small companies or part of companies only to benefit from Sales Synergies. Makes no integration, but leaves acquired companies with existing setup. Only interested in selling part of his company to benefit from sales synergies being part of larger group.</p> |

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| Iberia | Software & Technology | <p>ST01211: Intellectual property Software platform for collaborative innovation management</p> <p>Description: A software platform developed specially to increase collaborative innovation in large corporations. This SW manages the publication of innovation challenges within the corporate, unlocking to any employee the possibility to propose innovative ideas.</p> <p>Ownership: Privately owned.</p> <p>Sales breakdown: Products/Services: All Turnover is SaaS. Customers: Presently used in companies like Vodafone, BBVA, Banco Santander, Acciona - More than 30,000 users.</p> <p>Expectations Enterprise Value: 2,6M Euros</p> <p>Comments: The main asset of the company is the software platform (6 years of development)/ SAAS, collaborative, code quality, documentation, security, methodology and of course the rights to distribute this software.</p> |
| Iberia | Software & Technology | <p>ST10501: Automatic Identification & Data Collection</p> <p>Description of activity: SW developer (private label), and HW distributor for AIDC (Automatic Identification and data Collection).</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Products/Services: HW 56%, SW 20% maintenance contracts 24%. Customers: Amongst its customers are the main players of the food and retail sectors.</p> <p>Last year's main KPI's: Revenue Range: 1,5M - 2M Euros - EBITDA Range: 160K to 200K Euros - HR Structure: <20 employees</p> <p>Comments: Growing customer base due to high demand for data and the strong exposure to logistics and distribution.</p> |
| Iberia | Software & Technology | <p>ST10510: Printing (Forms), BPO (credit & loyalty cards management) & Communication Services</p> <p>Description of activity: Printing: They offer within specially banking and insurance companies printing services on paper. BPO: They handle the entire procedure of credit and loyalty cards. - Comunication services: All communication for both Printing and BPO are done through own communication platform.</p> <p>Ownership: Privately held. PE backed.</p> <p>Sales breakdown: Products/Services: 21% Printing 48% BPO 32% communication. Customers: Specialized in banking and insurance. Largest customer represents less than 10% of total revenue.</p> <p>Revenue Range: 10M to 15M Euros - EBITDA range: 500 to 800K Euros - HR Structure: 100 to 150 Persons.</p> <p>Comments: The structure of the business has completely changed over the last 3 years with digital services (loyalty and payment cards and communications management) absorbing the decline of the physical printing. Among its main assets are a digital platform for omnichannel communication, a private cloud and datacenters infrastructure and off-set equipment for web-to-web and web-to-sheet continuous printing. 90% of the sales are made with customers within bank and insurance sectors for which they have 900M of docs in custody, creating a high degree of dependency. Looking for selling the whole company or the printing activity.</p> |
| Iberia | Software & Technology | <p>ST10615: HR Outsourcing - Time and materials</p> <p>Description of activity: Outsourcing with 200 consultants working in client's facilities (Main SW integrators and final customers across tech, finance and Telco). In 2020 Started a Cybersecurity business based on a code audit (php, msnet) branch and a private labeled platform developed through a partnership with Brasilen army, having installed a sucursal in Brasil with 15 people. Still in beta phase. Aime to migrate to a nearshore model in order to increase profitability.</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Products/Services: Mayor part centralized in time and materials. Customers: Large SW integrators (Indra, Accensure, Deloitte, KPMG etc.), telco and banking.</p> <p>Last year's main KPI's: Turnover Range: 10 to 15M Euros - EBITDA Range: 700K to 1,500K Euros - HR Structure: 200 to 300</p> <p>Comments: In process of converting business to become more a nearshore model. Awaiting NDA to be signed.</p> |
| Iberia | Software & Technology | <p>ST10620: MSP - Consulting (design of data protection, security and networking solutions)</p> <p>Description of activity: Typical MSP and consulting specialized within data protection, security and networking solutions.</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Products/Services: data protection 40%; managed services 30%; Networking 14%; security 13%. Certified partner for Cisco, MS, HP, Aruba, Commvault, Check Point, SysAid, Paloalto, Splunk, Kaspersky Customers: Mid-high end market at regional level (North of Portugal) with customers in industry, tech, public administration and financial sectors.</p> <p>Last year's main KPI's: Revenue Range: Turnover: 3M to 5M Euros - EBITDA Range: 1M to 1,5M Euros - HR Structure: 20 to 30</p> <p>Comments: Fast growing business led by a management team with +20 years of experience within the IT sector. Potential to achieve new customers at national level specially in the public sector. Awaiting NDA to be signed.</p> |

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| Iberia | Software & Technology | <p>ST10701: B2C/B2B eCommerce Platform and digital services</p> <p>Description of activity: AI enhanced B2C/B2B eCommerce Platform and digital services. Web engineering company. Business repositioning in 2013 to focus on developing an eCommerce platform enhanced by marketing automation and process engineering. Now focusing on developing SaaS solutions and business intelligence services. Customers among the main players within food & beverage and industrial sectors. Strong web engineering capabilities.</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Platform customization, SaaS, Marketing automation, and BI services 80%; Licences 15%; Hosting 5% Products/Services: 15% licences, 5% hosting, 80% customerization of eCommerce platforms. Customers: Important part of business centralized in large food and beverage companies.</p> <p>Last year's main KPI's: Revenue Range: 1 to 2M Euros - EBITDA Range: 100 to 200 K Euros - HR Structure: 30 to 50</p> <p>Comments: Interesting in merging with a company that can help them build up an international market.</p> |
| Iberia | IT Consulting | <p>ST10725: Tech Strategic Consulting</p> <p>Description: Provides consulting services allying business & tech advising and project management in the areas of energy & environment (smart grids), mobility, healthcare, telco & media, defence & security, public services.</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Customers: Healthcare, telco and media, public administration.</p> <p>Last year's main KPI's: Revenue Range: 1M to 3M Euros - HR Structure: 20 to 30</p> <p>Comments: Solid track record on managing key projects such as the development and implementation of a free flow multilane system for existing high-ways or the portuguese coastal radar system Partnership with IDC for the portuguese market since 2016. Awaiting NDA to be signed.</p> |
| Iberia | Digitalization of Cities | <p>ST20202: Digitalization of Cities</p> <p>Description: Provides consulting services allying business & tech advising and project management in the areas of energy & environment (smart grids), mobility, healthcare, telco & media, defence & security, public services.</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Customers: Healthcare, telco and media, public administration.</p> <p>Last year's main KPI's: Revenue Range: 10M - 13M Euros - HR Structure: 20 to 30</p> <p>Comments: Very large order backlog of +50M to be delivered during 2022 and 2023. Therefore they are looking for a powerful partner. They are in conversation with several technology investors.</p> |
| Iberia | MSP, Digitalization | <p>ST20203: MSP, Digitalisation, Time and materials</p> <p>Description: Pending</p> <p>Ownership: Privately held.</p> <p>Sales breakdown: Products/Services: 100% Services. Customers: 85% of customers public administration.</p> <p>Last year's main KPI's: Revenue Range: 5M to 6M Euros - HR Structure: 150 to 250</p> <p>Comments: A little low EBITDA as company is investing quite a lot.</p> |
| Iberia | SW development | <p>ST11012: SW Development Outsourcing</p> <p>Description of activity: SW and low code app development delivered by a team of 70+ engineers and developers.</p> <p>Ownership: privately owned by the founder CEO and an industrial investor.</p> <p>Sales Breakdown: Products & Services: 60% sw development, 40% infrastructure services (devOps, Cloud) sw development and managed services Customers: Tier 1 Luxury, Fashion and Biotech western-european customers.</p> <p>Last year's main KPI's: Revenue Range: 4,1ME - EBITDA: 1ME</p> |

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| Iberia | SW development | <p>ST21013: SW Development Outsourcing</p> <p>Description of activity: Outsourcing of SW development activities for customers mainly within finance and insurance sectors.</p> <p>Ownership: privately owned by the founder CEO</p> <p>Sales Breakdown: Products & Services: outsourcong services; two own products, one recently launched and other to be launched Q1 22 Customers: ING, Fisglobal</p> <p>Last year's main KPI's: Revenue Range: 3M€ - EBITDA: 1M€</p> |
| Iberia | SW development | <p>ST10114: SW Development & Systems Integration</p> <p>Description of activity: Group of companies (5) providing ERP, SW integration and ICT solutions for public, health, industry and sports sectors.</p> <p>Ownership: privately owned by one of the original founders, currently Presidente & CEO. Interested in selling due to sucession.</p> <p>Sales Breakdown: Products & Services: SW & IT services Customers: IPSS, Retailers (Optical), Textil Industries, Health Units</p> <p>Last year's main KPI's: Revenue Range: 6M€ - EBITDA: 1M€</p> |
| Iberia | Business Process Automation | <p>ST11005: Process Automation & Consulting Services</p> <p>Description of activity: Application development and consulting services specialized in HR, Finance and Banking (compliance).</p> <p>Ownership: 51% owned by an international group of small tech businesses. A minority shareholder is looking to sell the remaining 49% of the equity.</p> <p>Sales Breakdown: 28% Insurance, 22% BPM, 20% Bank, 17% CoE (centre of excellence), 13% HR, Products & Services: SaaS, Cloud based Platform for process automation and data capture, structuring and integration. Proprietary solutions for HR, Finance and KYC. Consulting services on process design and automation for HR and Finance. Customers: 46% Public sector, 34% Industry & services, 20% Bank.</p> <p>Last year's main KPI's: Revenue Range: 1,1M€</p> |
| Iberia | SW development | <p>ST110016: SW Development & BPO</p> <p>Description of activity: SW provider for different niche verticals and business process outsourcing</p> <p>Ownership: Privately owned by the founder & CEO at 95%</p> <p>Sales Breakdown: Products & Services: SW solutions for traffic penalties management, students' application management, HR management, expense management, digital signature; HR process outsourcing Customers: Universities, Local Public Administration and medium-large organizations; rent of multimedia equipment</p> <p>Last year's main KPI's: Revenue Range: 1,5M€ - EBITDA: 215K€ - No debt, net cash 650k€.</p> |
| Iberia | Multimedia | <p>ST110017: HW & SW for digital communication</p> <p>Description of activity: Multimedia solutions for corporate communication and building control.</p> <p>Ownership: Privately owned by the founder CEO</p> <p>Sales Breakdown: Services 30-35%; HW 65-70%; Products & Services: Content management SW, Smart Rooms: integration w/ business apps (outlook) and equipment control; Audio/Video systems; Corporate TV, Control & Crisis Centres Customers: Corporate, Education, Retail, Security & Emergency Forces</p> <p>Last year's main KPI's: Revenue Range: 2,5M€; EBITDA: 450K€ - NWC 900K€</p> |

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| Iberia | ERP Implementation | <p>ST11018: ERP Implementor</p> <p>Description of activity: Implementation of ERP solutions based on PHC and proprietary templates mainly for retail customers.</p> <p>Ownership: privately owned by the founder CEO and an industrial investor.</p> <p>Sales Breakdown: 42% HW, 24% SW, 32% Services Products & Services: PHC/ERP implementation, HW sales and configuration, maintenance and support services Customers: Sales are highly concentrated in 2 loyal medium/large Retail customers</p> <p>Last year's main KPI's: Revenue Range: 1M€ - EBITDA: 250KK€ - NIBD: Cero - NWC: 268K€</p> |
| Iberia | SW development | <p>ST11019: SW Development & Consulting</p> <p>Description of activity: Design and implementation of billing and payment solutions for customers in telecom, insurance, financial and utility markets.</p> <p>Ownership: privately owned by the founder & CEO</p> <p>Sales Breakdown: 47,5% tailored solutions, 30% Consulting services, 15% Proprietary solution, 7,5% maintenance & evolutive services Products & Services: Omnichannel payment gateway (IP); Billing, payment and content & communication management solutions Customers: Tier 1 European telecom & utilities companies</p> <p>Last year's main KPI's: Revenue Range: 1M to 2M€ - EBITDA: 340K€ - Negative NIBD - NWC: 214K€</p> |