

# S-Cyber Targets

## Anonymous Buyer Overview

This document presents a selection of cybersecurity and cloud companies that have expressed an interest in exploring a potential sale or becoming part of a larger group.

The information provided has been compiled based on meetings held with the companies, as well as documentation and materials received directly from them.

April 2026 – 29 Targets

## Confidential Target

Scaled Iberian Cybersecurity & MSS with LATAM Presence

TARGET  
**#251334**  
BLIND PROFILE

### COMPANY OVERVIEW

- Cybersecurity and digital technology — managed security, threat intelligence, digital transformation, Data & AI
- Founded ~24 years ago; founder-led; principal of retirement age
- Intentions: Full exit/succession process. VDD completed by KPMG.
- Geography: Iberia + LATAM; ~400–700 employees

### PRODUCTS & SERVICES

- Managed Security (SOC/CERT, 24/7, MDR); governance, risk & strategy; Data & AI; cloud-native apps; cloud security (dedicated subsidiary)
- Proprietary tools: threat intelligence platform, AI-powered detection, industrial asset management, bug bounty platform
- Dual certified SOC/CERT + FIRST membership; national financial CSIRT operator.

### CUSTOMERS & MARKET

- Banking & insurance, retail, healthcare, telecoms, energy, media, public sector

### FINANCIALS

- Revenue ~€50M · EBITDA ~€7M (2025E) · Margin ~14% · YoY EBITDA growth ~17%
- Revenue ~50/50 Iberia/LATAM · KPMG VDD available

Full P&L, EBITDA and entity-level financial breakdown available under NDA.

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## Confidential Target

Spanish Technology Group: Managed IT, Cybersecurity & Identity with US Presence

TARGET  
**#252336**  
 BLIND PROFILE

### COMPANY OVERVIEW

- Information Technology — managed IT services, cybersecurity, cloud & identity management
- Founded ~25 years ago; 3 equal shareholders
- Intentions: Open to full sale or minority/majority entry. Two founders to remain; one seeks full exit.
- Geography: Iberia + USA (Miami, Texas) + LATAM; ~130 employees

### PRODUCTS & SERVICES

- Managed datacenter (~40%); cybersecurity/SOC (~25%); cloud (~15%); identity management (~15%); critical infrastructure IT; environmental monitoring
- Proprietary SaaS identity platform; AI-integrated SOC; generative AI enterprise layer
- Accredited CSIRT; FIRST member; Gold-rated SOC

### CUSTOMERS & MARKET

- Road/tolling, maritime & ports, public sector/EU institutions, defence
- Largest client ~€2M · Staff turnover 2–3%

### FINANCIALS

- Revenue ~€19M (2025) vs. ~€11–12M (2022)
- EBITDA ~€2.5M · Margin ~13% · US ~40% of revenue

Full P&L, EBITDA and entity-level financial breakdown available under NDA.

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# Confidential Target

*Iberian Pure-Play MSSP & SOC Operator*

TARGET  
**#252240**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Cybersecurity — Managed Security Services (MSSP), SOC Operations, Threat Detection & Response
- Founded ~13 years ago; roots in the founding team of a globally recognised open-source SIEM platform
- Founder-led (~61 years old, ~60% stake); remaining ~40% held by an established technology infrastructure group
- Intentions: Founder open to consolidation — buying or selling; no urgency but recognises scale favours larger players
- Geography: Iberia (primary) + Latin America; 4 countries with own offices; service delivery across 40+ countries
- Headcount: ~100–150+ specialists

## PRODUCTS & SERVICES

- SOC-as-a-Service (24/7 threat monitoring, detection & response); attack surface & exposure management; incident response & crisis management; threat intelligence; cybersecurity consulting & advisory
- Proprietary detection & response methodology and platform; related network/infrastructure monitoring platform spun off as independent SaaS entity (~€1M ARR, same shareholders)
- Avg. detection time ~30 min; response ~60 min; +73% client security posture improvement within 3 months
- 8 specialised cybersecurity squads across 3 SOCs; deep client integration model
- ISO 27001, 9001, 22301, 20000-1, 27017; SOC 1/2/3 audited; FIRST member

## CUSTOMERS & MARKET

- 270+ active clients (group level); spin-off has ~20 clients independently
- Financial services, telecoms, energy, retail, public sector, sports & entertainment
- Primarily recurring managed service contracts + some project-based; ~40% of annual revenue in backlog

## FINANCIALS

- Revenue 2020: ~€10M → 2025: ~€13M
- Mix: ~40% software licensing / ~60% services; no hardware
- Spin-off: ~€1M ARR (SaaS)

*Full P&L, EBITDA and entity-level financial breakdown available under NDA.*

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## Confidential Target

*Iberian Full-Service MSP with AI & Innovation Capabilities*

TARGET  
**#251220**  
BLIND PROFILE

### COMPANY OVERVIEW

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- Information Technology — managed IT services, cloud, cybersecurity, AI, tech talent outsourcing, and proprietary product innovation
- Founded ~8–11 years ago; founder-led; 3 shareholders
- Intentions: Seeking strategic investor/partner; founder intends to move to board/advisory role
- Headcount: 20–50 employees

### PRODUCTS & SERVICES

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- Managed IT services & T&M; cybersecurity; cloud; application development; AI; Talent-as-a-Service; bespoke innovation (e-health, AI agents, blockchain, RPA, Industry 5.0)
- Proprietary products: clinical health monitoring platform; virtual healthcare metaverse; AI-powered recruitment tool

### CUSTOMERS & MARKET

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- Mid-to-large enterprises; public administration; manufacturing; financial services; healthcare

### FINANCIALS

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- Revenue ~€8M (2025); grown from ~€6M
- EBITDA ~15% (compressed — R&D costs not capitalised)

*Full P&L, EBITDA and entity-level financial breakdown available under NDA.*

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## Confidential Target

Iberian IT & Cybersecurity Consultancy

TARGET  
**#252022**  
BLIND PROFILE

### COMPANY OVERVIEW

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- IT Services, Cybersecurity & Organisational Resilience Consulting
- Founded ~22 years ago; specialist in Business Continuity and Resilience
- Intentions: Two co-founders seeking succession exit. Indicative valuation €4M–€4.5M. No signed LOI.
- Headcount: ~50–100 employees

### PRODUCTS & SERVICES

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- Managed IT services; Business Continuity (ISO 22301); cybersecurity; corporate compliance; Big Data; RPA; tech talent outsourcing
- Deepest BC/Resilience specialism in the Iberian mid-market; zero hardware dependency

### CUSTOMERS & MARKET

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- ~4 anchor managed services clients; ~20+ compliance/cybersecurity clients
- Financial services, insurance, banking, healthcare, public sector
- ~80% recurring

### FINANCIALS

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- Revenue: ~€6M (2025 provisional)
- EBITDA: ~6% reported; ~10–11% normalised
- Zero debt

Full P&L, EBITDA and entity-level financial breakdown available under NDA.

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# Confidential Target

*Iberian IT & Cybersecurity Consultancy*

TARGET  
**#252242**  
 BLIND PROFILE

## COMPANY OVERVIEW

- IT Infrastructure, Systems Integration & Managed Services
- Founded ~8 years ago; founder-led (2 principals + minor third stakeholder)
- Intentions: Succession planning & growth capital; one founder open to full exit, one prefers to stay on post-deal
- Geography: Iberia (~90% revenue domestic); LATAM expansion ambition; 2 offices
- Headcount: 11–50 employees

## PRODUCTS & SERVICES

- Cloud & datacenter infrastructure; enterprise networking; cybersecurity (MDR/SOC, NIS2); digital workspaces; 24x7 managed services
- OPEX/pay-as-you-grow model; full IT lifecycle coverage; 24x7 field service nationally
- ISO 27001 & ISO 9001 certified; national Cybersecurity Maturity Seal; EU co-funded innovation projects

## CUSTOMERS & MARKET

- ~104 active clients (last 12 months)
- Anchor client ~50% of revenue; 100+ accounts provide diversification
- Cross-sector; regulated industries; NIS2-exposed segments

## FINANCIALS

- Revenue: ~€5M–€7M
- EBITDA margin: ~10% (~€500K–€700K)
- Mix: ~70% hardware / ~30% services; strategic shift toward recurring revenue

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# Confidential Target

*Iberian Cybersecurity & Managed IT with GRC Specialisation*

TARGET  
**#251733**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Cybersecurity, Information Security Management (GRC) & Managed IT Services
- Founded ~35 years ago; founder-led. Holds "Cybersecurity Made in Europe" quality label.
- Intentions: Succession-driven exit; founder open to stay-on through ~mid-2027.
- Headcount: ~35–40 employees

## PRODUCTS & SERVICES

- ISMS/GRC consultancy (ISO 27001, ENS, NIS2, DORA, TISAX, AI Act, GDPR); SOC/managed cybersecurity; pen testing & audits; incident response; awareness training; managed IT; cloud
- TISAX automotive specialist (underserved in Iberia); Microsoft Gold Partner; 15+ vendor partnerships

## CUSTOMERS & MARKET

- 200+ active clients; max ~5% single-client concentration
- Automotive, industrial/manufacturing, financial services, energy, public sector, agri-food
- Majority recurring

## FINANCIALS

- Revenue: ~€5M–€5.5M (2025 run-rate)
- Gross Margin: ~52% | EBITDA: ~9–11% (~€500K–€550K)
- Growth: ~20% YoY

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## Confidential Target

*Iberian Full-Service IT Solutions & MSP*

TARGET  
**#251742**  
 BLIND PROFILE

### COMPANY OVERVIEW

- IT Services — Managed Services, Cloud, Cybersecurity, Infrastructure & Digital Transformation
- Founded ~25 years ago; 4 shareholders; founder holds minority stake post-restructuring
- Intentions: Full or partial exit — succession/ownership transition. Valuation expectations €3.5M–€4.0M.
- Geography: Southern Iberia; 4 owned offices
- Headcount: ~20–35 employees

### PRODUCTS & SERVICES

- Managed IT services; cloud & hybrid infrastructure; cybersecurity; Microsoft 365; hardware supply; software; web, hosting & online marketing
- ISO 27001, 20000, 9001 & 14001; ENS-certified for public sector

### CUSTOMERS & MARKET

- ~700 active clients; highly diversified
- Public sector, education, SME and mid-market
- ~35–40% recurring; ~45% hardware

### FINANCIALS

- Revenue: €4.5M–€5M
- EBITDA: ~12% (~€500K–€650K)

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# Confidential Target

*Iberian Technology Group: Media/Broadcast, Industrial AI & Software*

TARGET  
**#260344**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Software & technology services — broadcast/media, industrial AI, business intelligence & OTT/streaming
- Founded ~11 years ago; three shareholders, founder-led
- Intentions: Seeking growth investment — not a sale
- Headcount: ~100 employees

## PRODUCTS & SERVICES

- Media & Broadcast (~56%): recurring technology services for broadcast/media production
- Industrial (~33%): AI/ML solutions (predictive maintenance, computer vision, quality prediction)
- Software Factory (~11%): bespoke development, BI dashboards, OTT/multiscreen platforms
- Proprietary OTT platform; PhD-level AI/ML team

## CUSTOMERS & MARKET

- Blue-chip: SEAT, Ford, Michelin, Coca-Cola, LaLiga, Mediapro, Sacyr, Acciona

## FINANCIALS

- Revenue ~€4.5M (Media ~€2.5M · Industrial ~€1.5M · Software ~€0.5M)

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## Confidential Target

*Iberian Full-Spectrum IT Services & MSP*

TARGET

**#251159**

BLIND PROFILE

### COMPANY OVERVIEW

- IT Services — MSP, cloud, cybersecurity, hardware & digital/creative services
- Founded ~33 years ago; 100% founder-owned (founder aged 62)
- Intentions: Succession-driven process; transition involvement expected post-deal
- Geography: Iberia (+ Morocco & Portugal); 3 own offices + 60+ technical partner locations
- Headcount: ~30 employees

### PRODUCTS & SERVICES

- Cloud infrastructure; cybersecurity (managed firewall, MDR, network security); IT support & helpdesk; hardware supply & lifecycle management; software licensing & implementation; digital & creative services; Microsoft AI productivity consultancy
- ISO 9001 & ISO 14001 certified

### CUSTOMERS & MARKET

- 1,000+ active clients
- Healthcare, automotive, hospitality, professional services, manufacturing
- ~50% recurring / ~50% transactional

### FINANCIALS

- 2024 Revenue: ~€3.5M → 2025: ~€4M (~14% YoY)
- Normalised EBITDA: ~€270–€280K

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## Confidential Target

*Iberian SME-Focused IT MSP & Outsourcing Provider*

TARGET  
**#260307**  
 BLIND PROFILE

### COMPANY OVERVIEW

- Information Technology — IT managed services, outsourcing & cybersecurity
- Founded ~19–20 years ago; 100% founder-owned
- Intentions: Open to strategic conversations
- Geography: Iberia; 3 offices; active in 12 countries; ~50–80 FTE

### PRODUCTS & SERVICES

- IT managed services (M365, cloud, cybersecurity ~50%); IT outsourcing; 24x7 helpdesk; networking; ERP (Odoo); HaaS; VoIP; CIO-as-a-service
- Dedicated cybersecurity division ("Ciberprotege"); specialist franchise IT vertical (17+ years)
- Microsoft Solutions Partner; WatchGuard ONE Gold; Acronis Gold; ISO 9001 & 27001

### CUSTOMERS & MARKET

- 370+ active clients · SMEs, franchise networks, startups
- Retail/fashion, food & beverage, education

### FINANCIALS

- Revenue ~€4M (FY2025) · YoY growth ~14.5%
- EBITDA ~breakeven (exceptional year); normalised ~4–6% · Zero debt

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## Confidential Target

*Iberian IT MSP with International Client Exposure*

TARGET  
**#252127**  
 BLIND PROFILE

### COMPANY OVERVIEW

- IT managed services — service desk, cloud, cybersecurity, software licensing
- Founded ~13–14 years ago; founder-led with strategic institutional minority investor
- Intentions: Seeking strategic acquirer/platform for international expansion
- Headcount: ~40–45 employees

### PRODUCTS & SERVICES

- Service desk (domestic & international); light SOC; software license management; cloud; networking; datacenter; unified communications
- Proprietary integrated service desk platform; field partner network

## CUSTOMERS & MARKET

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- ~270 active clients · ~25% revenue international
- Pharmaceuticals, investment banking, technology, hospitality
- Services ~75%, licences ~15%, hardware ~10%

## FINANCIALS

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- FY2023: ~€3.5–4M (EBITDA ~€500K)

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## Confidential Target

*Iberian Microsoft-Specialist IT Consultancy & MSP*

TARGET  
**#252750**  
BLIND PROFILE

### COMPANY OVERVIEW

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- Information Technology — Microsoft-ecosystem cloud consulting, digital transformation & managed services
- Founded ~19 years ago; 2–4 active founders holding ~94% equity
- Intentions: Seeking partner/acquirer; advanced stage — non-binding offer received
- Headcount: ~16 employees

### PRODUCTS & SERVICES

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- Microsoft Dynamics 365 CRM; Microsoft 365; Power Platform; Azure; AI/Copilot; cybersecurity (Microsoft Security stack)
- Microsoft Solutions Partner; ~85% recurring revenue
- ISO 9001, 20000, 27001, 33000 Level 3

### CUSTOMERS & MARKET

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- ~80 active clients; ~55 public administration entities
- Largest client ~28% of revenue; ~50% public sector

### FINANCIALS

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- Revenue ~€2M–€5M
- EBITDA margin ~16% (~€350K–€400K)
- Zero debt · ~85% recurring

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## Confidential Target

Iberian SME-Focused IT MSP & Cybersecurity Provider

TARGET  
**#251752**  
BLIND PROFILE

### COMPANY OVERVIEW

- Information Technology — managed IT services, cybersecurity, cloud infrastructure & connectivity
- Founded ~12 years ago; three shareholders (2 active founders 25% each + 1 passive 50%)
- Intentions: Move-forward agreement signed; active engagement underway
- Headcount: ~24 employees

### PRODUCTS & SERVICES

- Managed IT & technical support; cybersecurity (UTM, SOC/SIEM, zero-trust, endpoint, NDR); cloud (proprietary colocation + BaaS/DRaaS); communications; ERP/CRM implementation
- Sophos Platinum Partner; CrowdStrike, Fortinet, Vectra

### CUSTOMERS & MARKET

- 600+ active clients · Aeronautics, precision manufacturing, broad SME

### FINANCIALS

- 2022 ~€1.5M → 2025 ~€3.1M
- EBITDA ~€250–€300K · Margin ~8%

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# Confidential Target

*Iberian Pure-Play SaaS: Security Awareness & Human Risk*

TARGET  
**#252155**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Software — cloud & cybersecurity SaaS; security awareness training & human risk management
- Pure-play SaaS vendor; 100% proprietary software; indirect channel only
- Three co-founders; no single majority holder
- Intentions: Open to strategic sale including to direct competitor
- Geography: Iberia + LATAM + Italy; ~37 employees

## PRODUCTS & SERVICES

- SaaS platform: awareness & training modules; attack simulations (phishing, smishing, ransomware, QR, USB); AI user grouping; proprietary risk scoring; campaign automation
- ~110 specialised channel partners; native-language content (ES/PT/IT)

## CUSTOMERS & MARKET

- Mid-to-large enterprises and public sector
- Financial services, healthcare, retail, industry, public administration
- Predominantly recurring annual SaaS subscriptions

## FINANCIALS

- ARR ~€2.5M · EBITDA ~17%

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## Confidential Target

*Iberian Pure-Play Cybersecurity Specialist with SOC & AI Tooling*

TARGET  
**#260313**  
BLIND PROFILE

### COMPANY OVERVIEW

- Cybersecurity — SOC/MDR, pentesting/red team, GRC/compliance, cloud security, incident response & AI-driven products
- Founded ~12 years ago; 3 equal co-founder shareholders
- Intentions: Exploratory — open to sell-side and strategic partnership conversations
- Headcount: ~23–28 employees

### PRODUCTS & SERVICES

- SOC/MDR 24/7; vCISO; vulnerability management; pentesting & red team; GRC (DORA, NIS2, ENS, ISO 27001); cloud & identity security; incident response & digital forensics
- Proprietary AI products: NormAI (compliance, 80% cycle time reduction); CortexShield (human risk reduction)
- ISO 27001, 20000-1, 22301, 9001, 14001; Cisco, Palo Alto, Fortinet, Microsoft partnerships

### CUSTOMERS & MARKET

- ~30 active recurring clients (BNP Paribas Cardif, Ferrovial, Toyota, Airbus, etc.)
- Financial services, infrastructure, automotive, public sector

### FINANCIALS

- Revenue: ~€2M–€3M
- EBITDA margin: ~15–20% (~€300K–€400K)

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# Confidential Target

*Iberian MSP with Owned Data Centres & Cybersecurity*

TARGET  
**#252321**  
 BLIND PROFILE

## COMPANY OVERVIEW

- IT Managed Services — cloud hosting, cybersecurity & IT infrastructure
- Founded ~20 years ago; 100% founder-owned
- Intentions: Seeking strategic partner; partial payment at closing + retained equity preferred
- Headcount: ~14 employees (10+ engineers)

## PRODUCTS & SERVICES

- IT infrastructure maintenance; cloud hosting (2 owned data centres); cybersecurity (CyberSOC, audits, managed security, IoT/OT); 24x7 helpdesk; managed backup & DR
- 4 ISO certifications; 2 registered trademarks

## CUSTOMERS & MARKET

- ~35 recurring clients; largest ~10–12% of revenue
- SMEs + large enterprise; financial services, infrastructure
- 70% recurring

## FINANCIALS

- Revenue: ~€500K (2022) → ~€2M (2025) (~4x in 3 years)
- EBITDA 2025: ~€400K (~20% margin)

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# Confidential Target

*Iberian Human Risk Management SaaS with LATAM Expansion*

TARGET  
**#251155**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Cybersecurity SaaS — Human Risk Management (HRM)
- Category-creator SaaS platform; behavioural science, neuroscience, and AI
- Founded ~8 years ago; founder-led (~30%); ~50 shareholders
- Intentions: Seeking ~20% growth capital; last round implied ~€9M pre-money
- Headcount: ~24 employees

## PRODUCTS & SERVICES

- Modular SaaS: human risk dashboard; personalised training; multi-vector simulations (phishing, smishing, vishing, QRshing, ransomware); credential monitoring; digital wellbeing & burnout detection
- Proprietary AI simulation engine (incl. first AI-driven vishing module); CIA-based behavioural risk-scoring
- CPSTIC-listed; CDTI-backed; multiple awards (2020–2024)

## CUSTOMERS & MARKET

- ~240 active clients
- Financial services, energy, insurance, telco, utilities, public sector, healthcare
- 100% recurring SaaS subscriptions

## FINANCIALS

- 2024 ~€1.3M → 2025 ~€1.7M → 2026 target ~€4M
- 100% recurring · EBITDA-negative (growth phase) · Zero debt

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# Confidential Target

*Iberian ERP & Digital Transformation Consultancy*

TARGET  
**#260310**  
 BLIND PROFILE

## COMPANY OVERVIEW

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- IT Consulting — SAP/ERP advisory, digital transformation & IT managed services
- Founded ~4 years ago (as structured group); founder-led with two active principals
- Intentions: Open to sell-side and buy-side conversations; ~30% organic growth seen as ceiling without external capital
- Headcount: ~15–19 employees

## PRODUCTS & SERVICES

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- SAP S/4HANA implementation; managed IT support; cybersecurity; Microsoft 365 & cloud; CRM/ERP/HR tool implementation; 5 proprietary SAP add-ons

## CUSTOMERS & MARKET

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- ~10 industry verticals; financial services, renewable energy, hospitality

## FINANCIALS

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- Revenue: ~€1.5M (~30% YoY CAGR over 3 years)
- Net profit: ~€70K; zero debt

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## Confidential Target

*Iberian Proprietary Cybersecurity Software for SOC & MSSP*

TARGET  
**#251240**  
BLIND PROFILE

### COMPANY OVERVIEW

- Cybersecurity — proprietary software technology vendor
- Pure-play product vendor building cybersecurity applications exclusively for SOC operators, MSSPs, and critical infrastructure
- Founded ~11 years ago; 100% founder-owned
- Intentions: Active M&A process underway; inbound strategic interest from investment fund
- Headcount: ~13–16 employees (fully technical)

### PRODUCTS & SERVICES

- Five proprietary software modules: email threat isolation; real-time zero-day detection; deception-based threat detection; macro-correlation & incident management; multi-tenant Virtual SOC platform
- Fully proprietary stack; agentless; multi-tenant architecture; IT and OT environments

### CUSTOMERS & MARKET

- ~62 end clients via 9 MDR/MSSP partners
- High channel concentration — one strategic partner accounts for majority of revenue
- Financial services, payments, critical infrastructure

### FINANCIALS

- Revenue ~€1.4M (pre-pandemic peak >€2M)
- EBITDA ~€600K–€900K; exceptionally high margin

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## Confidential Target

*Iberian Managed IT & Cybersecurity with International Footprint*

TARGET  
**#251744**  
BLIND PROFILE

### COMPANY OVERVIEW

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- IT & Cybersecurity — managed IT services, SOC operations, CISO-as-a-Service, OT security & compliance advisory
- Founded ~11–12 years ago; multi-shareholder (founder ~40%; institutional ~25–30%)
- Intentions: Minority stake growth capital round (~10% stake; ~€2.5M implied valuation)
- Geography: Iberia, Central Europe, UAE
- Headcount: ~9–40 employees

### PRODUCTS & SERVICES

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- Service desk & managed IT; 24/7 SOC (AI-powered XDR + CSIRT); CISO-as-a-Service; OT/industrial security; cloud security; digital brand protection; GRC advisory (NIS2, DORA, GDPR, ENS, ISO 27001)

### CUSTOMERS & MARKET

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- Industrial/manufacturing (OT), energy & critical infrastructure, mining, retail, legal

### FINANCIALS

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- 2023 Revenue: ~€500K → 2024 Run Rate: ~€1M (~2× YoY)
- EBITDA: Negative in 2023 (investment phase)

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## Confidential Target

Vendor-Neutral IT Advisory & B2B Marketplace

TARGET  
**#251219**  
BLIND PROFILE

### COMPANY OVERVIEW

- Information Technology — vendor-neutral IT architecture advisory, BPM/AI automation & B2B marketplace
- Founded ~9–13 years ago; 4 active shareholders
- Intentions: Open to strategic conversations; prior M&A processes participated in
- Headcount: ~10–20 FTE + extended network

### PRODUCTS & SERVICES

- Vendor-neutral IT advisory (free to client); IT roadmap design; proprietary B2B marketplace; low-code BPM & workflow automation; AI-powered HRIS
- Near-zero client acquisition cost; ISO 27001

### CUSTOMERS & MARKET

- ~1,500 clients · 5,000+ registered solution providers · ~800 projects/year
- Financial services, public sector, industrial, healthcare

### FINANCIALS

- Revenue ~€800K · EBITDA ~€70–€100K

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## Confidential Target

Vendor-Neutral IT Advisory & BaaS® Marketplace

TARGET  
**#260311**  
BLIND PROFILE

### COMPANY OVERVIEW

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- Information Technology — vendor-neutral IT architecture advisory & B2B vendor matchmaking platform
- Founded ~9–11 years ago; 4 active shareholders
- Intentions: Has participated in prior M&A processes. Open to strategic conversations.
- Headcount: ~10–20 FTE

### PRODUCTS & SERVICES

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- Vendor-neutral IT advisory (free to client); IT roadmap design; BaaS® marketplace (subscription + lead-based)
- Proprietary BaaS® registered platform

### CUSTOMERS & MARKET

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- ~1,500 clients · 5,000+ solution providers · ~800 projects/year
- Industrial, water services, real estate, agriculture, healthcare

### FINANCIALS

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- Revenue ~€800K · EBITDA ~€70–€100K

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# Confidential Target

*Iberian Cybersecurity MSP with Two Proprietary SaaS Products*

TARGET  
**#251167**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Cybersecurity — managed services, consultancy & proprietary SaaS
- Founded ~6 years ago; four shareholders, three active
- Intentions: Seeking strategic channel partner with distribution capacity for SaaS products
- Headcount: ~20 employees · Zero debt

## PRODUCTS & SERVICES

- Cybersecurity managed services (~97%); audits & vulnerability assessments; compliance advisory (GDPR, NIS2, ENS); forensic & legal dispute support
- Two fully built multi-language SaaS products (enterprise + SME); proprietary vulnerability management platform; 6 in-house developers

## CUSTOMERS & MARKET

- ~40–50 engagements/year · Avg. ticket ~€8–10K
- ~50–60% recurring managed services

## FINANCIALS

- Revenue ~€780K (2025) · EBITDA positive every year · Zero debt

*Full P&L, EBITDA and entity-level financial breakdown available under NDA.*

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## Confidential Target

*Iberian OT/IT Cybersecurity MSP with Proprietary Tooling*

TARGET  
**#251139**  
BLIND PROFILE

### COMPANY OVERVIEW

- Cybersecurity — OT/Industrial & IT managed security services + proprietary software
- Founded ~4 years ago; 50/50 two-founder partnership; classified as EIBT
- Intentions: Seeking growth capital; founders remain fully operational; no exit interest
- Headcount: ~10 employees

### PRODUCTS & SERVICES

- Managed cybersecurity services (SOC/MDR 24/7); OT/industrial security; IT systems security; GRC advisory
- Proprietary tooling: AI-powered NDR SaaS (industrial/OT); Threat Intelligence platform; IOC search tool; mobile safety app; ML-based protection for legacy OT devices

### CUSTOMERS & MARKET

- ~30 active clients; predominantly SMEs
- Industrial/manufacturing, mining, energy, infrastructure
- ~95% recurring

### FINANCIALS

- 2025 Revenue: ~€540K
- EBITDA margin: ~23% (~€125K)

*Full P&L, EBITDA and entity-level financial breakdown available under NDA.*

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## Confidential Target

*Iberian Technical Services & Materials Supply Operator*

TARGET  
**#251709**  
BLIND PROFILE

### COMPANY OVERVIEW

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- Technical services & materials supply
- Founded ~19 years ago; single founder with central operational role
- Headcount: ~7 employees

### PRODUCTS & SERVICES

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- Technical services & installations (~€320K)
- Materials supply (~€180K)

### CUSTOMERS & MARKET

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- ~150 active clients per month; predominantly recurring

### FINANCIALS

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- Revenue ~€500K · EBITDA ~€150K · Margin ~30%

*Full P&L, EBITDA and entity-level financial breakdown available under NDA.*

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# Confidential Target

Early-Stage Cybersecurity Software & Compliance

TARGET  
**#251140**  
 BLIND PROFILE

## COMPANY OVERVIEW

- Cybersecurity — endpoint security software, compliance tooling & SME-focused advisory
- Founded <1 year ago; 100% founder-owned
- Intentions: Seeking strategic partner for infrastructure support & operational scale; founder retains >60%
- Headcount: Very small — founder + contracted development team

## PRODUCTS & SERVICES

- Proprietary endpoint/compliance software platform — sold via channel resellers
- Outsourced cybersecurity office (fractional CISO-as-a-service); GRC; certification advisory (ISO 27001, ENS, NIS2)
- Formal commercial agreement with a tier-1 global cybersecurity vendor

## CUSTOMERS & MARKET

- 3 active channel partners (~6,000 licences per partner); 2 major insurance-sector enterprises at advanced pilot stage

## FINANCIALS

- 2025 Revenue: ~€63K (pre-scale)
- Confirmed pipeline: ~€1.5M in placed orders

Full P&L, EBITDA and entity-level financial breakdown available under NDA.

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## Confidential Target

Spanish IT Services & Managed Solutions with IBM Power Expertise

TARGET  
**#252101**  
BLIND PROFILE

### COMPANY OVERVIEW

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- IT services & managed technology solutions — infrastructure, cloud, cybersecurity, managed services
- Founded ~16 years ago; 5 equal partners, all active
- Intentions: Succession planning — two retiring partners managing ~60 clients
- Geography: Madrid; ~22 employees

### PRODUCTS & SERVICES

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- Systems, cloud (own platform + public cloud), infrastructure (incl. IBM Power), cybersecurity, managed services (BaaS, IaaS, SECaaS)
- Proprietary cloud platform; rare IBM Power/AS400 legacy depth + modern cloud & security

### CUSTOMERS & MARKET

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- ~100 active clients
- SMEs, large enterprise, higher education

### FINANCIALS

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- No public data available. Full financials post-NDA.

*Full P&L, EBITDA and entity-level financial breakdown available under NDA.*

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## Confidential Target

*Iberian IT & Cloud Wholesale Distributor*

TARGET  
**#252145**  
 BLIND PROFILE

### COMPANY OVERVIEW

- IT Distribution — digital wholesale distributor of IT products, cloud software, cybersecurity & managed services tools
- Two-shareholder founder-led (both ~55 years old); subsidiary/affiliate of a global IT distribution group
- Intentions: Full exit — both owners wish to sell 100%; willing to remain involved post-transaction
- Geography: Iberia; LATAM exposure via group network; 2 offices
- Headcount: ~15 employees

### PRODUCTS & SERVICES

- Digital wholesale distribution across 5 categories: cybersecurity (30 solutions), backup & DR (8), compliance (5), IT management (6), corporate email (7); 56+ active solutions
- Exclusive national node of a global channel distribution network (100 countries)
- 25+ certified vendor partnerships; 24/7 Spanish-language technical support; 50+ annual training events (~2,500 attendees)

### CUSTOMERS & MARKET

- 500+ active domestic partners; 800+ at group/global level
- IT resellers, MSPs, VARs, IT consultancies serving the SME segment

### FINANCIALS

- Normalised EBITDA: ~€75K–€100K
- Asking price: ~€3.5M–€4M
- Revenue mix: Predominantly recurring (SaaS licence resale)

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