

New opportunities await you!

We can help you bring your company
to the next level!



Our business structure is based
on finding the **strategic fit** between
investors and business owners.



HTE-Equity Sourcing is a pioneer sourcing company with focus on small and medium-sized businesses. Our team seeks attractive investment opportunities and executes growth strategies for our partner investors.

We have a strong network that we have built over the years with the focus on the specific:



**Investment
situations**



**Sourcing
secotrs**



**Investment
criteria**

Typical profitable situations which we are interested in:

Buy and build

Buy and keep

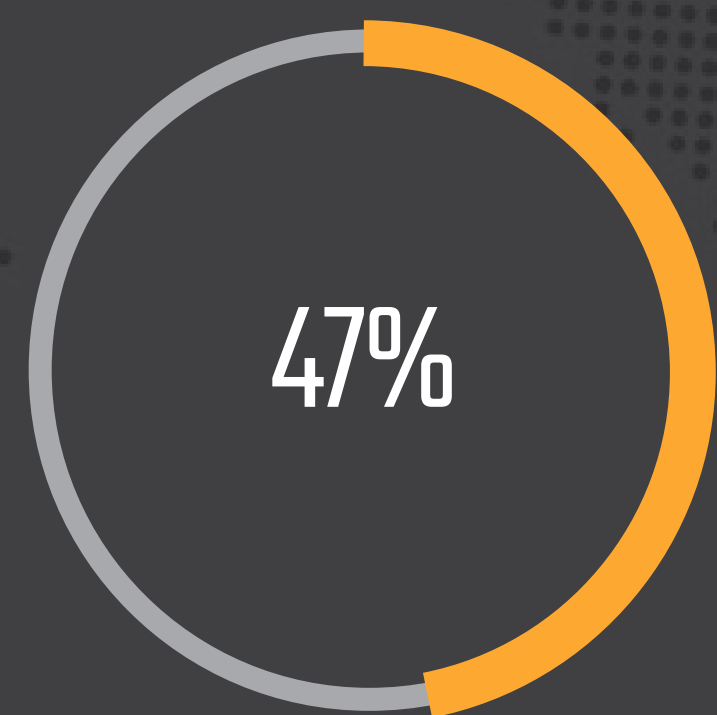
**Growth
financing**

**Management
buyout (MBO)**

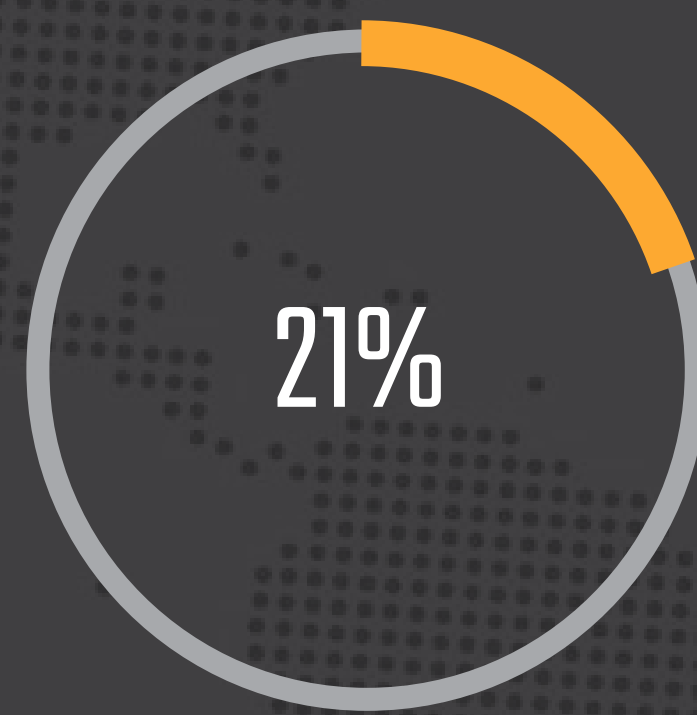
**Management
buy-in (MBI)**

Succession

GEOGRAPHICAL COVERAGE.



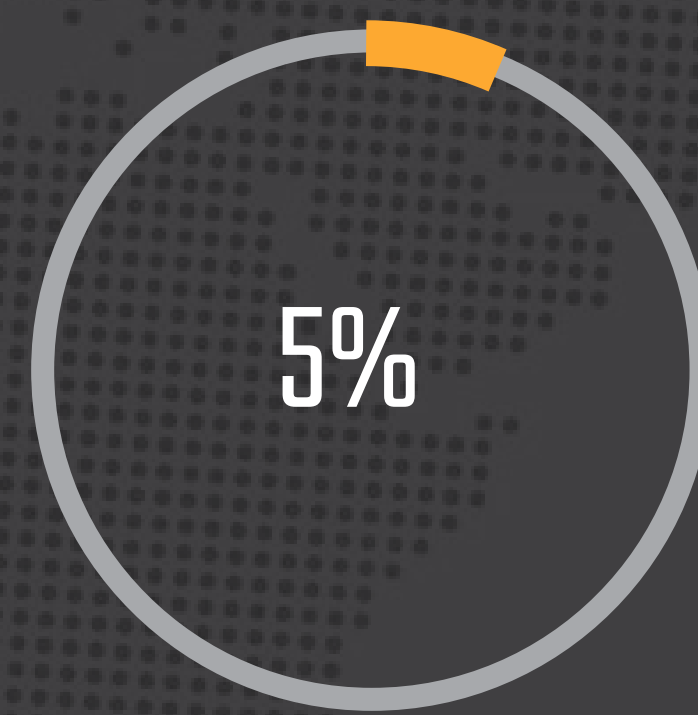
DACH



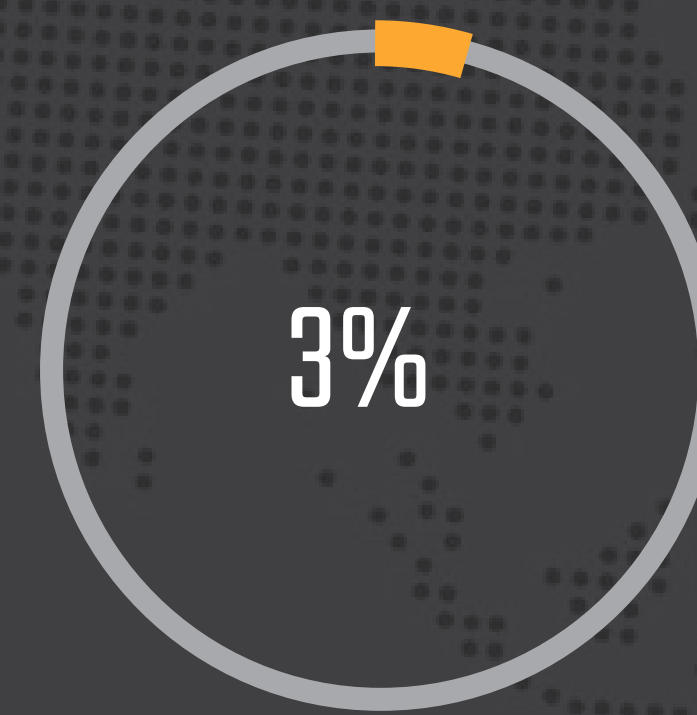
Benelux



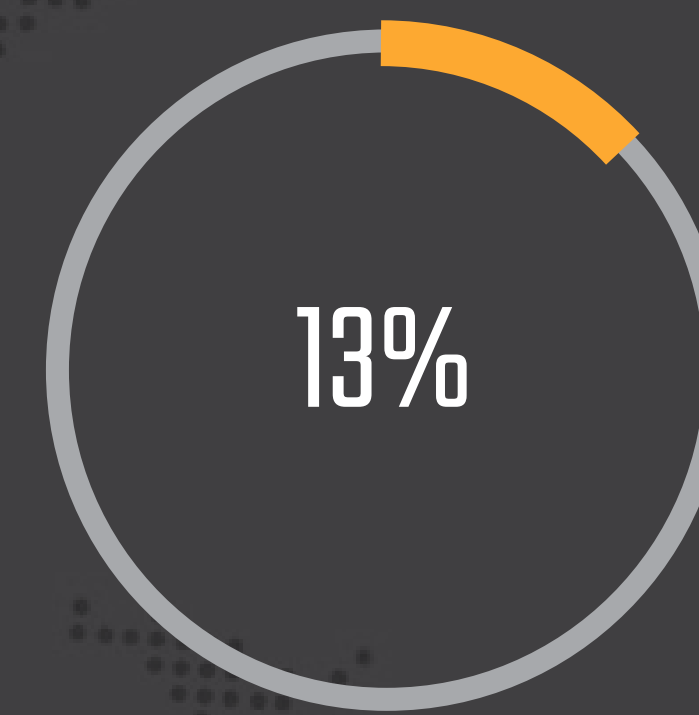
Nordics




UK



CEE



US



We believe that success
is inevitable when you
are supported with
the **right strategy**.



SOURCING SECTORS.

IT & SOFTWARE

HEALTHCARE

INDUSTRIAL

SERVICES

IT & SOFTWARE.

- Computer programming, Consultancy Activities and Information services
- Software (FinTech, Proptech, Industrial, MaaS, SaaS)
- Cyber Security
- Media and Communication technology / Telecommunications
- Advertising and Logistics (AdTech)
- Hardware Technology



HEALTHCARE.

- Pharmaceutical Manufacturing
- Medical Equipment and Supplies
- Medical Technology and Consulting
- Healthcare Clinics and Laboratories
- Services to the Healthcare sector
- Life Sciences



INDUSTRIAL.

- Automotive and Transportation
(Manufacturing Industries /
Engine and Parts Manufacturing)
- Chemicals (Agricultural, Basic and
Synthetic Chemical Manufacturing)
- Automation & Digitalization
(Industrial Software, Robotics and Industry 4.0)
- Environmental Technology
- Machinery and Niche Manufacturing
- Energy



SERVICES.

- Business and Management Services (Administrative Advertising, Business Support, Consulting, Employment)
- Education Educational Services, Professional and Management Training
- E-commerce - B2B / B2C
- Consumer Goods
- Hotels and Accommodation
- Transportation Services



Our sweet spot are companies which meet the following criteria:



**Achieve solid
market positions
and enjoy
competitive
advantages**



**Generate
sales up
to €150M**



**Have a strong
management team
that would be
willing to
co-invest**



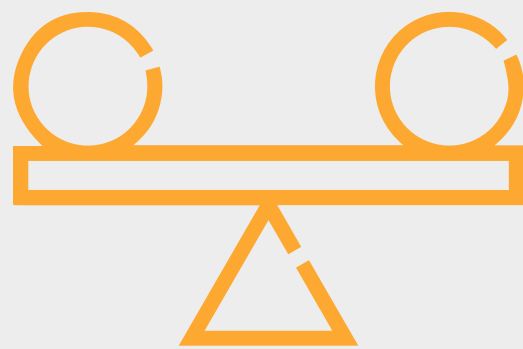
**Operate in
industries with
growth and/
or consolidation
potential**



Our sweet spot are companies which meet the following criteria:



**Profitable
with stable
cash flows**



**Have a
transparent
financial
reporting**



**They are
headquartered
in the European
Union**



People used to think that private equity was basically just a compensation scheme, but it is much more about making companies **more efficient.**

David M. Rubenstein



We can provide you with the following strategic and operational insights:

- **Network** We help you find the right contacts at the right time.
- **Advice** We seek strategic solutions for your company.
- **Experts** We bring in high-quality experts for the respective challenges.
- **Management** We help you to set up the right structure.
- **Links** We provide you with national and international connections to other investors and business owners.

Since 2005, HTE-Equity Sourcing team has been a part of numerous collaborations that brought and still bring profitable growth and successions to both parties - business owners and investors.

The first step that we take when we approach new companies is based on understanding and recognizing your needs and vision.



When a company and an investor come to an agreement about future plans, the step that follows is the valuation of the company, based on the following due diligence:

Commercial

- Market and competition
- Business model
- Success factors


Technical

- Products
- Services
- Technologies

Financial

- Revenues
- Profit
- EBITDA

If the results of this assessment confirm positive impression, investor will provide you with a binding offer.



Everything in life has
some risk, and what you
have to actually learn to do
is how to **navigate it.**

Warren Buffett





HTE-Equity Sourcing is looking forward to take a step in future development of your company.

We believe that every company is unique and each one deserves a specific approach.

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