

Where new opportunities await you!

We can help you with your future growth!



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

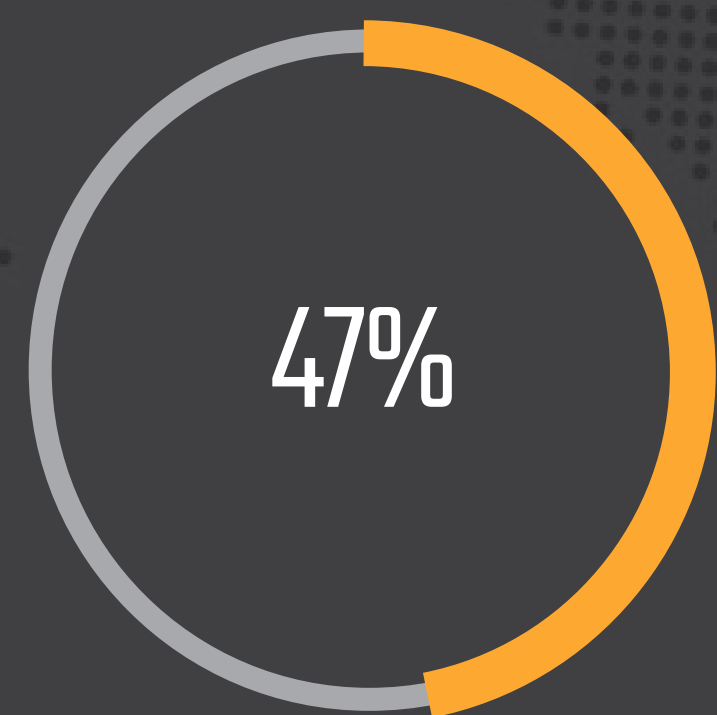
**Growth
financing**

Succession

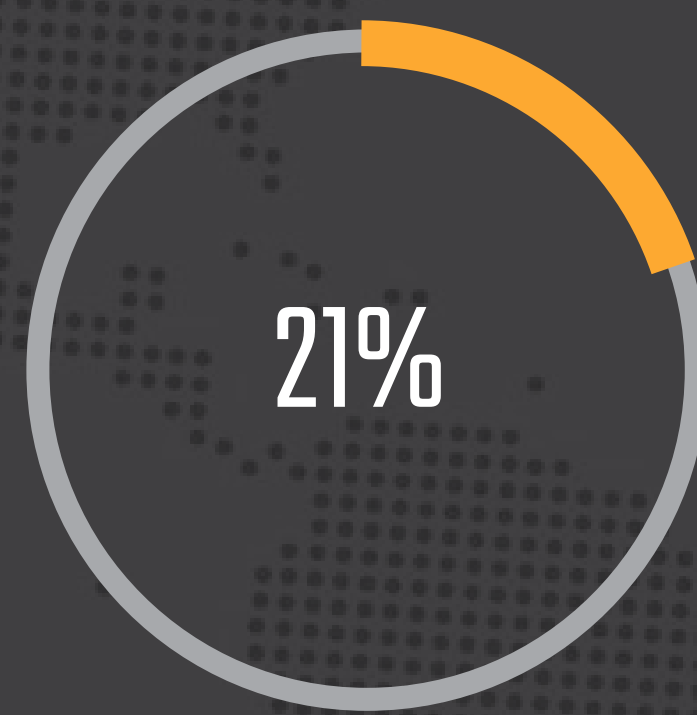
**Management
buyout (MBO)**

**Management
buy-in (MBI)**

GEOGRAPHICAL COVERAGE.



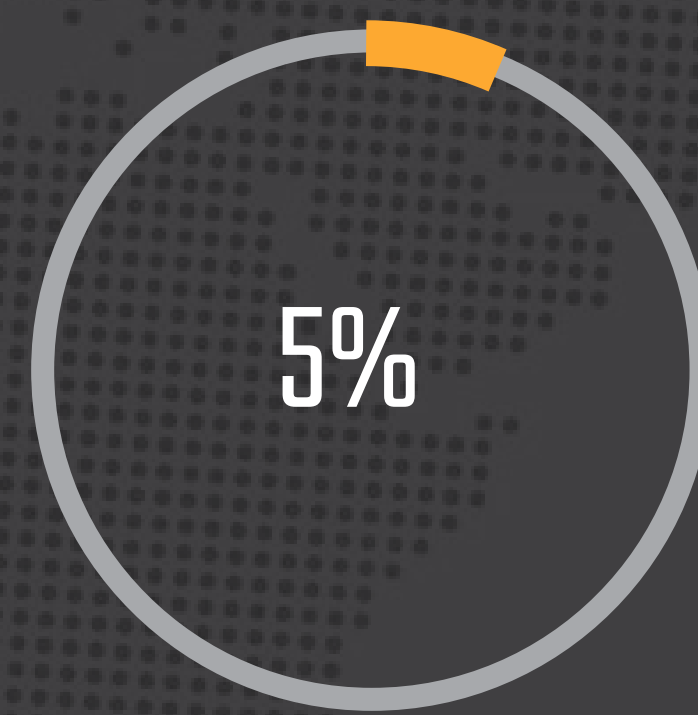
DACH



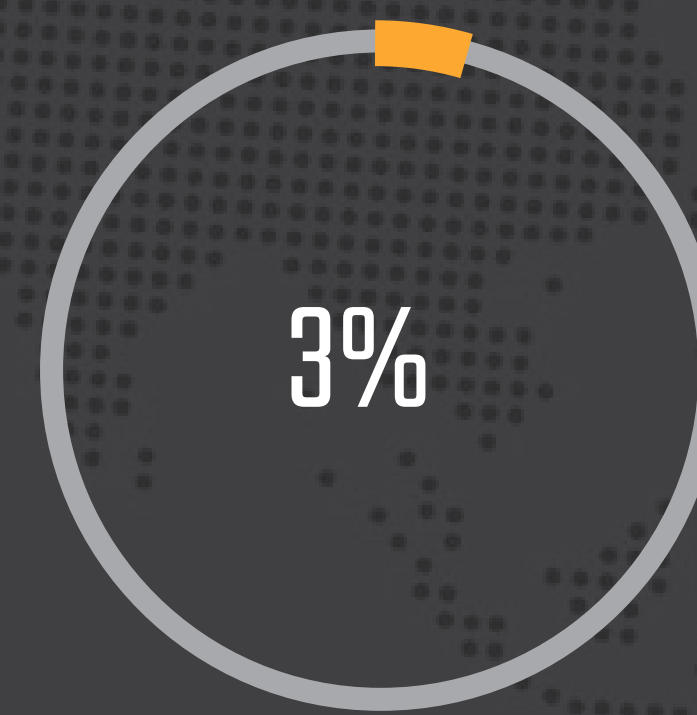
Benelux



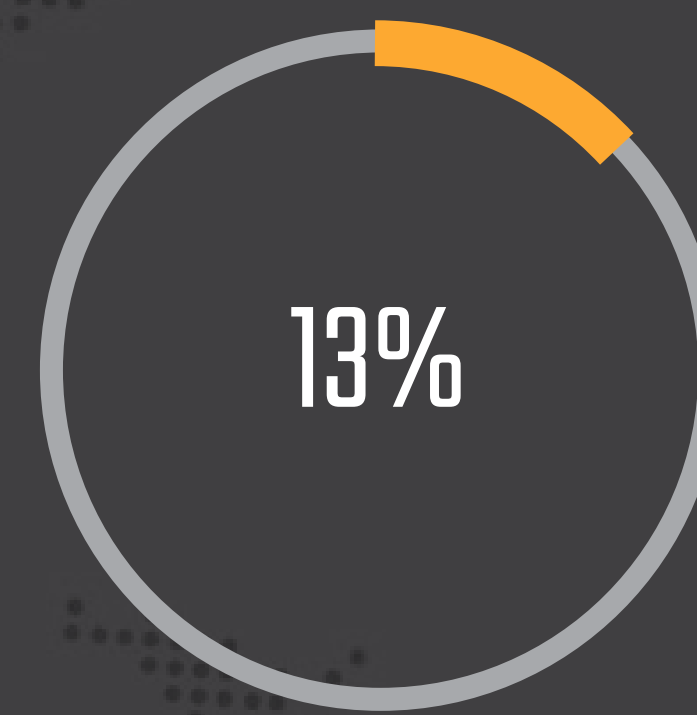
Nordics



UK



CEE



US

It is not how much money
you make, but how much money
you keep, **how hard it works** for
you, and how many generations
you keep it for.

Robert Kiyosaki



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:



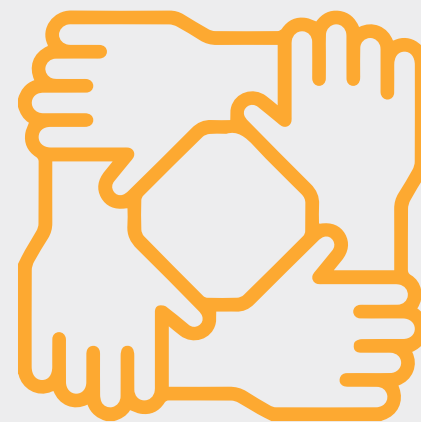
**Achieve solid
market positions
and enjoy
competitive
advantages**



**Generate
sales up
to €150M**



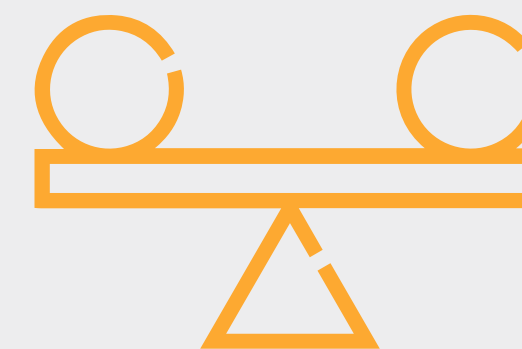
**Have a strong
management team
that would be
willing to
co-invest**



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



**Profitable
with stable
cash flows**



**Have a
transparent
financial
reporting**





Sometimes lightning strikes
for those who **take chances.**

David M. Rubenstein



Our mission is to gain your trust as an investor sourcing partner and accompany your profit growth.

What we offer:

- New potential opportunities
- Geographical and industrial market research
- A focus on increasing the value of your portfolio companies
- Commitment, experience and professionalism

What we require:

- Past performance
- Portfolio companies
- Investment focus
- Financial resources
- Sector expertise and network
- Ability to provide hands-on support

We are more than aware of the delicate nature of the investment process; therefore we are extremely careful about selecting companies we would present you with. The valuation of the companies is based on the following due diligence:

Commercial

- Market and competition
- Business model
- Success factors

Technical

- Products
- Services
- Technologies

Financial

- Revenues
- Profit
- EBITDA



In the business world,
the rearview mirror is
always clearer than
the windshield.

Warren Buffett





We are sophisticated and dedicated team of experts with one aim – providing the best opportunities for your future growth.

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

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