THE FIRM

Mergero in brief

Mergero is an institutional M&A advisory platform. We advise private equity funds, corporates and business owners on buy-side and sell-side transactions, executed with institutional rigour, confidentiality and speed.

FOUNDING AND OWNERSHIP

- Founded in 2019 by Timo Tontti.
- Before Mergero, Timo spent ten years as an entrepreneur in the Finnish factoring industry. That company was sold to a Norwegian mid-sized bank in early 2019.
- Today the firm's management team holds equity in Mergero.

One integrated pan-European team

- **Zürich** Headquarters, Mergero Capital AG
- **Lugano** Deal origination and execution
- **Frankfurt** DACH — to be built out
- **Helsinki** Nordic operations, Mergero Oy

2019	4	€150M+	2,000+
FOUNDED	EUROPEAN OFFICES	DEAL VALUE CLOSED ANNUALLY	VERIFIED BUYERS

▲ **Institutional M&A. Reinvented through technology.**

What we do

We run sell-side and buy-side mandates in the European mid-market. Today the majority of our mandate book is buy-side — working for private equity funds and serial acquirers who need proprietary, off-market access rather than auction processes.

SERVICE LINES

Sell-side advisory
Owner exits and succession, end to end.

Buy-side advisory
Proprietary origination for funds and serial acquirers.

Soft approach
Structured market mapping and owner engagement.

Valuations
Indicative and transaction-grade valuation work.

Tax coordination
Structuring coordinated with tax advisors.

Legal coordination
Documentation and closing coordination.

Mid-market focus. Enterprise values of roughly €2–100M, where owner succession and buy-and-build activity are most concentrated — and where a technology-led origination engine creates the largest advantage.

SELECTED CLIENTS AND COUNTERPARTIES

SPONSOR CAPITAL · CELERO CAPITAL · HELIX KAPITAL · H.I.G. CAPITAL · KOTERA GROUP · Blackstone · THE CARLYLE GROUP

DIFFERENTIATION

What makes us different

We are not a traditional boutique. We are built like an advisory firm and run like a technology company — and the operating model shows it.

Relentless dialogue volume

Origination is a continuous activity, not a campaign. We keep a high number of live owner and acquirer conversations running at all times, which is what produces off-market opportunities before a process exists.

Our own AI agents

We have built dedicated AI agents for the heavy parts of the work — material production and financials — so senior time goes into judgement, negotiation and relationships rather than formatting.

Speed to match, speed to close

We optimise deliberately for shorter time-to-match and shorter time-to-close. Faster matchmaking is better for the owner, better for the acquirer, and better for our own economics.

Young, direct, deal-focused

We want to take the ceremony out of M&A. A young and straightforward team, plain language, and a bias towards deal making over process for its own sake.

OUR BIGGEST DIFFERENTIATOR

MGX Deal Engine

MGX is one database that holds all of our data. Every dialogue we have, with company owners and with acquirers, is stored there, and AI matches the two sides in both directions.

2 years
OF DATA COLLECTION AND DEVELOPMENT

2,000+
VERIFIED BUYERS IN THE DATABASE

€52B+
AGGREGATE BUYER APPETITE

Screens the market

Screens target companies across multiple company registries against configurable criteria, and turns each screen into working contact lists for our deal teams.

Stores every dialogue

Nothing sits in an inbox. Owner situations and acquirer criteria are captured centrally, so the database keeps growing with every conversation.

Keeps the buyer side live

A worldwide buyer database in which deal-flow contacts and acquisition criteria are kept current through technology rather than by hand.

Two years of database building sit behind this. Every dialogue makes the next match better.

One database, two sides

Everything we learn from both sides of the market goes into MGX — and AI turns it into matches in both directions.

Every owner dialogue

Situation, expectations, timing, financials, willingness to transact — captured in full for every business owner we speak to.

Every buyer dialogue

Acquisition criteria, target sectors, size range, deal-flow contacts and current appetite — for every acquirer we speak to.

The MGX database · AI matching

All data from all dialogues, on both sides, in one place — matched by AI against the criteria we have recorded.

For a company — the right buyers

The owner sees a shortlist of acquirers whose stated criteria actually fit the business, not a mass mailing.

For a buyer — the right targets

The acquirer receives continuous, criteria-matched opportunities, many of them off-market and before any process exists.

MGX matches, a Mergero professional closes. Alongside MGX we run separate AI agents for material production (teasers, IMs, buyer packages) and for financial analysis.

Industry roll-ups for private equity

We have executed many buy-and-build programmes for Nordic private equity investors, acting on the buy-side or the sell-side depending on the mandate.

GROUP	SECTOR	INVESTOR	MERGERO'S ROLE AND OUTCOME
Saarni Cloud	Software	Sponsor Capital	Buy-side: four software companies combined into one group, then a PE investor brought in. Revenue €28M and EBITDA ~€13M in 2025; group value up approx. 10× in four years.
Kotera Group	Industrial construction	Korpi Capital · Bragnum Invest	Buy-side advisor to a serial-acquirer platform. 16 acquisitions since founding; revenue ~€185M (2025) and ~€260M forecast for 2026. IPO targeted for 2028–29.
Fluo Group	Circular economy	Sponsor Capital → H.I.G. Capital	Sell-side: waste logistics and recycling businesses combined into one group. H.I.G. Capital acquired the majority in August 2025. Revenue €45M (2025).
Luo Logistics Group	Logistics and transport	Lease Deal Group	Merged Huhtala Logistics and Peura-Trans into one temperature-controlled logistics group, later adding Weeman. Revenue ~€90M (2025); group value more than tripled.
Fasteo Group	Technical wholesale	Sponsor Capital	Combined fastening wholesalers into one of the sector's most profitable groups; PE investor selected through a competitive process. Revenue ~€72M (2025), >€100M forecast 2026.

▲ **Buy-and-build is where our origination engine and our advisory work meet.**

Transaction volumes

Volume is the honest measure of an origination platform. Ours is growing.

18	~+25%	€150M+	2,000+
TRANSACTIONS · H1 2026	EXPECTED YoY GROWTH · H2 2026	DEAL VALUE CLOSED PER YEAR	VERIFIED BUYERS IN MGX

Nordic targets, international acquirers

All 18 H1 transactions had a Nordic target company. The acquirers came from across Europe and beyond — strategics, private equity funds and serial acquirers. That asymmetry is the point: origination is local, demand is global.

Why the volume is rising

Owner-succession supply keeps growing, and MGX lets us work far more of it in parallel than a comparable team could by hand. The buy-side mandate book has grown fastest, which is why we expect roughly +25% year-on-year in H2 2026.

▲ **DACH is the largest mid-market in Europe and the least covered by our current footprint.**

AMBITION

The number one place for curated deal flow in Europe.

That is the goal for the next five years. It cannot be reached with traditional methods — it requires sustained investment in technology, which we have been making for years and will keep making.

Origination at scale

Continuous, systematic contact with owners across Europe — not campaign-driven, and not dependent on any single person's network.

Technology that compounds

Every dialogue we capture makes the engine better at the next match. That advantage grows rather than depreciates.

Pan-European coverage

The Nordics are established and Switzerland is home. DACH is the next core market — and the reason for this conversation.

THE CHALLENGE

How do we reach both sides of the market at scale?

Everything in this deck depends on one thing: contact. Today we identify owners and acquirers and reach out to them by hand, one at a time, within the limits of our headcount.

Identify the right owners

Which privately owned companies should hear right now what options the market offers them? Finding them is still manual work.

Contact them at scale

Outreach happens person by person. The same conversation has to run across thousands of owners, in several countries, without losing its personal quality.

Reach professional buyers

Show acquirers what is available and win sourcing mandates from them — systematically, not one relationship at a time.