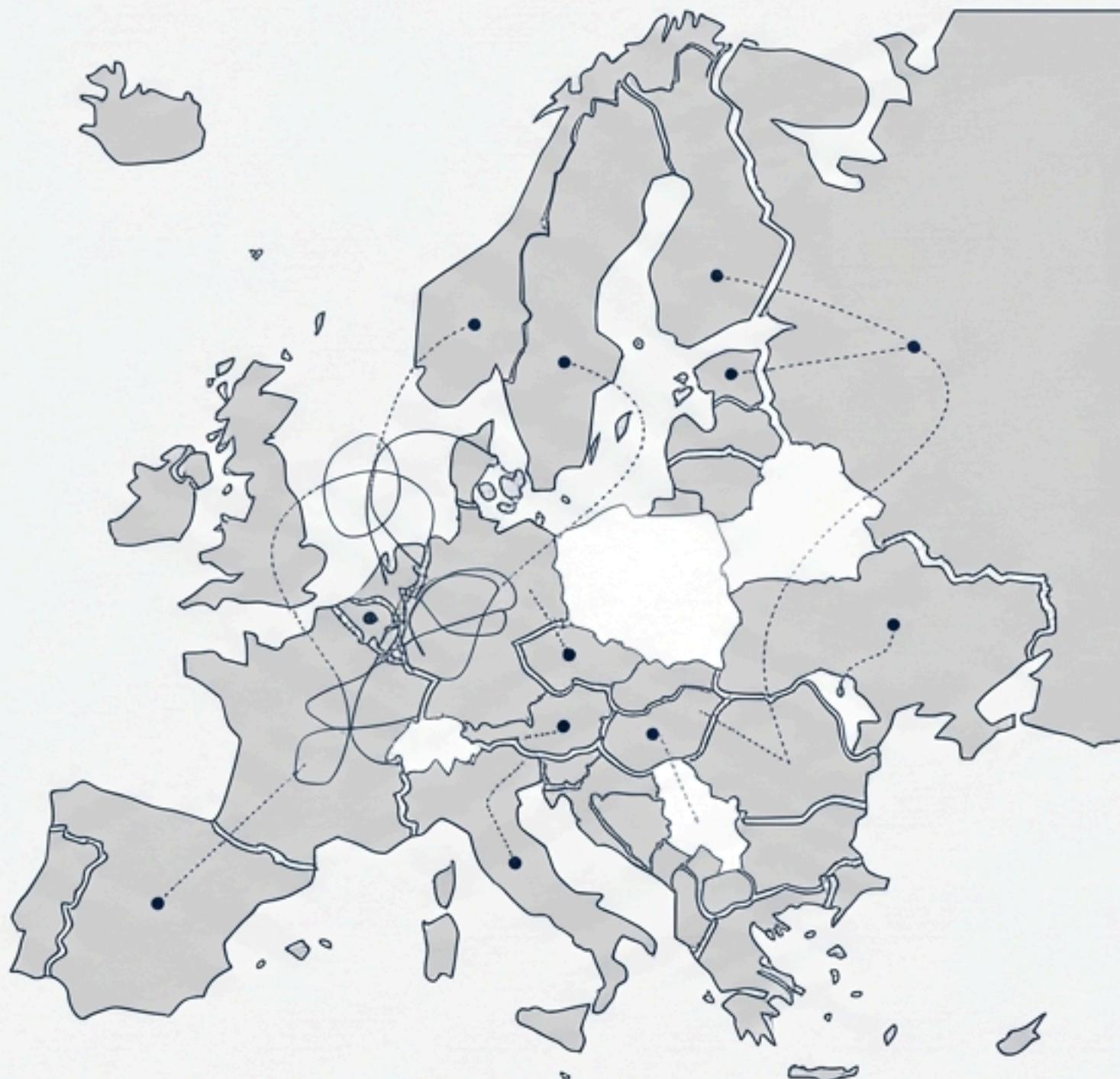




Equival

AI-powered deal sourcing for
European mid-cap investors.

European mid-cap investors still miss deals because sourcing is fragmented, slow, and incomplete.



- Mid-market intelligence in Europe is opaque and scattered across dozens of public registers and niche databases.



- Legacy platforms (e.g., PitchBook, CB Insights) are US-centric and unreliable for European private companies.

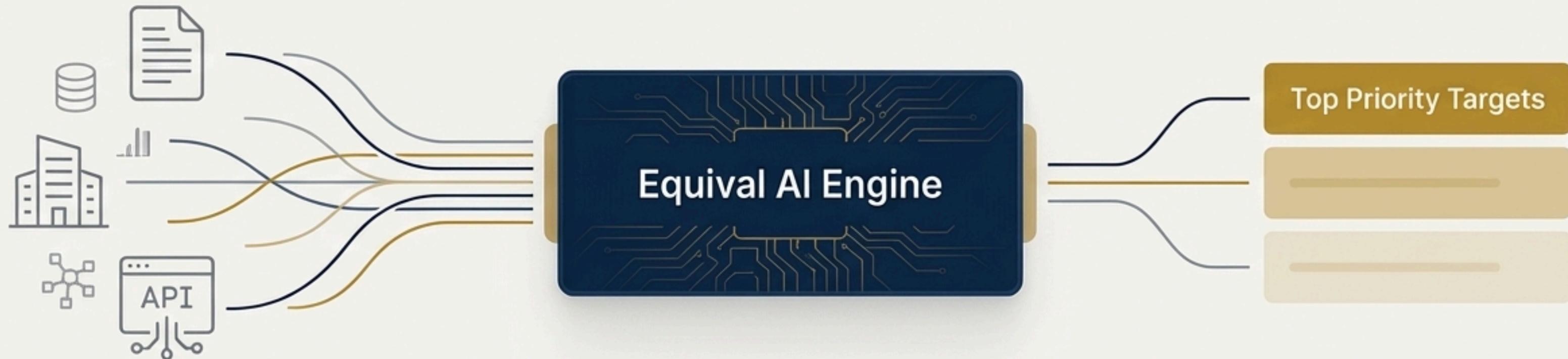


- Missing a single potential deal represents a multi-million-dollar opportunity cost.



- Deal teams waste hundreds of hours manually crawling registries, PDFs, and inconsistent data sources.

The Solution



- Real-time ingestion of multi-source public and sector-specific data.
- ML-driven **company scoring** detects early growth, risk, and anomaly signals.
- Automated **pre-valuations** through integrated DCF and LBO models.
- Delivers clear, **prioritized**, and **instantly actionable** target lists.

Product Demo Preview

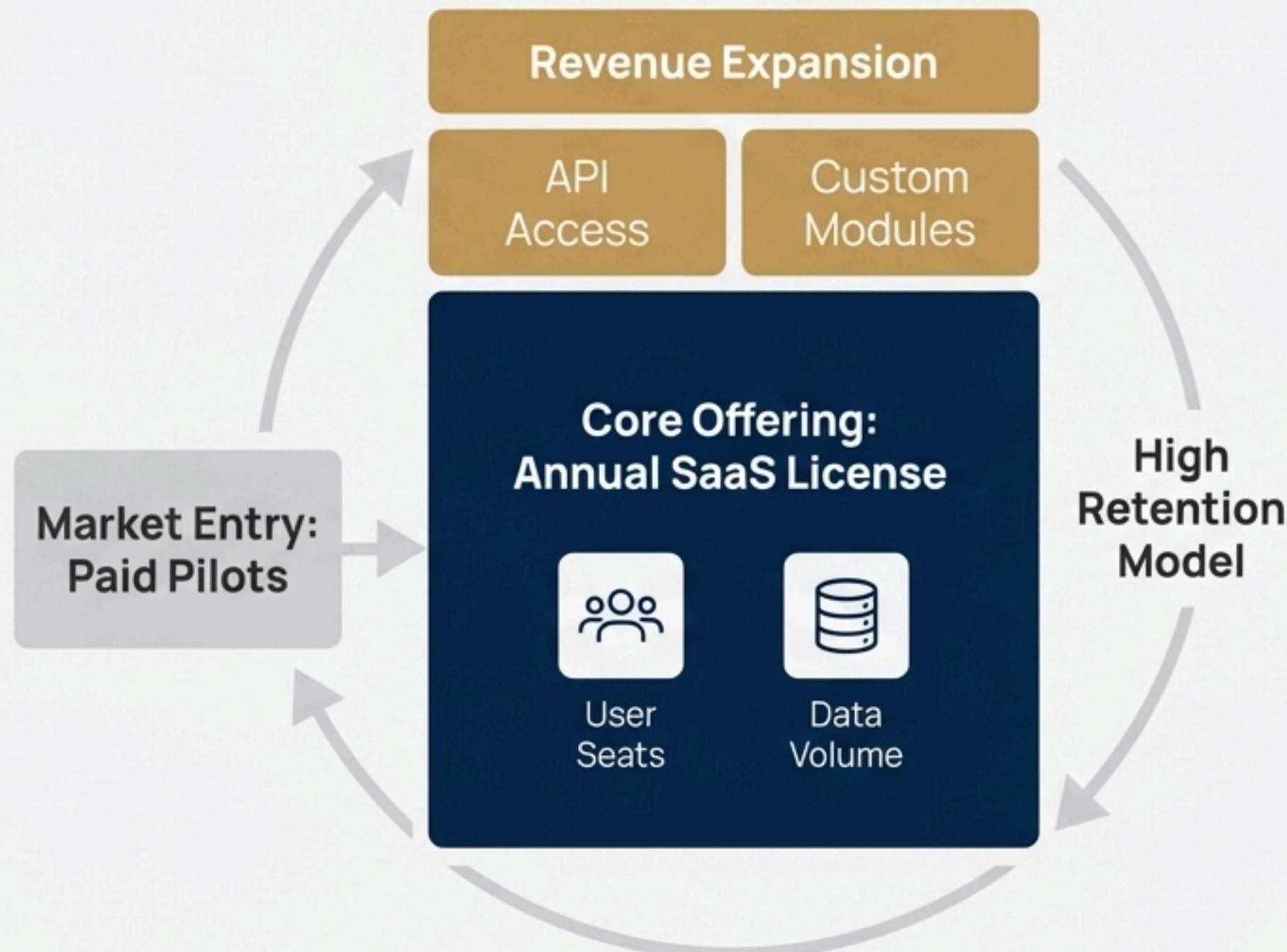
- All key insights in one interface.
- From raw data to actionable sourcing in seconds.

The dashboard illustrates a comprehensive data analysis and valuation platform:

- Sourcing Pipeline:** Shows three stages: New Targets (152), Screening (48), and In-Review (12). A detailed view for Acme Corp. shows an Equivalent Score of 8.7/10.
- Home Dashboard:** A central hub displaying financial performance over the last 3 years, with a chart showing revenue growth.
- Company Card:** Provides a detailed view of Acme Corp., including its market profile, recent signals like director changes and revenue anomalies, and financial performance metrics.
- Data Lineage View:** A sidebar showing data sources and their last update times, with counts of new records (e.g., +15 for Papers).
- Pre-Valuation Module:** Features DCF & LBO models, showing implied valuation ranges (€150M - €220M), potential IRR (25% - 32%), terminal growth rates (10%), and WACC (0.5%).

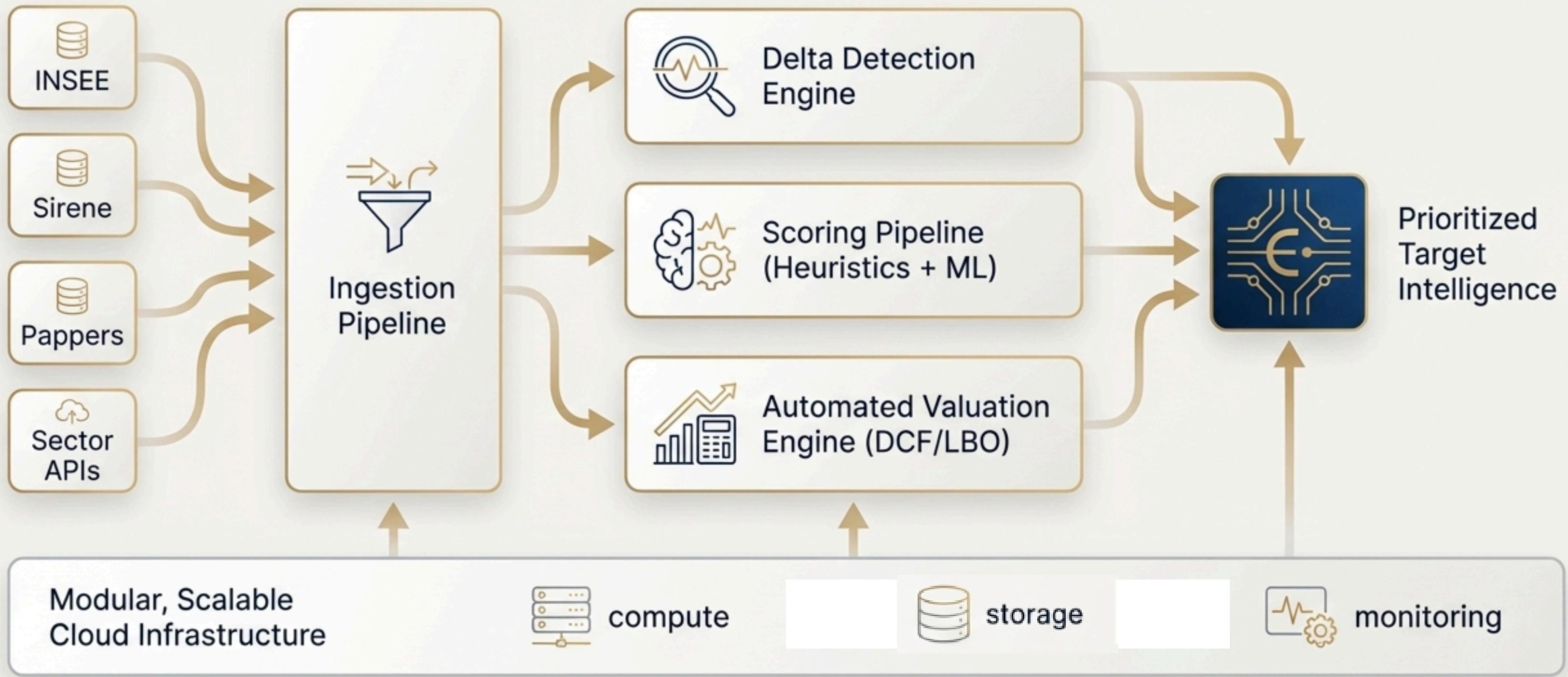
Pre-Valuation Module

A simple, scalable B2B subscription model.



- **Core offering:** Annual SaaS license, tiered by seats and data volume.
- **Revenue expansion:** Add-on modules for API access, custom scoring models, and new regions.
- **Market entry:** 3-month paid pilot programs for initial enterprise customers.
- **High retention model** built on the “stickiness” of embedded sourcing tools in deal team workflows.

Data & Tech Architecture



The market is primed for a new generation of sourcing technology.

- Massive, sustained growth of European private markets.



- AI adoption within institutional investment teams is accelerating.



- Legacy data providers are failing to adapt to European mid-market needs.



- Intense fund competition makes sourcing efficiency a critical competitive advantage.

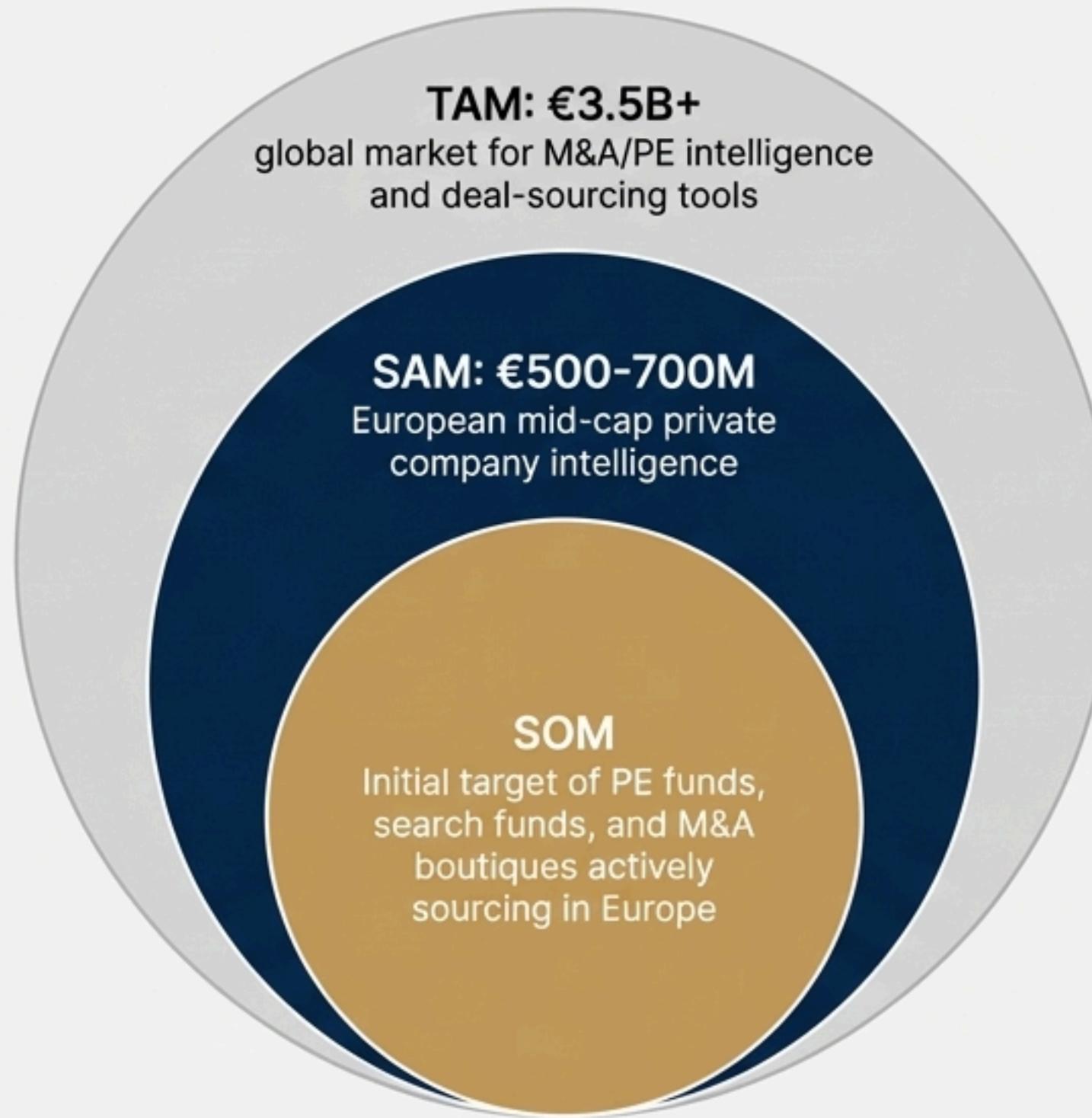


- Abundance of public European data is now ready for automated leverage.



The Opportunity

A fast-growing segment with under-served tech infrastructure.



- **TAM:** €3.5B+ global market for M&A/PE intelligence and deal-sourcing tools
- **SAM:** €500-700M for European mid-cap private company intelligence
- **SOM:** Initial target of PE funds, search funds, and M&A boutiques actively sourcing in Europe
- Increasing competition among PE funds creates strong pressure to automate sourcing for a competitive edge



PE Competition Intensity

A targeted, relationship-driven sales approach.



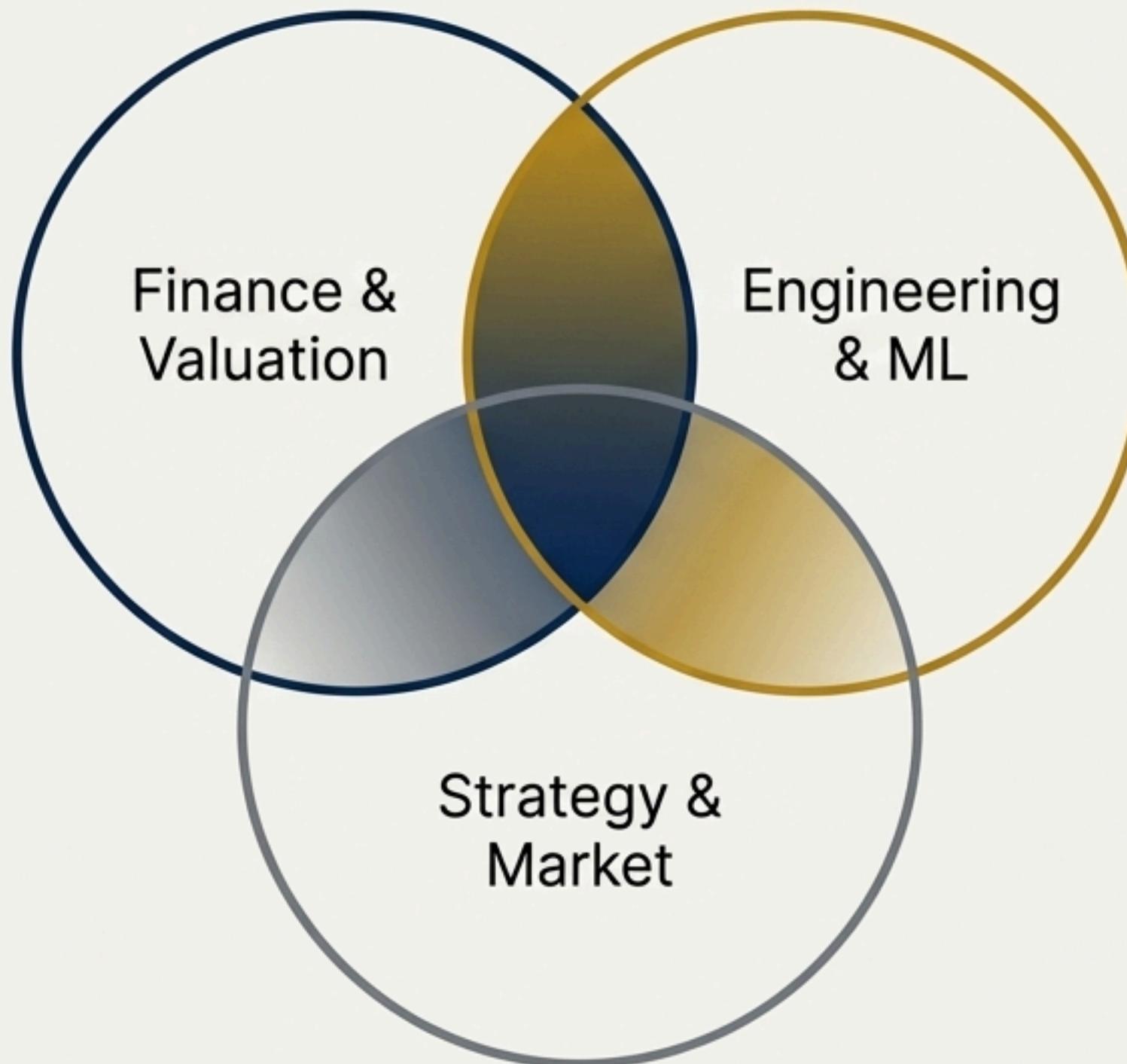
Strategy: Land-and-Expand

Convert paid pilots into multi-year enterprise licenses, establishing thought leadership through data reports on mid-cap trends and sourcing insights.

Competitive Differentiation



The Team



- Leadership blends corporate finance, valuation modeling (DCF/LBO), and engineering.
- Core technical team with expertise in backend, ML, and data pipelines.
- Business strategy and market validation from HEC/INSEAD talent.
- Advised by experienced portfolio CTOs and M&A executives.

Building the default sourcing engine for European mid-cap investors.



- ✓ Automate 80% of the manual effort in deal sourcing.
- ✓ Achieve comprehensive data coverage across all major European countries.
- ✓ Expand product into alerts, predictive scoring, and thematic deal funnels.
- ✓ Become the core intelligence layer for European deal teams.

We're looking for partners and early adopters.
Let's shape the future of European deal sourcing together.