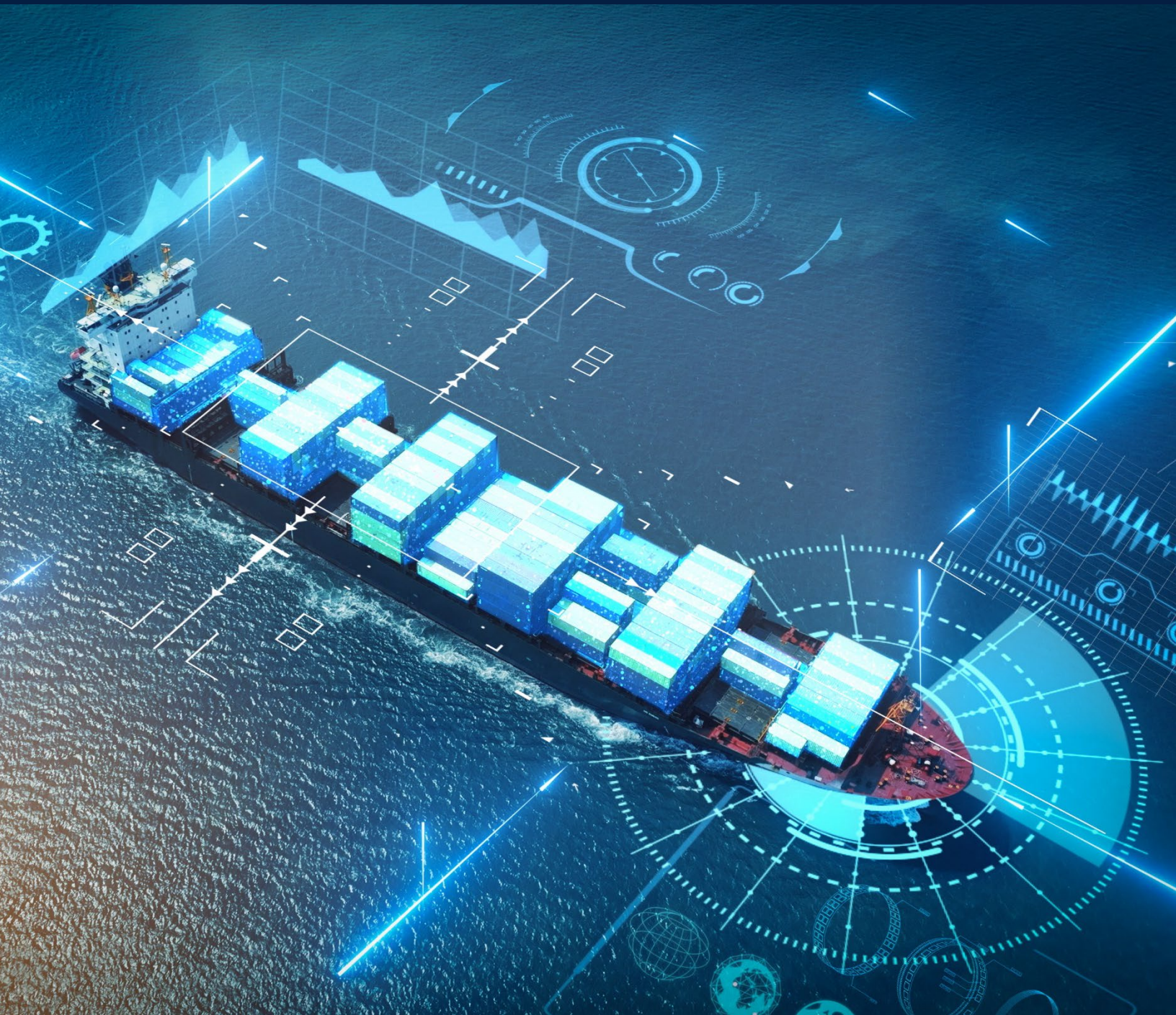


# LOGISTICS TECHNOLOGY M&A, FUNDRAISING SEE NEAR-TERM HEADWINDS, LONG-TERM TAILWINDS

LOGISTICS TECHNOLOGY SECTOR UPDATE | OCTOBER 2024



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# Logistics Technology

## Logistics Technology M&A, Fundraising See Near-Term Headwinds, Long-Term Tailwinds

### SECTOR TAKEAWAYS

Capstone Partners is pleased to share its inaugural Logistics Technology report, with insights and analysis on sector trends, buyer activity, and company performance. After reaching unprecedented levels of activity during the pandemic-driven supply chain crisis, a pull-back in investor risk tolerance and an ongoing freight recession have continued to weigh on Logistics Technology merger and acquisition (M&A) activity and fundraising. The sector's long-term outlook is being buoyed by an eventual improvement in Freight markets, and by plentiful opportunities for M&A that support digital penetration and address complex and ever-evolving supply chain issues. Key sector takeaways are below:

1. Logistics Technology M&A volume has kept pace year-over-year (YOY) with 58 transactions announced or completed year-to-date (YTD). However, high interest rates and a weak Freight market have kept YTD deal volume below the levels seen between 2021 and 2022.
2. Growth capital invested in the Logistics Technology sector has continued to fall from the levels seen during the pandemic-driven supply chain crisis. Notably, capital invested in Logistics Technology YTD by venture capital (VC) firms has fallen 20.2% YOY to \$7.9 billion.
3. Funding and M&A activity is expected to remain tempered by long technology sales cycles among sector players, even amid a rebound in freight rates and profitability. However, low digital maturity across the Logistics ecosystem has continued to act as a long-term tailwind for sector growth.
4. Tech-enabled platforms with a service-first model have prevailed as the sustainable technology-driven freight-moving business model after disruptive VC-backed players with digital-first models encountered critical service limits and profitability rarely materialized.
5. Artificial intelligence (AI)-powered companies have comprised 35.3% of M&A targets YTD, a trend that is expected to accelerate with the rising availability of AI-based supply chain and logistics solutions.
6. Logistics technology acquirors largely fall into four buckets: 1). third party logistics' (3PL) providers accelerating tech-stack differentiation; 2). digital businesses improving profitability and enhancing service offerings; 3). private equity groups acquiring profitable, largely subscription-based models that provide ancillary services to 3PLs and large shippers; and 4). strategic software platforms consolidating profitable and complementary businesses.

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To learn more about Capstone's wide range of advisory services and Logistics Technology sector knowledge, please [contact us](#).



## LOW DIGITAL PENETRATION SUPPORTS LONG-TERM GROWTH OUTLOOK

The Logistics Technology sector has been experiencing a post-COVID hangover since mid-2022, as logistics sector profitability has yet to meaningfully recover from an enduring freight recession and overcapacity. Additionally, growth investors in the sector have become highly selective as market risk appetite has been hindered by restrictive Federal Reserve policy.

Long sales cycles and increasingly selective requirements for technology implementations within the logistics ecosystem have also pressured logistics technology startups over the past ~24 months, particularly amid a steep drop-off in growth capital across the sector. Logistics technology consumers are investing in “need-to-have” technologies but have been more reticent to invest in “nice-to-have” technologies.

Not all parts of the Logistics Technology ecosystem are in the doldrums. Logistics technology providers with technologically-mature end-to-end solutions have continued to see revenue growth, due to resilient Software-as-a-Service (SaaS) sales models. To-date, these recurring revenue streams have been further bolstered by expanding new and existing contracts, new product launches, and revenue and technology accretive acquisitions.

E-commerce growth, industry disruption, and ever-more complex logistics operations, many still affected by sticky post-pandemic supply chain chaos, underpin long-term demand for logistics technology solutions. While digital maturity across the industry has started to rise (up 50% between 2019 and 2023), supply chain operations remain largely technologically underdeveloped, according to an Accenture report.<sup>1</sup> Long-term growth is expected to be driven by the widespread sector need to address inefficiencies that can be improved with digitization. Furthermore, Capstone anticipates that a rebound in freight rates and Logistics sector profitability will help catalyze growth and bolster investor confidence in the coming quarters.

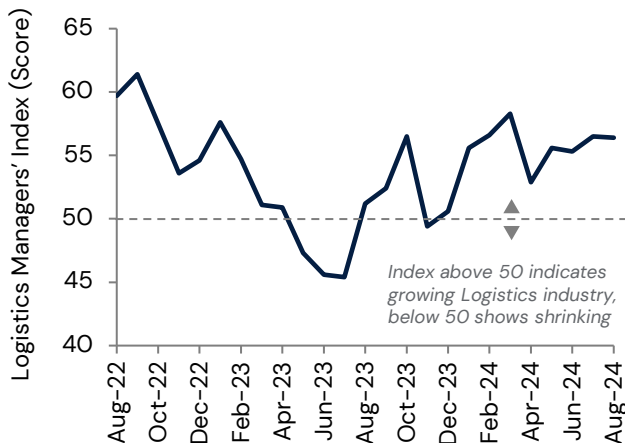


**Gordon Mackay**  
Managing Director

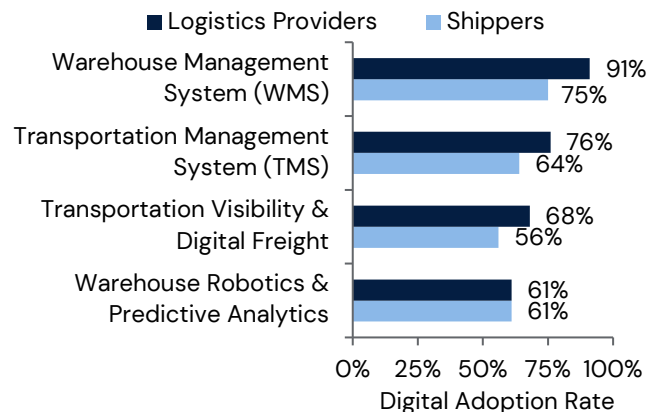
*“The investment opportunity for logistics and supply chain technologies is massive. But like the logistics ecosystem in general, it is a complex universe to navigate, and adopters of technology tend not to rush into implementing new technology.*

*Cash strapped start-ups will continue to look to M&A as a next best option to raising elusive growth capital. Platforms with runway are looking to M&A and evolving to a more tech-enabled service model rather than pure digital platform to accelerate the path to profitability.”*

**Logistics Managers’ Market Outlook Improves, Signaling Signs of a Recovery**



**Logistics Technology Survey Showcases Most Popular Tools Implemented**



Source: Logistics Managers' Index, McKinsey & Company, and Capstone Partners

## ARTIFICIAL INTELLIGENCE INVESTMENTS ON THE RISE

In Q2 2024, total U.S. VC fundraising increased 29% quarter-over-quarter (QoQ), propelled by AI companies which generated 37% of total VC spend for the quarter, according to a report from Ernst & Young.<sup>2</sup> This trend has been mirrored in the Logistics Technology sector, which has seen increased investment in AI and generative AI (GenAI) solutions as the technology has matured. Notably, GXO Logistics (NYSE:GXO), a global 3PL provider, has increased its deployment of AI-based inventory management solutions tenfold YOY, according to its Q2 2024 earnings call.<sup>3</sup> AI-enabled logistics technology companies have comprised 35.3% of M&A targets to-date, a trend that Capstone anticipates will accelerate in tandem with the rising availability of AI-based supply chain and logistics solutions.

Logistics technology providers have begun launching AI-enabled solutions as they aim to capitalize on sector tailwinds including low digital adoption rates, increasingly complex supply chain networks, and the 35% of organizations planning on deploying GenAI in their supply chains according a report from Ernst & Young.<sup>4</sup> Recent and notable AI-based logistics technology product launches in 2024 include: Uber Freight’s AI-generated dashboard, Insights AI (September), C.H Robinson’s (Nasdaq:CHRW) Navishpere® Carrier AI-enhanced load matching platform (July), parcelLab’s Returns Forecast AI reverse logistics visibility software (June), and the launch of startup Freightmate and its AI-enabled freight management system (June).

### Notable AI Logistics Technology M&A Deal



In March, Blue Yonder, a provider of supply chain and retail management software solutions, announced its acquisition of One Network Enterprises for an enterprise value of \$839 million. One Network’s AI platforms provide supply chain visibility, planning, order fulfillment, and payment software solutions. Already equipped with end-to-end supply chain management software solutions, the deal bolsters Blue Yonder’s portfolio via One Network’s multi-enterprise network and data sharing ecosystem. This network extends across more than 150,000 trading partners that leverage GenAI for automated logistics insights, according to a press release related to the deal.<sup>5</sup>

“...We’ve been heavily investing in AI...what was missing for us, was always the network that underpins that...if we truly want to get to this autonomous supply chain over time, it’s going to really take these end-to-end solutions, and it’s going to take AI at scale. But it is also about having all of these...enterprises on a network so that we can...have visibility and information sharing and be able to make...smart decisions and then action them across the supply chain,” said Andrea Morgan-Vandome, Blue Yonder CIO, in a March interview with Logistics Management.<sup>6</sup>

## Logistics Technology: AI Applications and Use Cases



### End-to-End Visibility

Product/package tracking from source to destination with automated AI analytics.



### Advanced and Predictive Analytics

AI enhances large-scale data processing power, bolstering supply chain forecasting.



### Route Optimization & Fleet Management

AI in telematics and GPS aids efficient and timely logistics planning via real-time data.



### Warehouse Automation & Robotics

AI tools automate inventory management and processing for more efficient fulfillment.



### Risk Management & Compliance

AI-workflows automate documentation, contract negotiations, and identify risk.



### Dynamic Pricing & Freight Spend

AI and machine learning (ML) tools optimize pricing strategies and spend management.

Source: Capstone Partners

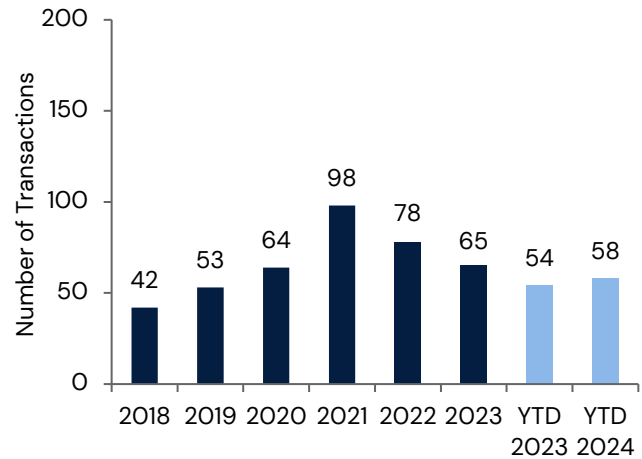
## LOGISTICS TECHNOLOGY M&A REMAINS SUBDUED

Logistics Technology M&A volume to-date has fallen from 2021 and 2022 levels but has remained on par with YTD 2023 and above pre-pandemic activity. Sector deal volume jumped following the shock of the pandemic as a low-interest rate environment and supply chain disruptions fueled demand for technology-based logistics solutions. To-date, a higher-for-longer interest rate environment and profitability pressures, as excess freight capacity plagues the system, has kept sector deal volume below these levels. However, increasingly complex logistical operations coupled with low digital adoption across the industry is expected to support long-term sector growth and transaction activity.

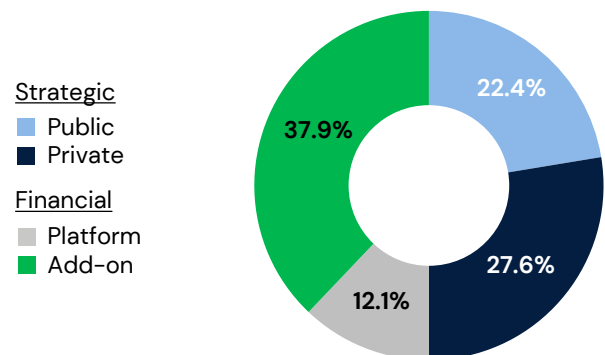
Since 2020, deal activity has been bifurcated between strategic and financial buyers, with YTD 2024 volume split (50%) between both groups. However, platform transactions have dropped off significantly since 2021 as high financing costs and a weak freight demand environment have deterred new formations in the sector. Private equity has instead prioritized bolstering existing holdings via synergistic acquisitions that expand product/service offerings and market share. Notably, the sector has seen 21 platform transactions from 2022 through YTD, a 47.5% decrease compared to the 40 platform transactions between 2019 and 2021. Consolidation and tuck-in acquisition tactics have favorably positioned strategic and sponsor-backed buyers within the Logistics Technology M&A market to-date. Capstone anticipates this trend will hold strong as private equity buyers continue to grapple with high financing costs.

While M&A transaction multiples have risen in the aftermath of a sector-wide post-pandemic boom, public players have indicated a normalization in deal valuations to-date. “Global logistics and supply chain market conditions have been difficult... and that has also brought challenges to smaller or early-stage logistics technology businesses. There are lots of potential acquisition targets for us,” noted Descartes Systems Group (TSX:DSG) CEO, Edward J. Ryan, in its Q2 2025 earnings call.<sup>7</sup> “We see a pretty good environment for acquisitions. I think over the last year, people’s expectations for what they should sell their companies of course have come down into what we would consider a reasonable level in a lot of cases,” Ryan mentioned on the call.

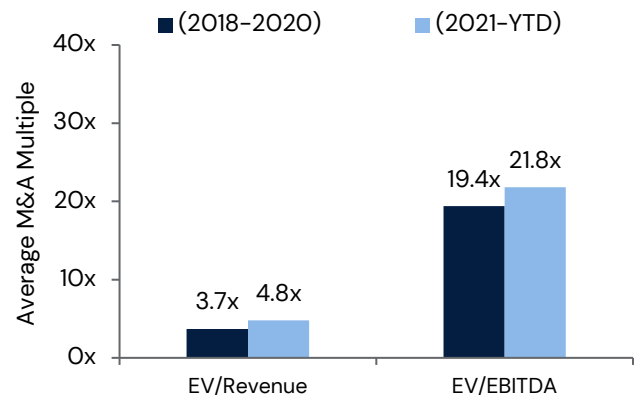
**Logistics Technology M&A Activity Holds Steady**



**Sponsor-Backed Buyers Continue to Lead Sector Deal Activity To-Date**



**Post-Pandemic M&A Boom Sees Valuations Accelerate Through YTD**



Year-to-date (YTD) ended October 11  
Source: Capital IQ, FactSet, PitchBook, and Capstone Partners

## NOTABLE M&A TRANSACTIONS



To Acquire

KÖRber Supply Chain, a joint venture between German strategic management firm Körber AG and investment firm KKR (NYSE:KKR), announced its intent to acquire MercuryGate International from Summit Partners (August, undisclosed). MercuryGate provides SaaS transportation management systems (TMS) and expands KÖRber Supply Chain’s software capabilities with its expertise in multimodal optimization, inventory visibility, and supply chain simulation. The acquisition aligns with KÖRber’s strategy to bolster its supply chain execution suite to better address increasingly complex logistics obstacles for customers.



“Our customers navigate dynamic, volatile supply chain environments under increasingly high expectations for order fulfillment. With the acquisition of MercuryGate, Körber Supply Chain Software is poised to offer an unparalleled combination of advanced technology and deep industry expertise to create innovative processes to help businesses manage these challenges,” Noted KÖRber Supply Chain CEO, Ed Auriemma, in a press release.<sup>8</sup>



Acquires

Astira Capital Partners, a private equity firm that invests in technology and data-forward services businesses, acquired ConData Global from private equity firm NextGen Growth Partners (July, undisclosed). ConData provides freight post-audit and transportation spend management solutions, analyzing roughly \$40 billion in freight spend annually, according to a press release.<sup>9</sup> NextGen’s exit has followed six years of investments in ConData’s digital transformation and process automation, enabling its ability to better serve a growing roster of high-profile clients and facilitate a merger with parcel analytics and audit solutions provider TNL Global (July 2020, undisclosed). The acquisition marks Astira’s inaugural investment after closing its debut fund in October with \$675 million in capital commitments, according to a press release.<sup>10</sup> Astira targeted ConData for its market leadership and domain expertise in alignment with the firm’s experience with transaction processing businesses and the Freight Brokerage sector. The firm plans to build on NextGen’s technology investments as well as bolster ConData’s human capital. “Astira’s focus on value-added operational and strategic support will accelerate our growth plans for the Company,” said Linda Barros, ConData CEO, in the deal press release.



### Leading Buyers Targeting the Logistics Technology Sector

Capstone has tracked buyers that have been highly acquisitive in the Logistics Technology sector, particularly those that have completed notable transactions. For more information on relevant buyers, please reach out to Managing Director [Gordon Mackay](#).

#### Strategic Buyers



DESCARTES



wisotech global

#### Financial Buyers



INSIGHT VENTURE PARTNERS

PSG

TA ASSOCIATES

THOMABRAVO

VISTA

Source: Capstone Partners



## RECENT LOGISTICS TECHNOLOGY M&A TRANSACTIONS

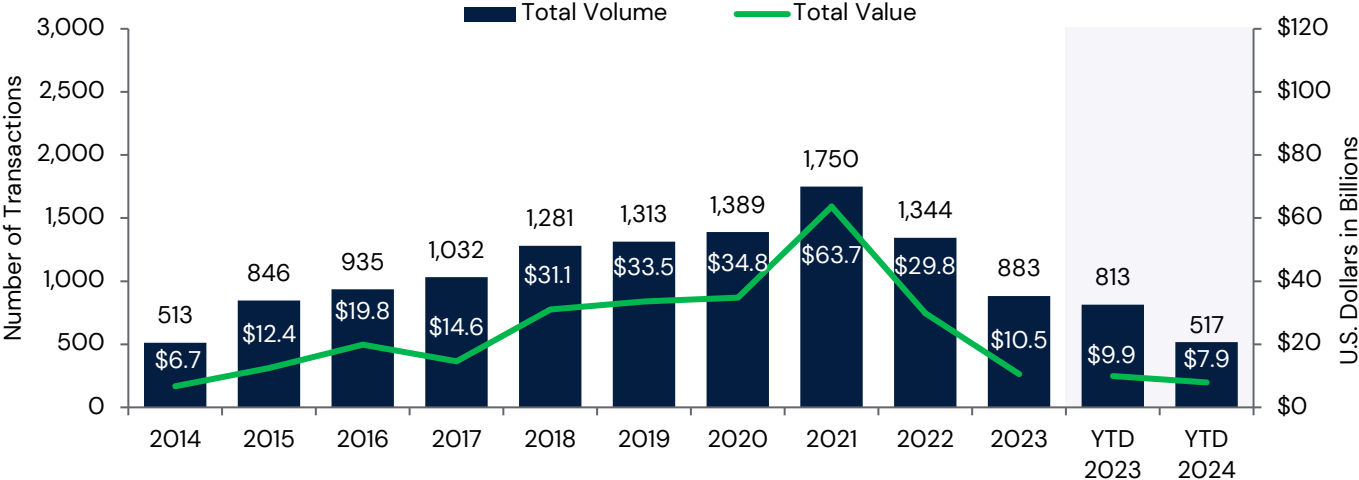
Date	Target	Acquirer	Target Business Description	Enterprise Value (mm)	EV / LTM	
					Revenue	EBITDA
10/02/24	Anvyl	The Sage Group (LSE:SGE)	Develops a supply chain visibility platform for consumer brands.	-	-	-
09/18/24	Assure Assist (MyCarrierPortal)	Descartes Systems Group (TSX:DSG)	Offers carrier onboarding and risk monitoring software solutions to the Trucking sector.	\$30.0	-	-
08/09/24	Iteris (Nasdaq:ITI)	Almaviva	Provides intelligent transportation system technology solutions.	\$323.7	1.9x	29.1x
08/06/24	MercuryGate International	KÖRber Supply Chain Software	Offers cloud-based TMS software.	-	-	-
08/05/24	DeliveryCircle	ConnectM Technology Solutions (Nasdaq:CNMT)	Develops a logistics mobile application for same-day delivery services.	\$5.2	-	-
08/01/24	SupplyPike	SPS Commerce (Nasdaq:SPSC)	Offers cloud-based supply chain management solutions for consumer-packaged goods brands.	\$206.2	-	-
07/23/24	ConData Global	Astira Capital Partners	Provides freight post audit and spend management services and software solutions.	-	-	-
07/19/24	ChannelApe	Shopify (NYSE:SHOP)	Develops supply chain management and e-commerce management software.	-	-	-
06/12/24	SemiCab Assets	The Singing Machine Company (Nasdaq:MICS)	Comprises a cloud-based digital freight platform that uses predictive optimization technology.	\$0.7	-	-
06/05/24	Brokerage Business Unit of Transfix	NFI Industries	Consists of digital brokerage and logistics software solutions.	-	-	-
05/09/24	Traverse Systems	SPS Commerce (Nasdaq:SPSC)	Offers supply chain data aggregation and visibility software systems.	\$29.3	-	-
04/09/24	Railyard Management Software	Arcadea Group	Provides railroad and rail yard compliance and terminal management software.	-	-	-
04/01/24	DecisionPoint Systems	Barcoding	Offers and designs Point-of-Sale (POS) barcode technology and WMS solutions.	\$86.1	0.8x	12.5x
03/29/24	One Network Enterprises	Blue Yonder	Provides supply chain software solutions for planning, visibility, and order fulfillment.	\$839.0	-	-
03/18/24	OCR Services	Descartes Systems Group (TSX:DSG)	Markets and develops software solutions for trade compliance industry.	\$90.0	-	-
03/04/24	TripShot	Transit Technologies	Provides a mobility operating system for transportation fleet and capacity management.	CF	CF	CF
02/08/24	Next Trucking	CDL 1000	Develops a digital freight matching platform for drayage, shipping, and carrier businesses.	-	-	-
11/14/23	International Trade Systems	MercuryGate International	Offers an online customs brokerage and freight forwarding cloud platform.	-	-	-
11/01/23	Convoy's Technology Stack	Flexport	Consists of digital freight network and assets.	-	-	-
10/31/23	OnProcess Technology	Accenture (NYSE:ACN)	Offers supply chain optimization and customer experience management software.	-	-	-
10/23/23	Fulfill Engine	Stahls'	Develops order fulfillment and supply chain management software for manufacturers.	-	-	-
09/28/23	NavTrac	Loadsmart	Provides freight computer vision solutions for yard, terminal, and asset management.	CF	CF	CF
09/07/23	Transparency-One	ISN Software	Operates a supply chain visibility and risk management platform.	-	-	-

Blue shade indicates Capstone team advised transaction including transactions by team while at previous firms; CF = confidential  
 Source: Capital IQ, FactSet, PitchBook, and Capstone Partners

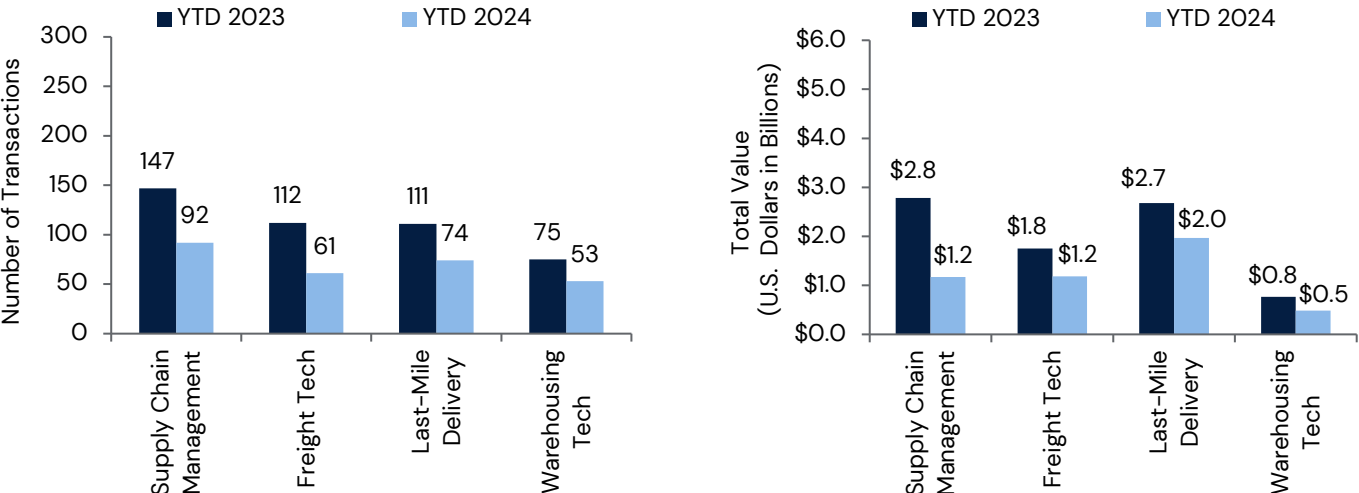
# GROWTH CAPITAL FORMATION CONTINUES TO MODERATE

Global capital invested in the Logistics Technology sector by VC firms has declined 20.2% YOY to \$7.9 billion through YTD 2024. The decline in capital invested has fallen alongside a 36.4% YOY decrease in sector VC deals (announced or completed), with 517 transactions to-date. Following a surge in sector VC funding, fueled by e-commerce growth and residual supply-chain chaos amid the pandemic, Logistics Technology investment activity has since waned. Capital investments have been stifled by a weak demand environment and sector volatility due to the ongoing freight recession. Furthermore, as a notoriously low margin industry with long technology sales cycles, Transportation & Logistics industry players have become increasingly selective when choosing their technology stacks as they navigate needed technology upgrades and rising margin pressure. As a result, VC firms have become more attentive to profitability, as opposed to just revenue growth, when analyzing investment opportunities in the sector. While Capstone anticipates that VC activity will remain below the abnormal high of 2021 barring another unforeseeable market disruption, innovative solutions that address industry challenges are expected to continue attracting growth capital to sector.

**Long Sales Cycles and Sector Volatility Continues to Pressure VC Activity To-Date**



**VC Deal Volume and Total Funding Falls Across All Segments as Risk-Averse Investors Become Increasingly Selective**



Year-to-date (YTD) ended October 11  
 VC=Venture Capital; Source: PitchBook and Capstone Partners  
 Note: YTD 2024 Freight Tech & total VC funding excludes Alphabet's \$5 billion late-stage investment in its subsidiary Waymo (July).



## AMID FUNDING LULL, INVESTORS PRIORITIZE INNOVATIVE SOLUTIONS



**Round:** Series C  
**Capital Raised:** \$221.4 Million  
**Total Capital Raised:** \$352.6 Million  
**Post-Money Valuation:** \$1.0 Billion  
**Lead:** U.S. Innovative Technology Fund

In July, Altana Technologies (Altana AI), a provider of supply chain management software systems, secured \$221.4 million in a Series C funding round led by the U.S. Innovative Technology Fund (USIT). March Capital, Generation Investment Management, Salesforce Ventures, and Friends & Family Capital also participated in the Series C investment. The latest round follows \$100 million in Series B funding led by Activate Capital Partners (August 2022). Altana’s post-money valuation now sits at \$1 billion, making it the only U.S.-based logistics technology company to reach unicorn status in 2024 amid a steep drop-off in venture funding, according to CrunchBase.<sup>11</sup> Piggybacking on VC’s heightened focus on AI to-date, Altana attracted investors with its plans to leverage the capital infusion to develop and integrate AI workflows into its data platform, according to a press release related to the deal.<sup>12</sup>



**Round:** Seed-1  
**Capital Raised:** \$6.8 Million  
**Total Capital Raised:** \$10.0 Million  
**Post-Money Valuation:** \$30.0 Million  
**Lead:** Primary Venture Partners

Cargado, a software startup for U.S.-Mexico cross-border logistics, announced its procurement of \$6.8 million in additional seed funding (May). This investment builds on \$3 million in pre-seed funding, led by Ironspring Ventures in January, which it leveraged to recruit talent, develop the platform, and beta-launch to a group of select users, according to FreightWaves.<sup>13</sup> In 2023, nearshoring trends helped Mexico surpass China as the U.S.’ top trade partner, according to the U.S. Census Bureau.<sup>14</sup> This trend fueled Cargado’s latest seed funding from lead investor Primary Venture Partners and additional investors Zenda Capital, Wischoff Ventures, Proeza Ventures, and RyderVentures. Cargado plans to use the latest funding round to bolster its data engineering, sales, accounting, and support staff, according to a FreightWaves article.<sup>15</sup>

### Leading VC Firms Targeting Logistics Technology Investment Opportunities

Capstone has tracked VC investors that have been highly active in the Logistics Technology sector, particularly those that have completed funding rounds. For more information on relevant investors, please reach out to Managing Director [Gordon Mackay](#).

#### Venture Capital Investors



Source: Capstone Partners

## PUBLIC COMPANY DATA

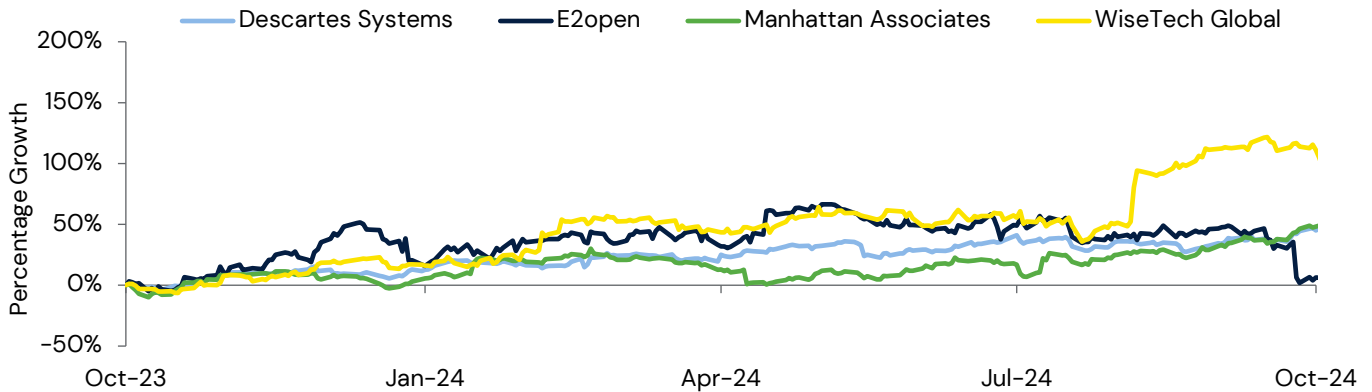
Company	Price	% 52 Wk	Market	Enterprise	NTM			EV / NTM	
	10/22/24	High	Cap	Value	Revenue	EBITDA	Margin	Revenue	EBITDA
Descartes Systems Group	\$106.61	98.9%	\$9,108.9	\$8,863.7	\$678.1	\$301.9	44.5%	13.1x	29.4x
E2open	\$3.09	60.9%	\$954.3	\$1,975.8	\$615.5	\$210.3	34.2%	3.2x	9.4x
Manhattan Associates	\$292.32	95.1%	\$17,903.4	\$17,751.5	\$1,120.3	\$365.7	32.6%	15.8x	48.5x
WiseTech Global	\$71.92	77.4%	\$23,853.9	\$23,841.2	\$890.4	\$457.9	51.4%	26.8x	52.1x

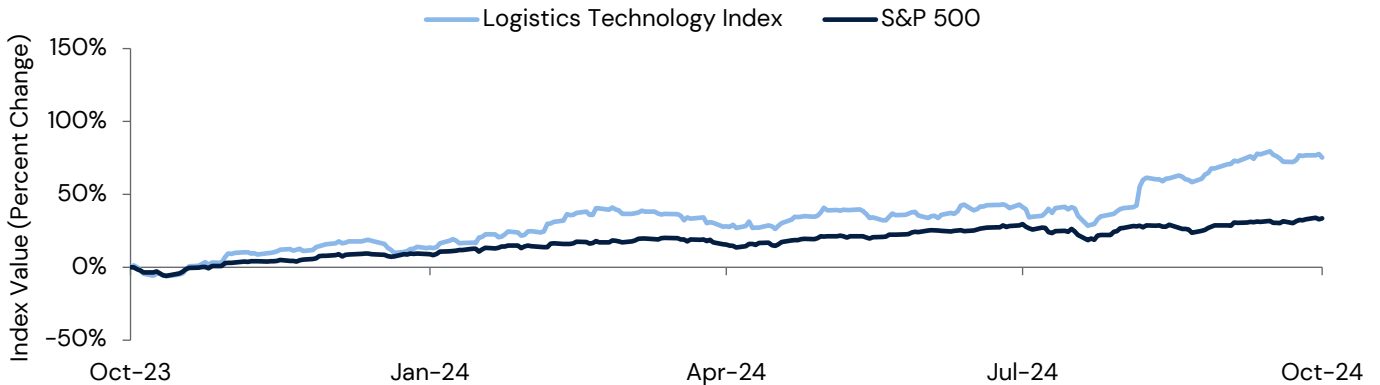
<b>Mean</b>	<b>40.7%</b>	<b>14.7x</b>	<b>34.8x</b>
<b>Median</b>	<b>39.3%</b>	<b>14.5x</b>	<b>39.0x</b>
<b>Harmonic Mean</b>	<b>39.3%</b>	<b>8.2x</b>	<b>22.2x</b>

EV = enterprise value; NTM = next twelve months  
 \$ in millions, except per share data  
 NM = Not Meaningful

Pipeline Growth and Recurring Revenue Streams Drive Share Price Gains for Sector Players



Logistics Technology Index surpasses S&P 500, Demonstrates Resilience Amid Industry Volatility



Capstone's Logistics Technology Index includes: DSG, ETWO, MANH, WTC  
 Source: Capital IQ and Capstone Partners as of October 16, 2024



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Gordon brings more than 15 years of investment banking experience to Capstone's Transportation & Logistics group. Based in New York, NY, Gordon has spent most of his investment banking career advising companies that aim to integrate the analog and digital realms, providing guidance on raising capital and strategic M&A.

Prior to Capstone, Gordon led the M&A advisory practice at BG Strategic Advisors, a leading investment bank for Logistics and Supply Chain sectors. He began his investment banking career at JPMorgan and subsequently held positions at UBS and Citigroup. Gordon has advised on more than \$30 billion of M&A and capital raising transactions. Before investment banking, he worked as a corporate economist at Eaton Corporation.

**Jonathan Adams**

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Jonathan is a Managing Director in Capstone's Transportation & Logistics group with over 30 years of experience in both investment banking advisory and executive operational roles. In addition to his executive roles serving as CEO of two major Supply Chain companies, he has gained expertise in capital raising, M&A, and financial restructuring advisory services, having advised some of the world's leading supply chain companies and investors on over 40 M&A, fundraising, and restructuring transactions with an aggregate value exceeding \$5 billion. Jonathan has a strong track record of leading successful transactions and fulfilling turnaround management roles, combined with an extensive network of senior-level relationships in the industry.

Prior to Capstone, Jonathan was Head of Transportation & Logistics at Deloitte Corporate Finance, Sterne Agee & Leach, and Houlihan Lokey. He also served as turnaround CEO of Sea Containers and iShared Transportation. Jonathan also holds dual nationality in the U.S. and U.K. and has served as a Solicitor of the Supreme Court of England & Wales.

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David Michaels is a Managing Director of Capstone Partners where he is responsible for managing the firm's Technology, Media & Telecom Group. Prior to Capstone, David founded SagePoint Advisors in 2008, a boutique investment banking firm providing M&A advisory services to technology and telecom companies. Prior to founding SagePoint, David was a Co-Founder, Partner and Managing Director at Montgomery & Co., a leading investment bank focused on serving emerging-growth technology companies. David co-founded Montgomery's investment banking business in 1996 and played an instrumental role in building the business to over \$50 million in revenues and 80 employees.

David has intimate knowledge of the strategic landscape, market dynamics and technology underpinnings of several segments including Mobile Software & Services, Consumer Internet, E-Commerce, Enterprise SaaS, Cloud & Infrastructure Software, IT & Telecom Hardware. Prior to joining Montgomery, David worked as an investment banker at Bankers Trust and prior to that, as a structural engineer at General Dynamics.

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His prior experience includes positions at leading technology-focus investment banks including SagePoint Advisors, Montgomery & Co., and Cowen and Co. Teak also worked as a Senior Associate with Enterprise Partners Venture Capital, a Southern California based VC firm, where he evaluated investment opportunities and worked closely with senior management and board members to successfully grow portfolio companies.



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## FIRM AWARDS & ACCOLADES

Capstone Partners is consistently recognized as an elite middle market firm by multiple leading industry organizations. This has afforded our clients with immediate market credibility in the acquirer and investor communities. From 2016 to 2024, Capstone has received 22 “investment banking firm of the year” awards from organizations such as The M&A Atlas Awards, The M&A Advisor, M&A Today, and ACQ5. A sampling of Capstone’s recent awards is shown below.



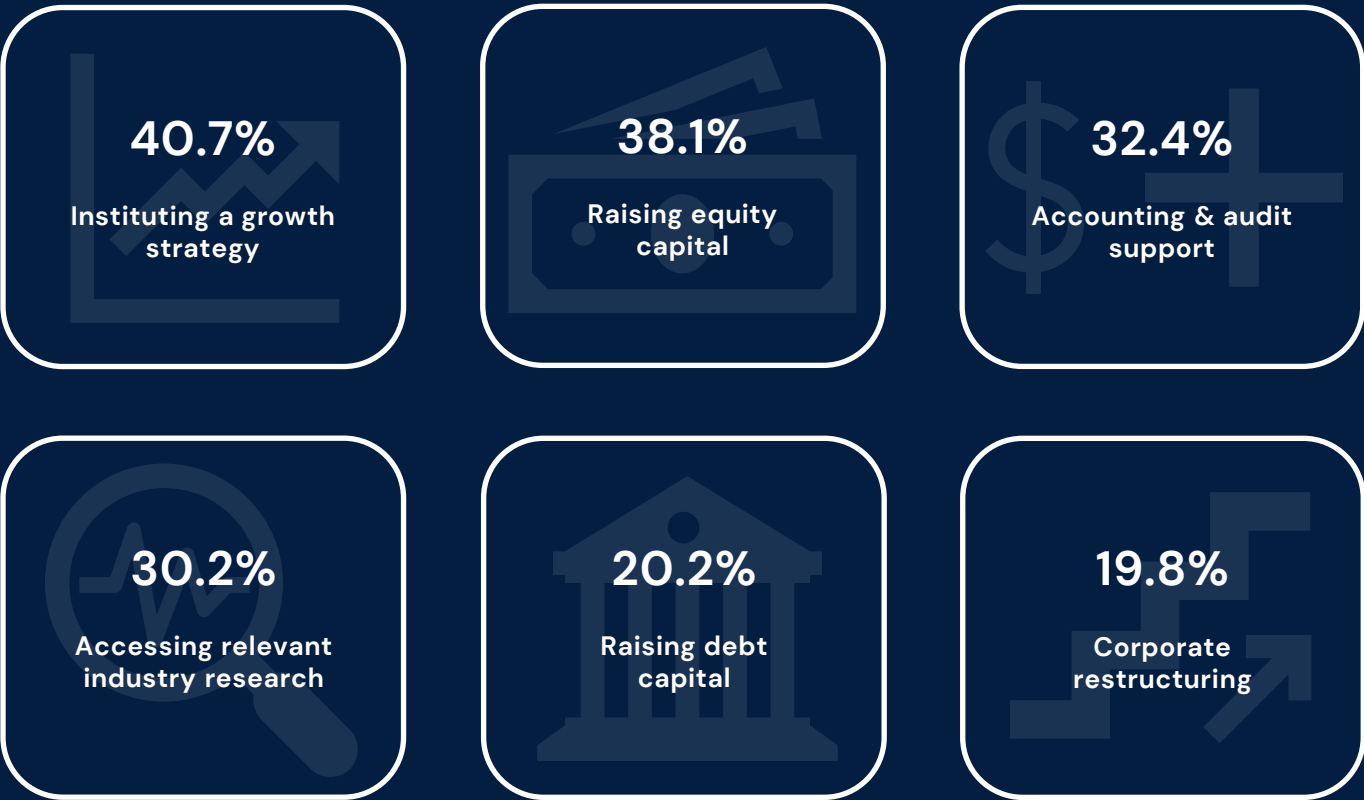


## CAPSTONE’S PROPRIETARY RESEARCH REVEALS TOP SERVICES IN DEMAND

The stage and initiatives of a business often dictate which financial services are in demand. As the bulk of CEOs polled in Capstone’s 2024 Middle Market Business Owners Survey indicated growth strategies are a priority for 2025, the lion’s share (40.7%) of owners anticipate a need for growth strategy support services. Similarly, 38.1% of CEOs require equity capital advisory services to support operational initiatives and business expansion. Nearly one-third of owners require accounting and audit support to shore-up cash flows and establish financial stability. In addition, 30.2% of CEOs demonstrated an interest in accessing relevant industry research to keep up with emerging industry trends, complete competitor analyses, and track capital markets activity in their space.

Capstone has developed a full suite of [corporate finance solutions](#) to help privately owned businesses and private equity firms through each stage of the company’s lifecycle, ranging from growth to an ultimate exit transaction. In addition, we developed specialty advisory practices to provide financial performance, buy-side, employee stock ownership plan (ESOP), and equity and debt services. All of these capabilities are supported by 12 industry banking groups, an active sponsor coverage group, and a dedicated Market Intelligence Team.

### Top Financial Services Required by Business Owners in 2025



Question: Have you ever had, or do you anticipate having, a need for any of the following services?  
 Source: Capstone Partners’ Middle Market Business Owner Survey, Rebased Sample Size (N): 278



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Common Goals. Uncommon Results.

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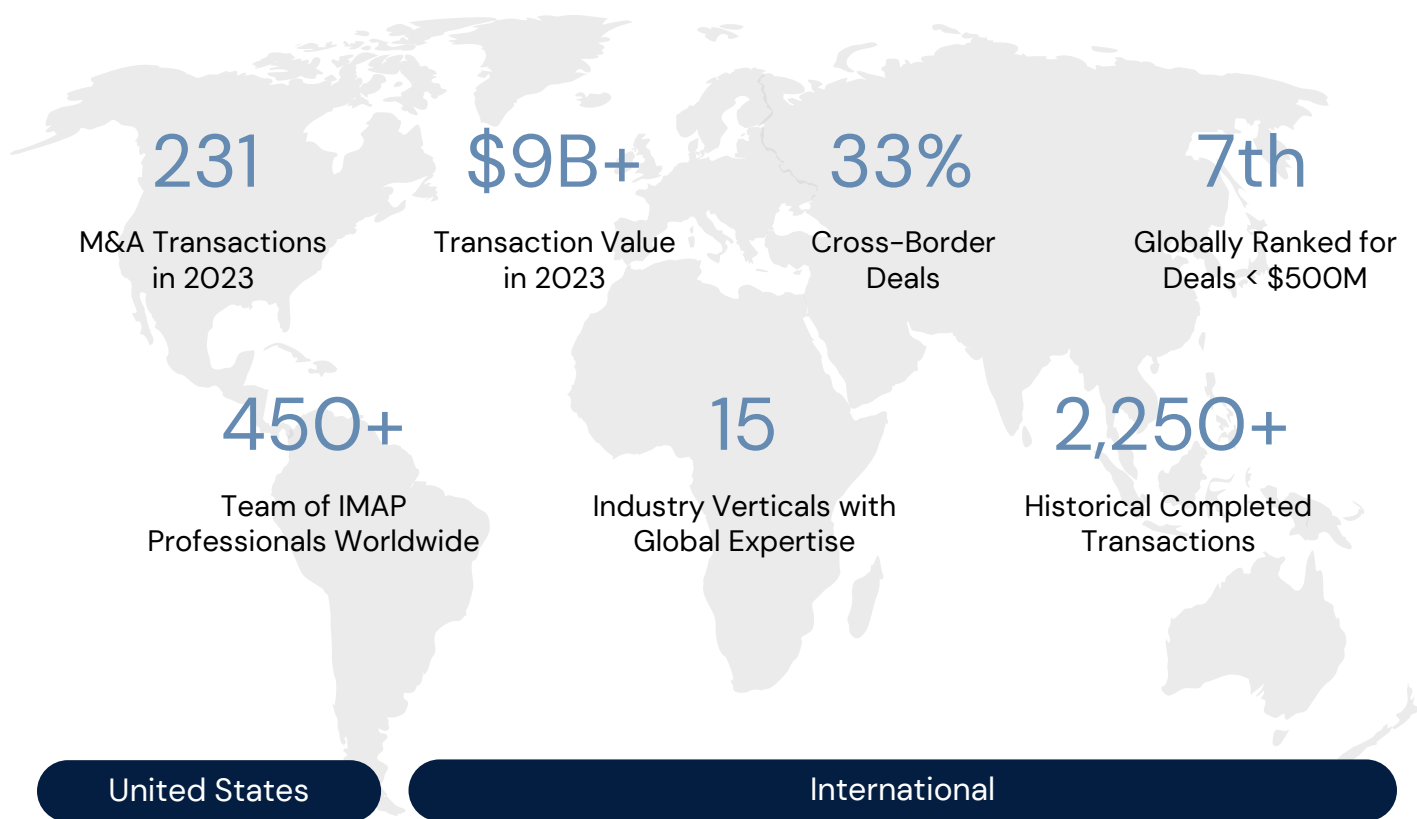




# CAPSTONE PARTNERS

## Market Presence

With a long-established U.S. footprint, together with an international partner platform, we provide clients with broad expertise and access to key market relationships on a global basis. Our presence is backed by ~200 professionals in the U.S. with 450+ professionals across 41 countries.



~200 professionals  
8 offices

Boston · Denver · Chicago · Dallas  
Detroit · Irvine · New York · Tampa

450+ professionals  
60+ offices in 41 countries

Asia: China · India · Japan · Thailand  
Africa: Congo · Egypt · Ghana · Mauritius · Morocco · Senegal · South Africa  
Americas: Toronto · Vancouver · Argentina · Brazil · Chile · Colombia · Mexico · Paraguay · Peru  
Europe: Belgium · Bosnia & Herzegovina · Croatia · Czech Republic · Finland · France · Germany  
Hungary · Ireland · Italy · Netherlands · Poland · Portugal · Romania · Serbia · Slovakia · Slovenia  
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