AS AT AUGUST 2026

FOR M&A ADVISORS AND INTERMEDIARIES

Investment criteria *on one page.*

This overview holds everything you need to place a mandate, including what we do not buy.
If a company fits, you get a response from a Managing Partner within 48 hours.

PLATFORM

A standalone company as the starting point

REVENUE
€5–30m

EBITDA
above €2m

REGION
Germany, Austria, Switzerland

STAKE
Majority with rollover equity

SITUATION
profitable, owner-managed

SECTORS
Cloud · Cyber · AI Engineering · Managed Services · ERP · Custom Software

ADD-ON

An acquisition for an existing platform

REVENUE
from €2m

EBITDA
secondary, marginally positive is fine

REGION
Europe

STAKE
Full acquisition or merger

SITUATION
a technological or regional complement

SECTORS
matching the platform in question

What we do not buy

This list saves you more time than any letter of intent.

- × **Software products and SaaS**
  Pure product businesses with no services share.
- × **Pure staff augmentation**
  Body leasing and temporary staffing in IT.
- × **Minority stakes**
  On platforms we need the ability to decide.
- × **Hardware and licence resale**
  Reseller models with little depth of value added.
- × **Turnarounds and distressed**
  We solve operational problems, not balance-sheet crises.
- × **Outside IT services**
  Even with attractive metrics.

What you can rely on

- ✓ **48 hours**
  A response to every teaser, with a clear answer.
- ✓ **4 weeks**
  An indicative offer with the price structure disclosed.
- ✓ **Managing Partner**
  No analyst screening, one person through to signing.
- ✓ **No renegotiation**
  Adjustments only if material new facts emerge.

PRESENT A DEAL

Jörn Petereit joern@itcapital.de · +49 1523 755 755 3
Eike C. Frerichs eike@itcapital.de · +49 1753 232 855
IT Capital Partners GmbH · Ballindamm 3 · 20095 Hamburg

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