




# Flow Partners

Q3 2023

 **We are a new-age advisory firm focused exclusively on the digital economy.**

**Passion for technology is at the very heart of what we do.**

Flow Partners connects innovative companies with transformative sources of capital and advises management teams on strategic decisions.

 bumble

Lemonade

 sevDesk

Rebellion

 HAPPYCAR

**MILES**

Investing.com

 ProSiebenSat.1  
Media SE

 GOTRENDIER

**pipedrive**

 Parship

**FLIXBUS**

 VOLOCOPTER

A U T O T I X



# Fully integrated end-to-end offering, to make sure our clients get the best possible outcome.

## Sell-side

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We bridge the mindset gap between creative entrepreneurship and investor reasoning.

We help management teams navigate the full cycle of the M&A processes, work with founders to raise capital on optimal terms, and provide impartial, high-impact advice on strategic decisions.

Mergers & Acquisitions

Capital Raising

Financial Advisory

Valuations

## Buy-side

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We fully understand niche sector specifics, deal sensitivity and tight timeframes.

Our unique combo of deep technology expertise and modern approach to corporate finance enable us to deliver insightful and actionable outcomes for technology investors.

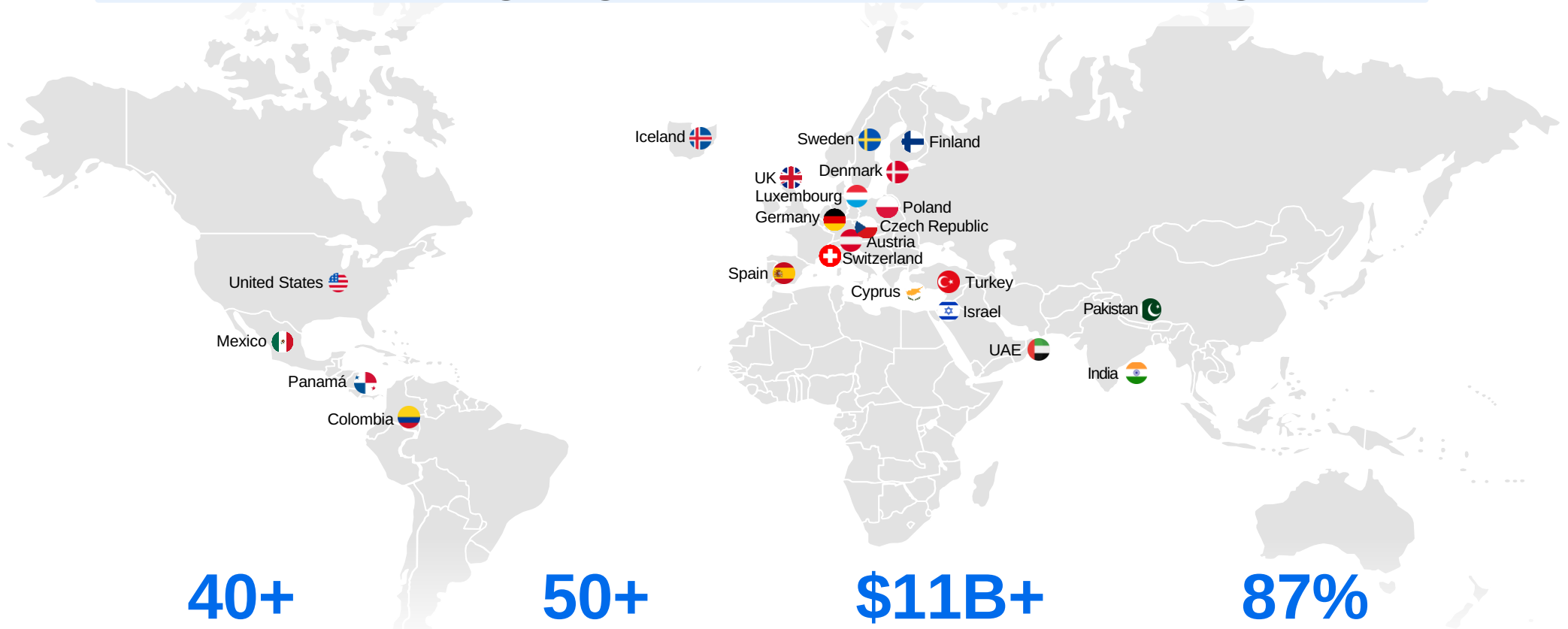
Commercial Due Diligence

Deal Origination

Fairness Opinions

Valuations

# From emerging markets to established economies, we are advising digital leaders across the globe.



**40+**

years of combined experience

**50+**

projects completed by the team

**\$11B+**

aggregate deal value completed by the team























**87%**

deals 2020-22 were cross-border

# Recent transaction track record.

Our clients are the leading companies, investors and individuals transforming the digital ecosystem.

We run lean deal processes without unnecessary time-wasting and corporate red tape, and have worked closely with hundreds of successful companies across the entire growth cycle.












|   |                 |   |               |
|---|-----------------|---|---------------|
|    | acquired by     |    | Fintech       |
|    | acquired by     |    | Marketplaces  |
|    | investment from |    | Marketplaces  |
|    | investment from |    | Mobility      |
|    | acquired by     |    | Dating        |
|    | investment from |    | Cybersecurity |
|    | investment from |    | Software      |
|    | investment from |    | Gaming        |
|   | acquired by     |   | Fintech       |
|  | investment from |  | Software      |
|  | investment from |  | Marketplaces  |

# Recent financial advisory track record.

**We have unmatched operational understanding of tech businesses.**

Our deep industry know-how enables us to understand companies quickly, identify key opportunities and challenges, and deliver actionable recommendations.

We help you maximize value, minimize risk, and avoid expensive mistakes.

|                    |   |               |
|--------------------|---|---------------|
| Financial Advisory |    | Mobility      |
| Valuation of       |    | Insurtech     |
| Valuation of       |    | Cybersecurity |
| Valuation of       |    | Software      |
| Financial Advisory |    | Marketplaces  |
| Valuation of       |    | Travel        |
| Financial Advisory |    | Fintech       |
| Valuation of       |    | Cybersecurity |
| Valuation of       |   | Advertising   |
| Financial Advisory |  | Software      |
| Valuation of       |  | Software      |

# Close relationships with world's most prominent financial investors and strategic acquirers.





# Our team has unparalleled domain expertise and covers all key niches of the digital economy.



## Software

- › Horizontal & Vertical Software
- › Cybersecurity
- › Data Analytics
- › Software Testing
- › AI & ML
- › No-Code / Low-Code



## Communications & Infrastructure

- › IoT
- › IT Infrastructure
- › Edge Computing
- › Internet Infrastructure
- › Networking



## Industrial Technology

- › Industry 4.0
- › Climate Tech
- › Supply Chain Tech
- › Clean Energy
- › Proptech
- › Agtech



## Financial Technology

- › Neobanking
- › Digital Banking Infrastructure
- › Payments
- › Lending Platforms
- › Online Trading
- › Insurtech



## Consumer Technology

- › E-commerce & Marketplaces
- › Classifieds & Lead Generation
- › Social Networks
- › Online Dating
- › Edtech
- › Direct-To-Consumer Brands



## Media & Entertainment

- › Gaming & E-sports
- › Sports Tech
- › Streaming
- › Online Advertising
- › Online Content & News
- › Research & Publishing



## Travel & Mobility

- › Online Delivery
- › Shared Mobility
- › Navigation & Mapping
- › Autonomous Tech
- › Online Travel
- › OTAs & Booking Platforms



## Digital Health

- › Telemedicine
- › Medical Practice Management
- › Digital Therapeutics
- › Digital Mental Health
- › Fitness & Wellness
- › Femtech



# Led by a team of tech experts with long-standing professional history together.



**Nikhil Parmar**  
Managing Partner

London

Leads B2B software, cybersecurity, industry 4.0 and infrastructure practice

20+ completed engagements across Germany, Switzerland, Turkey, UAE

London School of Economics (LSE)



**Olek Skwarczek**  
Managing Partner

Warsaw Miami

Leads efforts in the US and Latin America with focus on consumer tech

20+ projects completed across the US, Mexico, Pakistan, UAE, Turkey

Warsaw School of Economics (SGH)



**Jan Brandes**  
Managing Partner

Berlin

Heads DACH region, expert in media, ecommerce, online marketplaces

30+ transactions completed with aggregate value of €10B+

Maastricht University



**Lukas Schlund**  
Managing Partner

Riyadh Dubai

Leads coverage in the MENA region, focused on Saudi Arabia and UAE

Previously co-founded *nuwo*, a home office-as-a-service platform

KEDGE Business School, EBS





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