

“We aim to make sure, our customers do not miss out on targets”

Valu8 on the way to facilitate the deal origination progress



► With dry powder reaching all-time highs, effective deal sourcing is more important than ever. Being the market leader in Nordic private company intelligence, Valu8 Company Intelligence has been expanding within the DACH region since 2019, disrupting the existing company data solutions with a combination of structured and unstructured company data for company sourcing.

Our deal sourcing platform covers detailed data of more than 70 million European private companies, helping our clients to quickly access relevant information, ranging from industry analysis down to company details, financial data, group structures, ownership data, key people and people's networks.

“Our mission is to facilitate the deal origination process for private company targets, from an aggregated sector analysis down to long- or short lists and detailed company data. We aim to make sure our customers do not miss out on any potential companies or targets in the screening process due to bad data.”

Anders Lundgren, Founder and CEO



We see private equity, venture capital and M&A becoming more data-driven and structured in the deal sourcing process. This normally means using value add deal sourcing tools and good data. By enriching traditional, structured data with additional layers of alternative, unstructured data, we make the data more relevant. This is even more important for private companies where the availability of public data is lower and public reporting is lagging in some markets by up to 24 months.

We also see a trend in the effort to spot and reach out to interesting, fast-growing companies 1-3 years before they have grown into the specific GP investment criteria to build an early relationship. This means for us that we also focus more on ‘trending’ and ‘key indicators’ tools to facilitate our customers to spot these companies easier and earlier.

“We have built a platform with user feedback which has the user at its core. What has been key is making sure that the data can be digested, sorted and filtered as easily as possible. We are actively focusing on DACH as one of our core European markets, and we are delighted for several key client co-operations and partnerships initiated in 2021.”

Jonas Aberg, Head of Sales



Interactive dashboards present a new way of interpreting sector data.

With more than 350 organisations using our platform we offer a personalised product that meets the specific needs of each user and can be customised for different industries or segments.

With backgrounds from the M&A industry, our team aims to have a pro-active approach with our users, using our customers' feedback to constantly improve our product offer over time.

Find out more at www.valu8group.com

