

DATE

September 25, 2020

SECTORS

Business & Tech-Enabled
Services

DEAL LOCATIONS



DEAL TEAM



François Prioux
Managing Director



Andrew Strudwick
Managing Director

DC Advisory advised Marlin Equity Partners on its investment in Pentalog



Background

Based in Orléans, France, Pentalog France SA (Pentalog) is a leading global provider of software development and digital services, operating across eight countries. Pentalog provides end-to-end product design, software engineering and digital consulting. It enables customers across the globe to bring digital solutions and products to life using the latest tools, technologies and development practices.

This international footprint allows nearshore delivery across multiple time-zones. Having established its reputation within the software development and consulting industry, in recent years Pentalog has expanded its end-to-end capabilities offering strategic ideation, design and marketing, whilst also offering clients support with the sourcing and assessment of digital talent.

Process

DC Advisory (DC), led by James Nichols, was engaged by Marlin Equity Partners (Marlin) to provide buy-side M&A advice on its investment in Pentalog. DC provided valuation and strategic advice from both the London and Paris offices to assist Marlin in navigating the challenges of this cross-border transaction.

Outcome

Marlin has completed a growth equity investment in Pentalog. The market for software development services has expanded significantly in recent years and Pentalog has capitalised on its position as a leading agile digital services platform to record consistently strong growth and high margins. This transaction is expected to help Pentalog continue to invest in the organic growth of its core business, while pursuing an ambitious global buy

and build strategy. The financial terms of the deal were not disclosed and the transaction closed on 3 August 2020.

We're delighted to have advised Marlin on their investment in Pentalog. The transaction highlights the continued appetite for international, growth-focused funds to invest in tech-enabled businesses with best-in class products and solutions for their customers in attractive, global end markets. We're confident that with Marlin on board Pentalog will achieve even greater success. It was a pleasure to work with the Marlin team and we look forward to doing so again soon.

James Nichols
Managing Director, DC UK