



BENCHMARK
INTERNATIONAL

WHY US



A BENCHMARK INTERNATIONAL PUBLICATION

ABOUT BENCHMARK INTERNATIONAL

Benchmark International is one of the world's leading M&A firms established on the foundation of very firm principles. The goal was to create a very successful M&A firm that specialises in helping business owners achieve the best possible value and deal structure when looking to grow and exit lower mid-market companies.

From inception, it has been our passion to create a unique service which includes all the benefits of a 'boutique' style M&A Firm with Corporate Finance professionals, with the added benefits of a large supporting infrastructure including specialist marketing, data experts, and powerful technology.

Our business model is solely focused on sell-side M&A, therefore every team member of Benchmark International is 100% dedicated to improving and developing our strategies to deliver the very best service for our clients.

Within the first ten years, Benchmark International has grown to nine offices, plus four presentation suites, 300 dealmakers/analysts, that speak 17 languages, operating across four continents all connected with the most powerful and robust AI technology, that has been exclusively designed and implemented.



FOUR PILLARS

Our service is centred around four main pillars people, offices, technology, and international marketing network.

These four pillars are vital to our success. They ensure that we leave no stone unturned in our search for the ideal buyer and deal outcome, leaving our clients with the best chance of success.

They enable us to attract the right acquirers, build and maintain our relationship with the global market and our own unique, marketing leading Benchmark intelligence.

PILLAR I



PILLAR II



PILLAR III



PILLAR IV

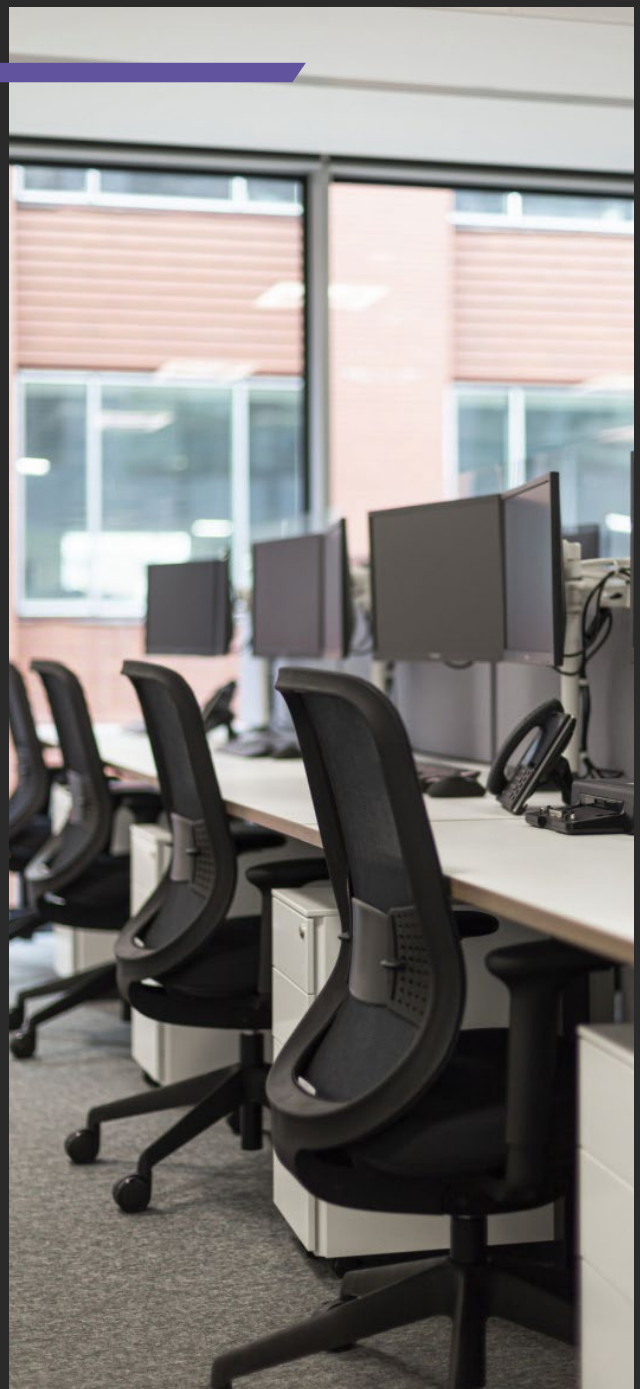


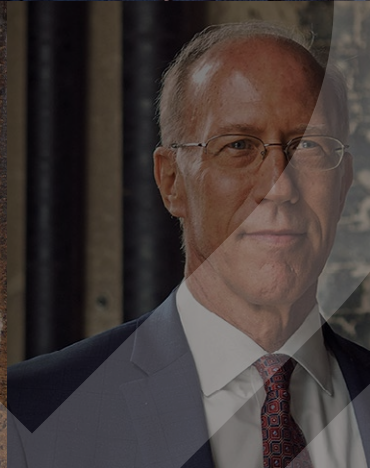


PEOPLE

Over 300 people across four continents including dealmakers, analysts, marketing and technical support-all dedicated to delivering our unrivalled, sell-side M&A service.

Our transaction teams are highly experienced dealmakers, supported by the best processes and resources available. Our teams are headed by seasoned professionals, each with many years' Corporate Finance experience and top accountancy qualifications. Our transaction leaders share a range of professional qualifications, including the ICAEW's Corporate Finance Qualification. We have the best blend of accountancy based Corporate Finance skills and marketing expertise, highly driven international resources available, and everyone strives for the highest levels of professionalism and results.





EUROPEAN HQ
MANCHESTER, UK





INTERNATIONAL OFFICES

Our nine global offices plus four presentation suites mean we have ‘boots on the ground’ across all regions. This enables us to stay close to our clients, foster better buyer relationships and develop a deep understanding of cultural nuances that are vital to successfully completing international deals.

Our people are in touch with all the major acquirers and consolidators who are constantly seeking both on and off market opportunities across all sectors.



TECHNOLOGY

We have developed a market leading proprietary system, called SISU, that allows us to easily connect our clients with their ideal acquirer on a global scale and provides real-time market updates.

SISU was designed solely for sell side M&A, its data processing allows us to handle large volumes of precious data and its built-in AI enables us to understand market trends and buyer appetite better than anyone else.

S / S U



ELECTRONIC SIGNING



LIGHTNING FAST
DATA PROCESSING



POWERFUL DOCUMENT
CREATION TOOLS



STRICT DATA PRIVACY



SMART SYSTEMS WITH
BUILT-IN PIONEERING AI TECHNOLOGY



INTERNATIONAL M&A
MARKET SURVEILLANCE



AUTOMATION
FOR REPEATABLE
WORKFLOWS



COMPLIANCE WITH
ALL DATA PROTECTION
REGULATORS



DOCUMENT TRACKING
SOFTWARE



GLOBAL INTEGRATED
IT & TELECOM
INFRASTRUCTURE



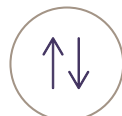
DYNAMIC MULTI-
CHANNEL MARKETING



BUYER BEHAVIOURAL
MONITORING/ANALYTICS



VIRTUAL COLLABORATION
TOOLS TO MEET, PRESENT,
CHAT, AND VIDEO



BIDIRECTIONAL
BUYER/SELLER
MATCHING ALGORITHM



INTERNATIONAL NETWORK

Our international marketing reach and networks are another vital pillar to success. We are the only sell-side M&A firm that is constantly networking with Trade and PE buyers through our attendance at major events such as ACG Intergrowth, Real Deals UK Mid-Market, Accountex, AVCJ Asia and SAVCA South Africa.

Such events allow us to showcase our clients' opportunities, provide us with unrivalled market access and support our deep understanding of what motivates buyers across an international landscape.



ACCOUNTEX
NATIONAL ACCOUNTANCY EXHIBITION & CONFERENCE
LONDON
UNITED KINGDOM



AVCJ
An Acuris company
HONG KONG
CHINA



 **SA INNOVATION SUMMIT.**

CAPE TOWN
SOUTH AFRICA



CAPE TOWN
SOUTH AFRICA



RealDeals
Mid-Market

LONDON
UNITED KINGDOM

ACG InterGrowth®
CAPITAL | CONNECTIONS | DEALS

ORLANDO
FLORIDA



 **SAVCA**
SOUTHERN AFRICAN VENTURE CAPITAL
AND PRIVATE EQUITY ASSOCIATION

JOHANNESBURG
SOUTH AFRICA

BENCHMARK INTELLIGENCE

Key to fully understanding the crucial differences between Benchmark International and our competitors, and how our four pillars significantly influence overall deal success, is first to understand how we create our unique 'Benchmark Intelligence'.

Open source data is available to everyone and not in itself especially valuable. However, specialist data companies add value to this by refining it into various registers and multiple solutions, essential to M&A firms and advisers in identifying potential buyers.

Due to cost, many M&A firms and advisers typically subscribe to just one solution, thus limiting the scope of their buyer research. By comparison, Benchmark International invests significantly into over 20 international data solutions ensuring we have the most up-to-date, accurate all market intelligence, networks and contacts.

We plug this into SISU, our propriety software. This is powered by the most advanced Artificial Intelligence available and cross matches instantly throughout all our international buyer and seller databases, readily accessible across all of our offices.

Our international team speaks over 17 languages. They are constantly enhancing this data with the results of various project meetings and conversations with buyers, advisers and influencers, globally.

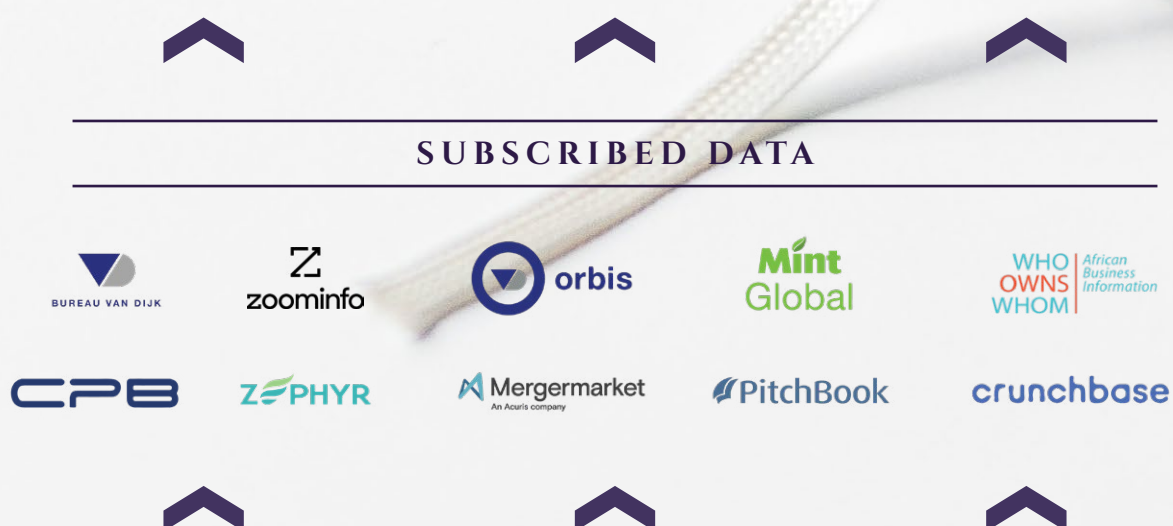
We know of no other sell-side M&A firm that has the offices, people, international marketing networks, and such advanced, AI-driven intelligence.

Our 'Benchmark Intelligence' is 100% unique, allows us to close more deals for our clients and is vital to our success.

BENCHMARK INTELLIGENCE



BENCHMARK'S ALL MARKET KNOWLEDGE



OPEN SOURCE DATA





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