

Pan-European PE firm acquires a majority stake in **leading tax software provider in Spain and Latin America**

DEAL FLASH | TMT, PRIVATE EQUITY | SEPTEMBER 2023

DEAL SNAPSHOT

Stirling Square Capital Partners has acquired a majority stake in Gestión Tributaria Territorial (GTT) from AnaCap Financial Partners. Both GTT's management team and AnaCap will reinvest as minority investors alongside Stirling Square.

Stirling Square Capital Partners is a pan-European, mid-market private equity firm. Founded in 2002, Stirling Square has over US\$3 billion in assets under management in private equity strategies. The entry into the capital of GTT is its second investment in Spain following that in SAS, a leading developer and producer of bio-stimulants and specialty plant nutrition solutions for the agricultural sector.

Stirling Square will work closely with GTT's management team to invest in expanding the business' software platform, further diversifying the suite of products as well as embarking upon strategic acquisitions across Europe and LatAm, and supporting the long-term growth objectives of the company.

Headquartered in Spain, GTT is a leading provider of software for the management of tax collection and electronic administration for national, regional and local public administrations. Founded in 1998, GTT has a 25-year track record in building proprietary software that seeks to modernize public administration processes through technological innovation and digital transformation solutions tailored to their specific requirements. The market leader in Spain, GTT also serves international development organizations in Latin America and has approximately 4,500 customers globally.

“GTT provides an essential service to customers as it enables them to improve their productivity and efficiency. We look forward to the exciting journey ahead, alongside AnaCap, and to bringing our sector expertise, local knowledge, pan-European presence and capital to support GTT's talented management team as they take the business to its next phase of growth through further investment in the growing platform.”

ENRICO BIALE
PARTNER
STIRLING SQUARE
CAPITAL PARTNERS
UNITED KINGDOM

OAKLINS WAS INSTRUMENTAL IN **FACILITATING THIS DEAL**

Oaklins' team in Spain advised Stirling Square on all aspects of the execution, negotiation and closing of the transaction. The team had been in contact with GTT since 2016 and had worked closely with its management team on other opportunities in the period preceding the launch of the sale process. As a result, Oaklins had developed a deep understanding of the company and its potential, which was key in helping Stirling Square throughout the deal process.



MARKET TRENDS & DEAL DRIVERS

Software companies with a SaaS model are clear targets for the private equity community due to the fact that revenue recurrence, the ability to gain new customers organically and proprietary platforms are all attractive to financial investors. These elements can lead to an especially high level of interest and demanding valuations when applied to market leaders with a clear right to win.

Thanks to the high level of interest from sophisticated investors, sale processes for companies with these characteristics are usually run with extremely demanding timetables. In addition to generating strong momentum, this typically results in a second stage with a smaller number of bidders all of whom are highly committed and credible, having already done most of their groundwork previously (even, to some extent, before the official start of the process), an ideal situation for price maximization.

M&A VALUATION ASPECTS

GTT's undisputed leading position in a growing market, outstanding technology platform and development capabilities, solid margins and cash generation profile, long-lasting relationship with clients, highly experienced and reliable management team, and organic and inorganic growth opportunities, among other factors, resulted in double digit EV/EBITDA multiples.

TALK TO OUR ADVISORS



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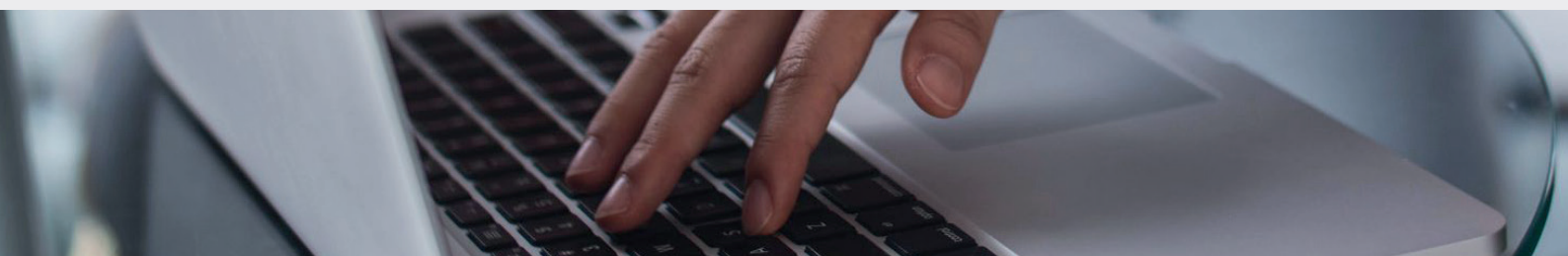


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Mark advises on both domestic and cross-border transactions across a broad range of sectors, with a focus on private equity-related transactions. Multinational industrial clients include Accelya, Albatros, Alitalia, Ambuibérica, Applus+, Autoroutes du Sur de la France, Azkoyen, BAA, Cheung Kong Infrastructure, Chicfy, Club Internacional del Libro, CMVC, Colegios Laude, Copenhagen Airports, Destinia, Deutsche Telekom, Domus Vi, Dufry International, EERL, Electro-Stocks, Energy House, Globalvia, Gruas Carter, Grupo BC, HUNE, Ibertasa, Inspired Education Group, Marine Wendel, Masco Corporation, Mutua Madrileña, Nace Schools, National Express, Nationsrent, Norrell Inc., Novozymes, Palex, Parques Reunidos, PFS, Philips, Printeos, RCR, Sanitas, Satlink, Skiold, Solix, Statoil, Swiss Air, Tinsa, Treplax, Vivo Diagnóstico, Vinci and Wallenius Wilhelmsen. In addition, Mark has worked with most private equity funds active in the Spanish market.

José has worked on many M&A and capital market transactions with most of the large Spanish financial institutions, including Banco Santander, BBVA and Caixabank. He has also worked with other listed Spanish groups, such as Endesa, Repsol, Telefónica and Gas Natural. José has specific expertise in the private equity, business services, consumer & retail, food, healthcare, security and renewable energy sectors. Recent notable transactions he has advised on include efectoLED's acquisition of Lyco Group; Grupo BC's acquisition of Lexer and the subsequent sale of Grupo BC to Silver Lake; pfsGROUP's acquisition of LexTools, Telepro and Kineox; and the investment of AnaCap in pfsGROUP.



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IN TMT AND 881 IN PRIVATE EQUITY**

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