On The Pulse

M&A Market Insight
B2B Services sectors

SCDAdvisory | July 2026

Acknowledgement of Country

We acknowledge the Australian Aboriginal and Torres Strait Islander peoples of this nation. We acknowledge the traditional custodians of the lands on which our company is located and where we conduct our business. We pay our respects to ancestors and Elders, past and present.

Quick Pulse

Guiding Through Shifting Currents

Pierre Briand
Founder of SCD Advisory

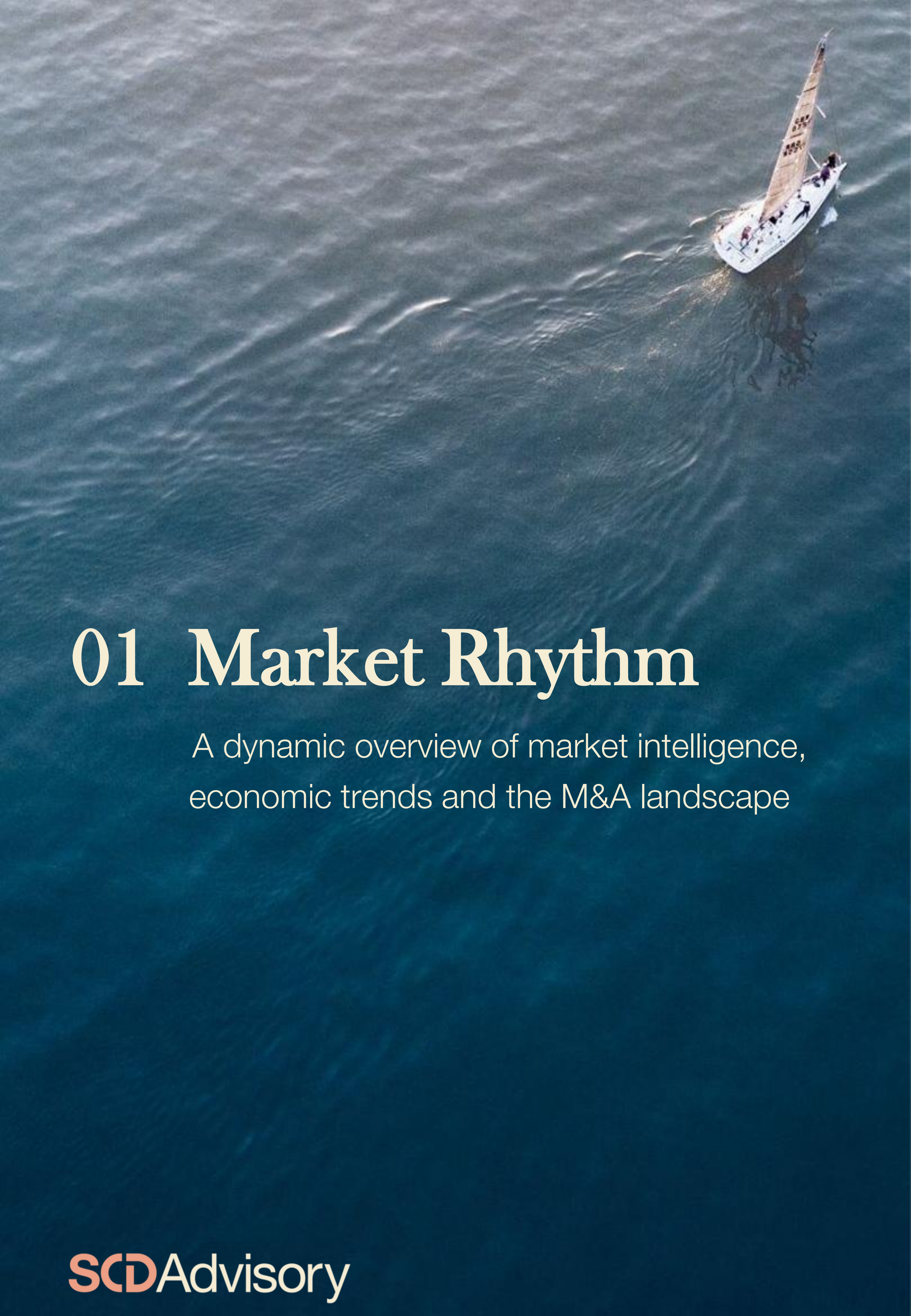
Market conditions remain constructive, but conviction is being tested. Through Q2 2026, capital continued to seek quality assets, yet buyers became more deliberate in how they assessed risk, value and execution. Macroeconomic uncertainty, tighter regulatory processes and accelerating AI disruption are all raising the threshold for investment decisions, particularly where earnings visibility or strategic differentiation is less clear.

For well-positioned businesses, the opportunity remains real. Assets with recurring revenue, mission-critical capability, strong customer relationships and exposure to structural growth themes continue to attract interest. However, the market is increasingly distinguishing between businesses that can demonstrate durable performance and those that are more dependent on cyclical demand, discretionary spend or labour-led growth.

In this environment, preparation matters more than ever. Companies considering M&A need to be clear on their equity story, evidence the resilience of their operating model and show how technology, including AI, supports rather than threatens future growth. For buyers and sellers alike, success will depend on discipline, readiness and the ability to move with conviction when the right opportunity emerges.

Contents

SCDAdvisory



01 Market Rhythm

A dynamic overview of market intelligence, economic trends and the M&A landscape

Market Rhythm: M&A Activity

Selective Momentum, Higher Execution Bar

Australia's Q2 2026 deal environment was more constructive but still disciplined. The quarter felt less like a broad rebound and more like a gradual reopening of risk appetite: buyers were active where earnings quality, recurring revenue, mission-critical capability or clear synergy logic could be demonstrated, while discretionary growth stories continued to face sharper scrutiny. The macro backdrop remained a gating factor, keeping leverage assumptions, working-capital resilience and margin durability central to buyer underwriting.

M&A activity remained open but uneven, with buyers prioritising higher-conviction opportunities and sellers needing to meet more disciplined valuation expectations. Transactions continued to clear where strategic rationale, earnings visibility and downside protection were evident, while less differentiated or more cyclical assets faced longer processes and sharper pricing scrutiny.

Regulation and AI became more embedded in transaction assessment. The new mandatory ACCC merger regime added process discipline, particularly for scale combinations and roll-up strategies, while AI moved from a thematic overlay to a core diligence workstream. Buyers are increasingly testing whether AI can improve delivery economics, automation, analytics and customer outcomes, while also scrutinising data rights, model governance, privacy, cyber risk and infrastructure cost.

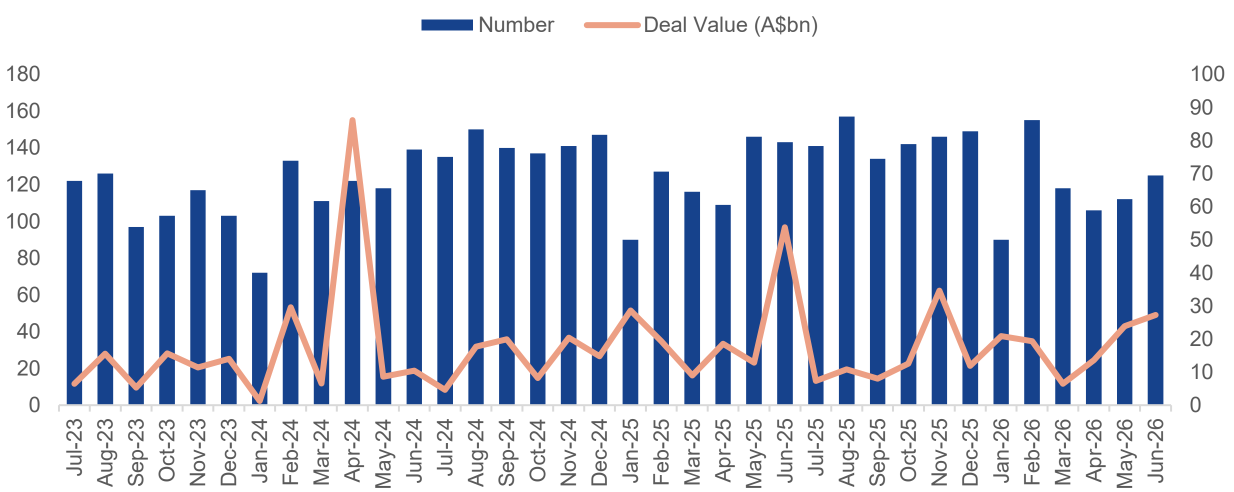
2.5%
Australia GDP Growth

4.35%
Australia Cash Rate

4.2%
Australia Inflation Rate

Source: RBA,
Data as at 16 June 2026.

Australia Deal Count and Deal Value (Jul-23 to Jun-26)



Source: IMAA. Data as at 30 June 2026

Market Rhythm: M&A Activity

IT Services: Resilient but Selective

IT services remained one of the more active segments in Q2, supported by demand for managed services, cloud, cyber and automation. Buyers continued to favour recurring revenue, embedded customer relationships and margin resilience.

Software: Strategic Relevance, Sharper Filters

Software activity remained steady, with interest in scalable platforms, vertical SaaS and workflow-critical solutions. Quality of growth, retention, profitability and AI defensibility were key diligence themes.

Management Consulting: Softer Discretionary Demand

Management consulting was quieter in Q2, reflecting pressure on discretionary advisory spend. Interest was concentrated in specialist firms with technology, implementation or regulated-sector depth.

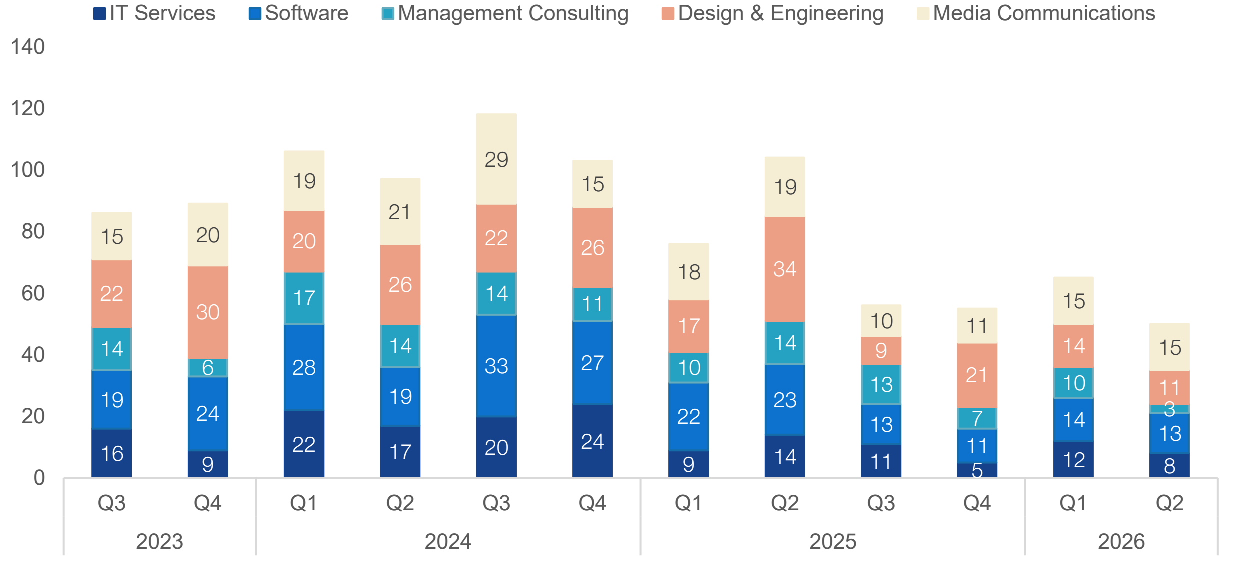
Design and Engineering: Moderating From Prior Strength

Deal activity eased, but structural demand from infrastructure, energy transition, defence and utilities continued to support buyer interest. Specialist capability remained more attractive than project-heavy exposure.

Media and Communications: Stable in Specialist Niches

Activity remained steady but selective, with buyer interest focused on measurable performance, data, content and martech capability. Traditional creative models faced greater scrutiny from budget pressure and AI disruption.

ANZ B2B Services Deal Count (Jul-23 to Jun-26)



Source: S&P Capital IQ. Data as at 30 June 2026

Market Rhythm: M&A Activity

Q2 2026 B2B Services M&A Overview

B2B M&A activity softened in Q2 2026, but the market remained active where quality was clear. Deal flow stepped down from Q1 levels, reflecting a more cautious buyer environment rather than a closed market. Activity continued to concentrate around assets with resilient demand, recurring or contracted revenue, specialist capability and clear strategic relevance, particularly across technology-enabled services and software-adjacent models. Buyers remained more cautious on labour-intensive, discretionary or project-exposed businesses, where margin durability and earnings visibility were harder to underwrite.

For more information on the deals completed in the B2B services sectors, click the links below to explore our monthly M&A blogs.

June 2026

May 2026

April 2026

March 2026

February 2026

January 2026

Market Rhythm: M&A Activity

Looking Ahead: Selective Recovery, with Quality Assets and Execution Readiness Likely to Define Deal Momentum

Global deal conditions are more supportive, but still uneven. Capital markets have reopened through 2026, with deal value improving despite more muted volumes, suggesting activity is being led by larger, higher-conviction transactions. Global strategics and sponsors have capital to deploy, but remain disciplined on quality, pricing and execution risk.

Australia's outlook is cautiously constructive. The RBA's decision to hold the cash rate at 4.35% in June keeps buyers focused on funding costs, cash conversion and downside protection. Any clearer path to rate stability or easing would likely support confidence, but inflation and valuation discipline remain key constraints.

Activity should continue to favour quality and clear transaction triggers. Portfolio reshaping, succession, carve-outs, technology enablement and sector consolidation are likely to drive the next wave of deals. In B2B services, appetite should remain strongest for businesses with recurring revenue, specialist capability, automation exposure and resilient end-market demand.

60%
Cross Border

+27%
Value Uplift

89%
Success Rate

SCD stats

Tax and regulation may shape timing. New CGT reforms from 1 July 2027 could encourage some vendors, particularly founders and private business owners, to consider earlier exits or restructures. Combined with the new ACCC merger regime and deeper AI, cyber and data-governance diligence, execution is likely to favour well-prepared sellers and conviction-led buyers.

02 Industry Pulse

Key updates, valuations and deals affecting the B2B Services sectors

SCDAdvisory

IT Services

9.4%
CAGR
2025-30
(Global)

Source: Grand View Research

"Technology spending remains resilient but is increasingly tied to measurable business outcomes."

AI Execution, Cloud Optimisation and Cyber Resilience Drive Australia's IT Services Market

Generative AI Has Entered the Implementation Phase

Australian organisations are moving from AI pilots to enterprise deployment, driving demand for AI integration, data modernisation and governance services. Deloitte estimates over 40% of Australian enterprise applications will embed task-specific AI agents by the end of 2026, increasing implementation activity across core business functions.

Cloud Investment Shifts Towards Optimisation and AI-Ready Infrastructure

Cloud investment remains strong, with enterprises shifting focus from migration to optimisation and AI-ready infrastructure. Deloitte forecasts Australia's data centre capacity will more than double from 1.6GW today to over 3.3GW under an organic growth scenario, supporting growing demand for FinOps, hybrid cloud and platform engineering services.

Cybersecurity Remains the Most Resilient IT Services Segment

Cybersecurity continues to outperform broader IT services as organisations prioritise operational resilience. Datacom's 2026 Cybersecurity Index found only 32% of Australian organisations have a cyber incident response or business continuity plan, supporting continued demand for managed security, identity and recovery services.

Technology Spending Becomes Increasingly Outcome-Focused

Technology spending remains resilient but increasingly tied to measurable business outcomes. Deloitte found 81% of Australian business leaders expect AI to improve productivity, with buyers prioritising projects that deliver efficiency gains, modernise core systems and demonstrate clear ROI over discretionary transformation initiatives.

IT Services

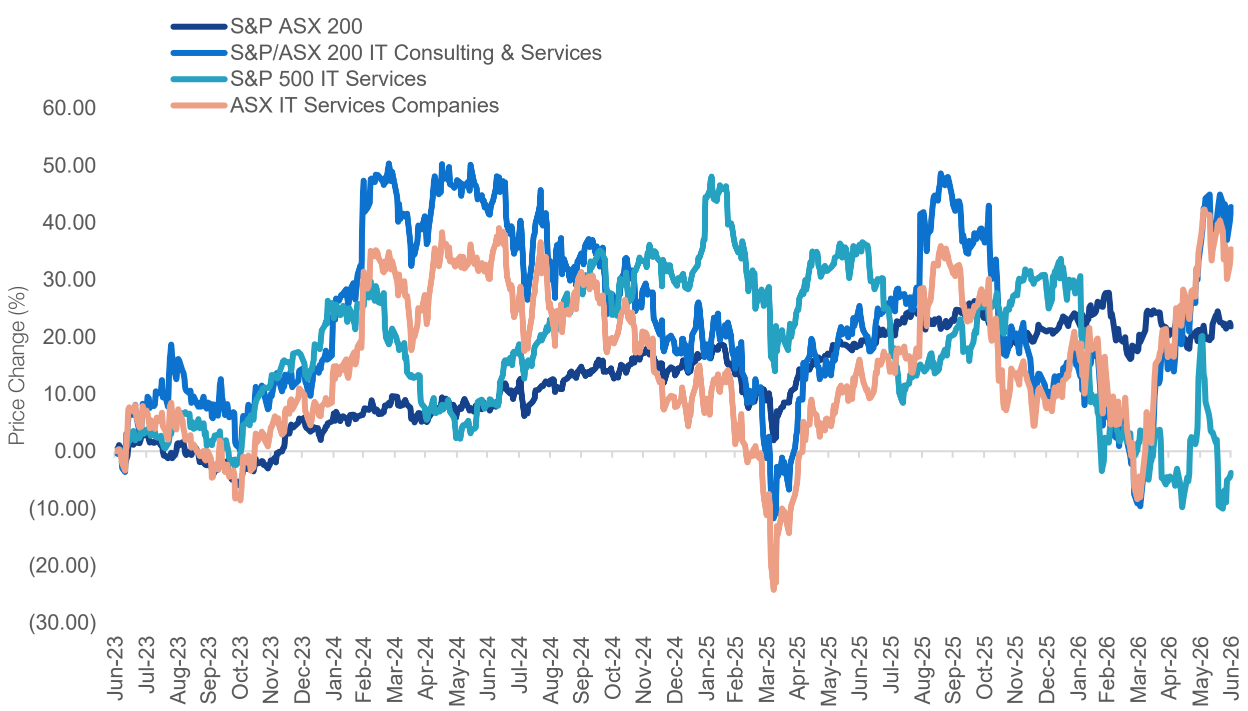
Q2 2026: Sentiment Rebounds, Focus on Earnings Quality and Resilient Demand

IT services indices rebounded sharply into Q2 2026, but performance remained volatile and uneven. Australian IT services companies recovered strongly from the March-April drawdown and outperformed the broader ASX 200 through May and June, suggesting renewed investor appetite for technology-enabled earnings and digital transformation exposure. However, sharper swings than the broader market indicate investors remain sensitive to earnings quality, valuation support and forward demand.

Relative performance was strongest in the local IT consulting and services index, which remained well ahead of the ASX 200. This points to continued support for listed IT services names with scalable delivery models, recurring customer demand and exposure to cyber, cloud, data and automation. By contrast, the S&P 500 IT Services index lagged into quarter-end, highlighting a divergence between Australian and global IT services sentiment.

Overall, public-market sentiment toward Australian IT services improved materially by quarter-end, supporting confidence around higher-quality private assets. That said, persistent volatility suggests investors are still differentiating sharply between durable digital transformation platforms and more cyclical or labour-intensive service models.

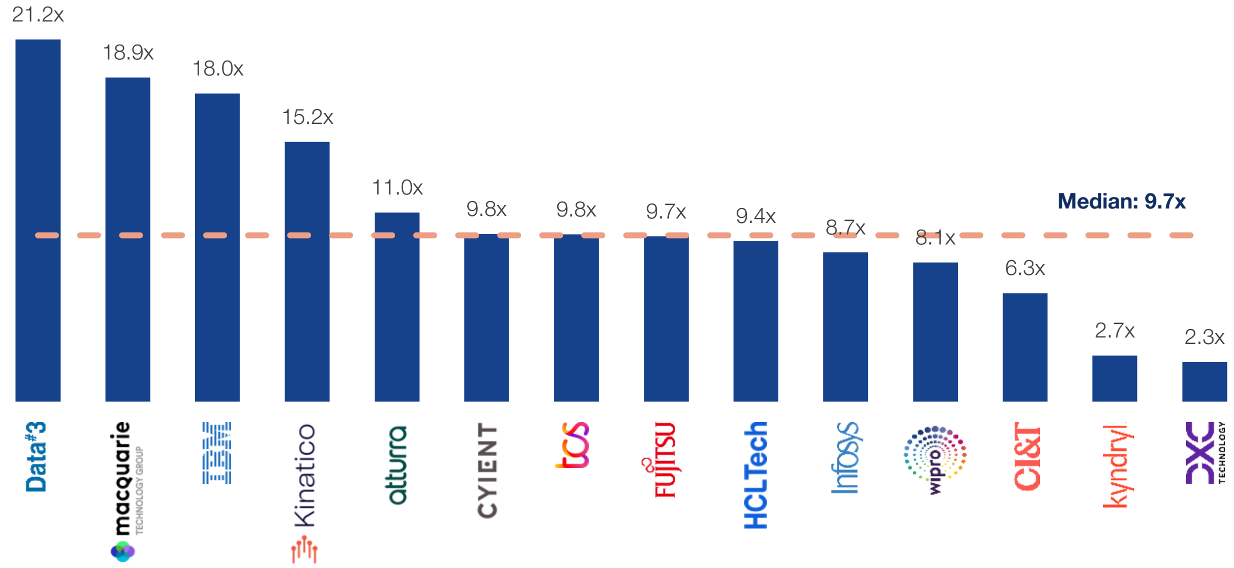
IT Services Indices



Source: S&P Capital IQ. Data as at 30 June 2026

IT Services

IT Services Global Trading Comparables (EV/LTM EBITDA)



Source: S&P Capital IQ. Data as at 30 June 2026

Q2 Multiples Reset, Quality Premium Holds in IT Services

IT services trading multiples compressed in Q2, with the median EV/LTM EBITDA multiple falling to 9.7x from 11.7x in Q1. The decline reflects a sharper valuation reset across the broader peer set, particularly among lower-growth or more execution-sensitive names, despite continued investor interest in high-quality IT services platforms.

The valuation gap remained wide in Q2. Premium names such as Data#3, Macquarie Technology and IBM continued to trade well above the median, while smaller or more challenged peers remained at a material discount. Data#3's re-rating was particularly notable, supported by its stronger perceived exposure to cloud, datacentre and AI infrastructure spend, reinforcing investors' preference for scale and defensible growth.

SCD Advisory Deals

DyFlex Solutions
SOLD TO
Five V / Capital

Libertas
SOLD TO
LVP
tambla

acclimation
SOLD TO
Capgemini

Software

11.3%
CAGR
2025-30
(Global)

Source: Grand View Research

"AI is rapidly becoming a standard software capability rather than a standalone product differentiator."

AI-Native Products, Vertical SaaS and Platform Consolidation Reshape Australia's Software Market

AI Is Becoming a Core Software Feature

Software vendors are rapidly embedding AI into their products as customer expectations shift from standalone AI tools to AI-enabled workflows. Deloitte forecasts Australian end-user SaaS spending will reach approximately A$15bn by the end of 2026, up 16%, driven by AI-enabled software and enterprise adoption. AI functionality is increasingly becoming a competitive necessity rather than a product differentiator.

Recurring Revenue Models Continue to Drive Growth

Subscription-based software remains one of the strongest-performing technology segments, supported by predictable recurring revenue and high customer retention. Gartner forecasts Australian software spending will approach A$60bn in 2026, growing 13.6% YoY, making software the largest category of Australian IT spending as enterprises continue investing in cloud-based applications.

Platform Consolidation Becomes a Buyer Priority

Enterprises are rationalising software portfolios and favouring integrated platforms over point solutions to reduce cost and complexity. As AI capabilities become embedded across enterprise applications, buyers are increasingly prioritising vendors that offer interoperability, governance and unified data environments to maximise return on software investments.

Vertical Software Continues to Outperform

Demand remains strongest for software that addresses industry-specific workflows and regulatory requirements across sectors such as healthcare, financial services, education and government. Vertical SaaS providers with deep domain expertise continue to benefit from higher switching costs, stronger customer retention and growing opportunities to cross-sell AI-enabled capabilities.

Software

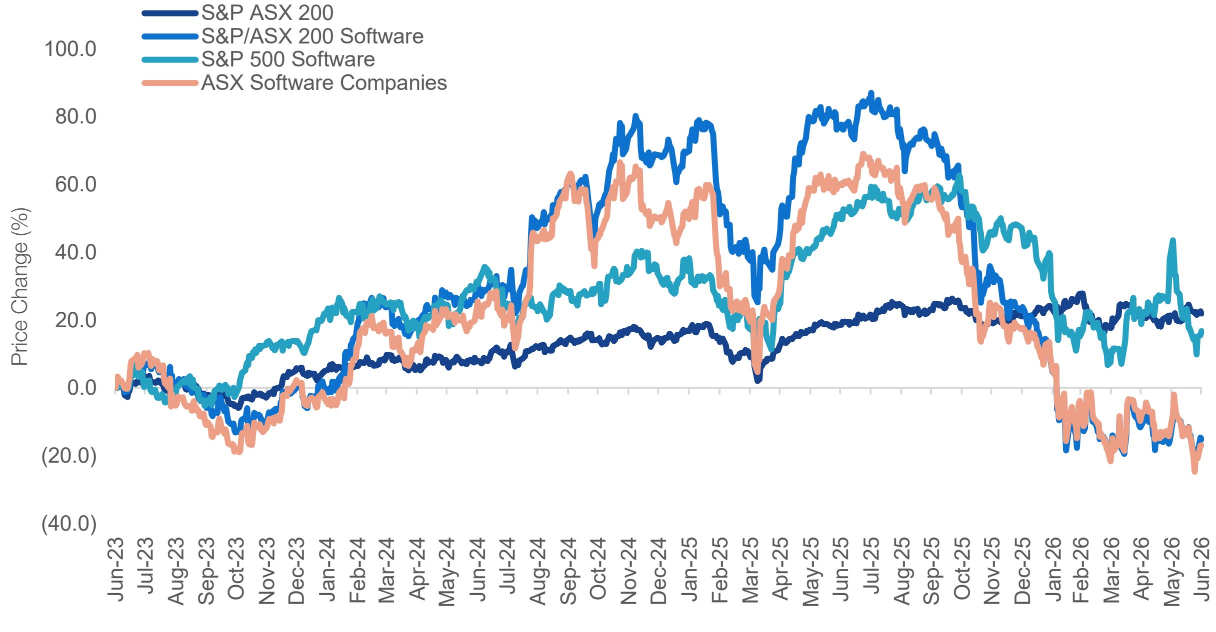
Q2 2026 Sentiment Under Pressure, Investors Prioritise Profitability, Resilience and AI Relevant Growth

Software indices remained under pressure through Q2 2026, with local software names lagging the broader ASX 200. After a strong run through 2024 and parts of 2025, the sector has de-rated materially, reflecting a sharper investor rotation away from higher-growth, longer-duration equities and toward more resilient earnings profiles. The ASX software peer set stayed in negative territory through quarter-end, despite a more stable broader market.

Performance diverged between local and global software benchmarks. The S&P 500 Software index recovered more strongly into Q2, supported by larger-cap platforms and AI-related sentiment, while Australian software companies remained weaker and more volatile. This suggests investors are applying a higher bar to smaller listed software names, particularly around growth durability, profitability, cash conversion and competitive positioning.

Overall, public-market sentiment remains selective, with buyers likely to favour mission-critical, vertical or infrastructure-adjacent platforms over less differentiated applications. For private market software assets, the read-through is that quality remains attractive, but valuation support increasingly depends on retention, margin path, AI relevance and evidence of sustainable growth.

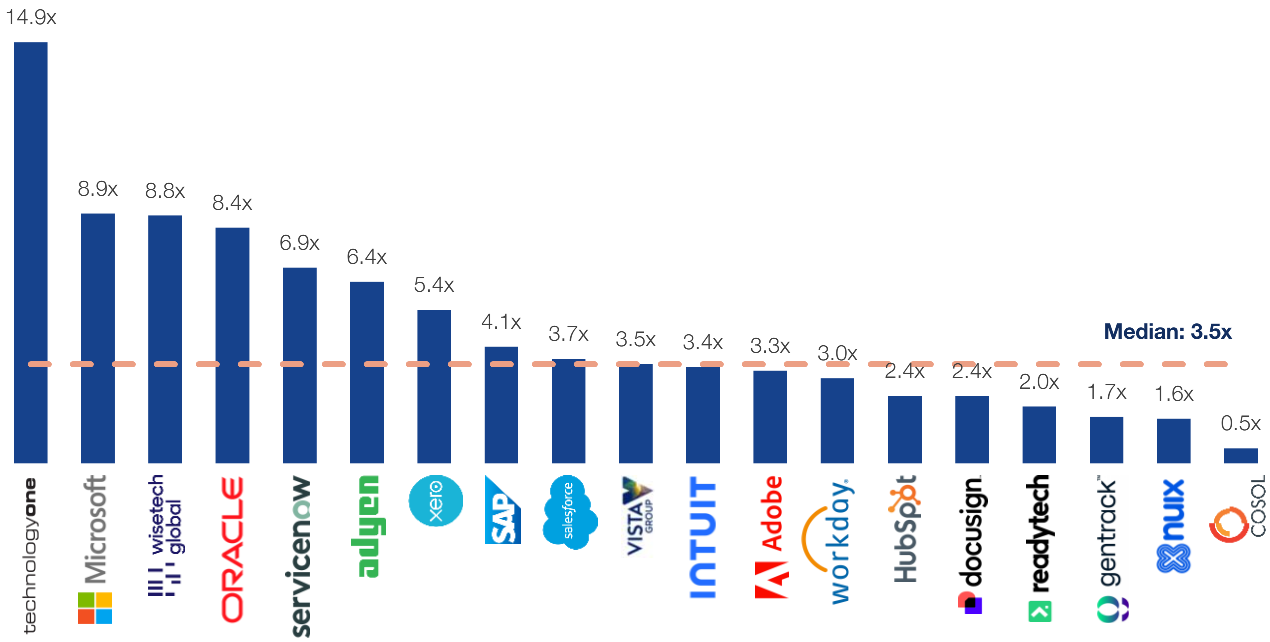
Software Indices



Source: Source: S&P Capital IQ. Data as at 30 June 2026

Software

Software Global Trading Comparables (EV/LTM Revenue)



Source: S&P Capital IQ. Data as at 30 June 2026

Q2 2026 Multiples Reset, GenAI a Key Valuation Separator

Software multiples compressed in Q2, with the median EV/LTM revenue multiple falling to 3.5x from 4.3x in Q1. The reset reflects continued pressure on software valuations, particularly across smaller listed peers and companies still proving growth durability, profitability and cash conversion in a more disciplined market.

GenAI remained a key valuation separator rather than a blanket uplift. Scaled platforms such as Microsoft and Oracle benefited from clearer monetisation pathways across AI-enabled productivity, cloud consumption and enterprise workflow integration. For smaller vendors, investors remained cautious, testing whether GenAI features can drive pricing power, retention and differentiation without adding excessive infrastructure or governance costs.

SCD Advisory Deals

VIOSTREAM

SOLD TO

banyan SOFTWARE

Delacon

SOLD TO

VOLARIS

Management Consulting

5.3%
CAGR
2024-30
(Global)

Source: MMR

"The consulting market continues to shift towards high-value strategic advisory, technology-enabled delivery and measurable business outcomes."

AI, Strategic Advisory and Technology Transformation Continue to Reshape Australia's Consulting Market

AI Advisory Is Shifting Towards Enterprise Execution

Demand is moving beyond AI strategy towards implementation, operating model redesign and workforce transformation. As organisations scale AI across the enterprise, consulting firms are increasingly combining strategy with technology and data capabilities to deliver measurable business outcomes.

Demand for High-Value Strategic Advisory Remains Resilient

While discretionary consulting spend remains under pressure, demand for board-level advisory continues to outperform broader consulting services. Organisations are increasingly seeking support across AI strategy, operating model redesign, growth strategy and M&A, reinforcing the value of firms with deep sector expertise and strong C-suite relationships.

Technology Consulting Continues to Outperform Traditional Advisory

Technology-led consulting remains the fastest-growing consulting segment as organisations modernise core systems, strengthen digital capabilities and accelerate AI adoption. Australia's management consulting market is forecast to reach US$9.4bn in 2026, growing at a 6.1% CAGR through 2031, with digital transformation consulting expected to be the fastest-growing service line.

Consulting Firms Continue to Evolve Their Delivery Models

AI is transforming how consulting services are delivered, with firms embedding AI into project delivery, developing proprietary digital assets and increasingly adopting outcome-based engagements. These changes are improving delivery efficiency while creating more scalable, technology-enabled consulting business models.

Management Consulting

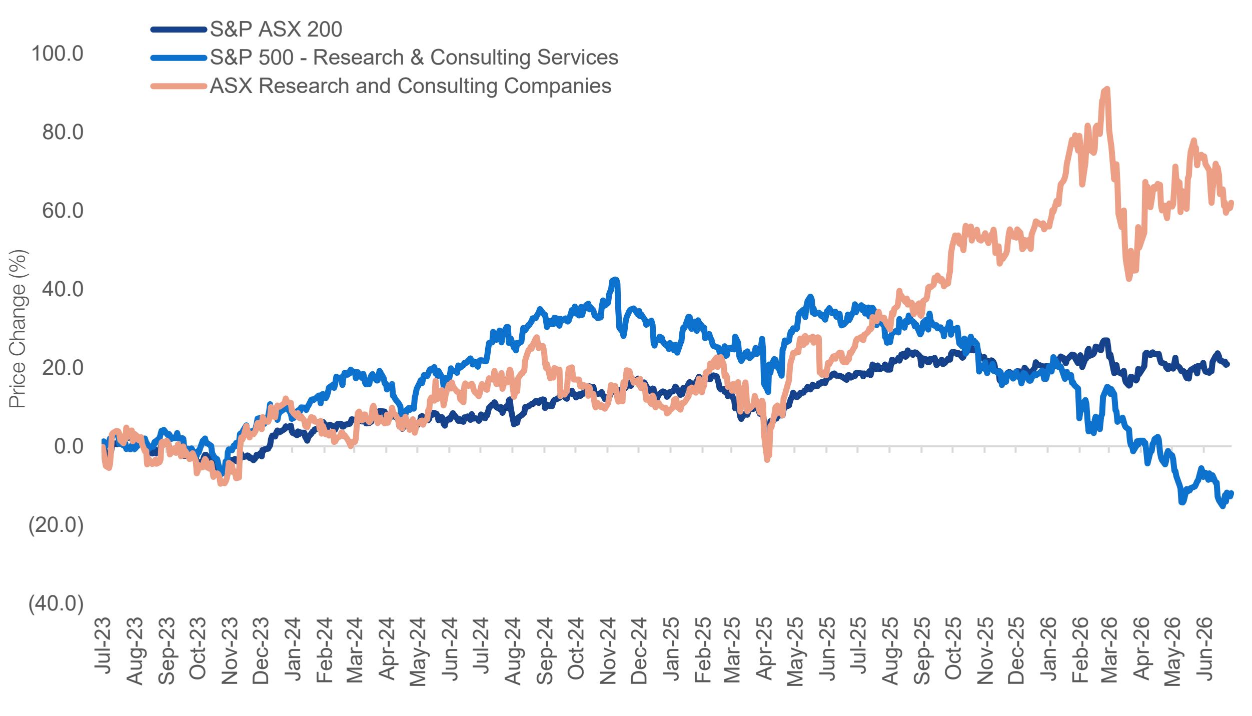
Q2 2026 Continued Outperformance Despite Renewed Volatility in Consulting

Consulting indices diverged in Q2 2026, with Australian listed consulting names outperforming global peers and the broader ASX 200. While the S&P 500 research and consulting benchmark weakened into negative territory, the ASX consulting peer set remained well above the broader market, suggesting stronger local investor support for specialist advisory and professional services exposure.

Outperformance followed a sharp re-rating earlier in 2026, although volatility increased through Q2. Australian consulting names pulled back from February highs but retained a significant gain by quarter-end, indicating continued investor confidence despite some profit-taking.

Overall, the chart suggests sentiment toward Australian consulting remains positive, but more selective. Investors appear to be favouring consulting platforms with differentiated capability, technology adjacency and exposure to regulated or mission-critical client work, while broader global consulting sentiment remains under pressure from softer discretionary advisory spend.

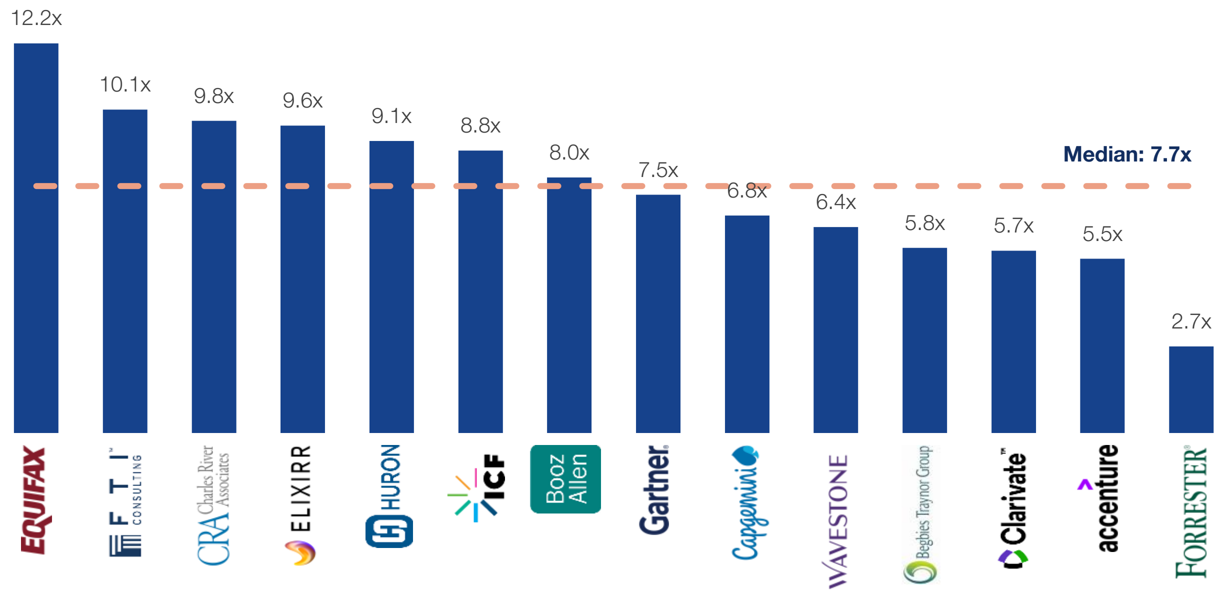
Management Consulting Indices



Source: S&P Capital IQ. Data as at 30 June 2026

Management Consulting

Management Consulting Global Trading Comparables (EV/LTM EBITDA)



Source: S&P Capital IQ. Data as at 30 June 2026

Q2 2026 Multiple Compression on Governance Growth Concerns

Management consulting multiples compressed in Q2, with the median EV/LTM EBITDA multiple falling to 7.7x from 9.0x in Q1.

Sector sentiment was also likely affected by renewed governance scrutiny in Australia. The KPMG whistleblower case reinforced reputational and regulatory risks across large advisory models, likely sharpening investor focus on trust, conflicts and public sector exposure.

Accenture's de-rating was especially notable, with its multiple falling from 8.9x in Q1 to 5.5x in Q2. The reset was consistent with its Q3 FY26 result, where revenue missed expectations, bookings declined and guidance was cut, reflecting investor concerns around the uncertain timing of GenAI-led growth conversion.

SCD Advisory Deals

exent
SOLD TO
atturra

Future Friendly
SOLD TO
EY

Hypothesis
SOLD TO
McKinsey & Company

Design & Engineering Services

5.7%
CAGR
2025-30
(Global)

Source: Grand View Research

"Demand for specialist engineering services continues to be supported by infrastructure investment, digital delivery and the energy transition."

Infrastructure Investment, Digital Engineering and the Energy Transition Continue to Drive Australia's Engineering Services Market

Data Centre Investment Is Driving Engineering Demand

Australia's expanding data centre pipeline is creating strong demand for electrical, mechanical and building services engineering. As hyperscale and AI-enabled facilities require greater power capacity and cooling infrastructure, engineering firms with expertise in mission-critical facilities are benefiting from increased project activity.

Digital Engineering Becomes Standard Practice

Engineering firms are accelerating the adoption of digital engineering tools, including Building Information Modelling (BIM), digital twins and AI-enabled design. These technologies are improving project collaboration, reducing delivery risk and enabling more efficient design across complex infrastructure and building projects.

Energy Transition Continues to Support Infrastructure Investment

Engineering demand remains underpinned by long-term investment in renewable energy, electricity transmission, water infrastructure and transport. Australia's clean energy transition continues to drive opportunities across engineering design, project management and environmental advisory services as governments and utilities modernise critical infrastructure.

Specialist Engineering Skills Remain in High Demand

Demand for experienced engineers continues to outpace supply, particularly across electrical, mechanical and digital engineering disciplines. Persistent skills shortages are supporting strong utilisation rates, pricing resilience and ongoing demand for specialist engineering consultancies with deep technical capabilities.

Design & Engineering Services

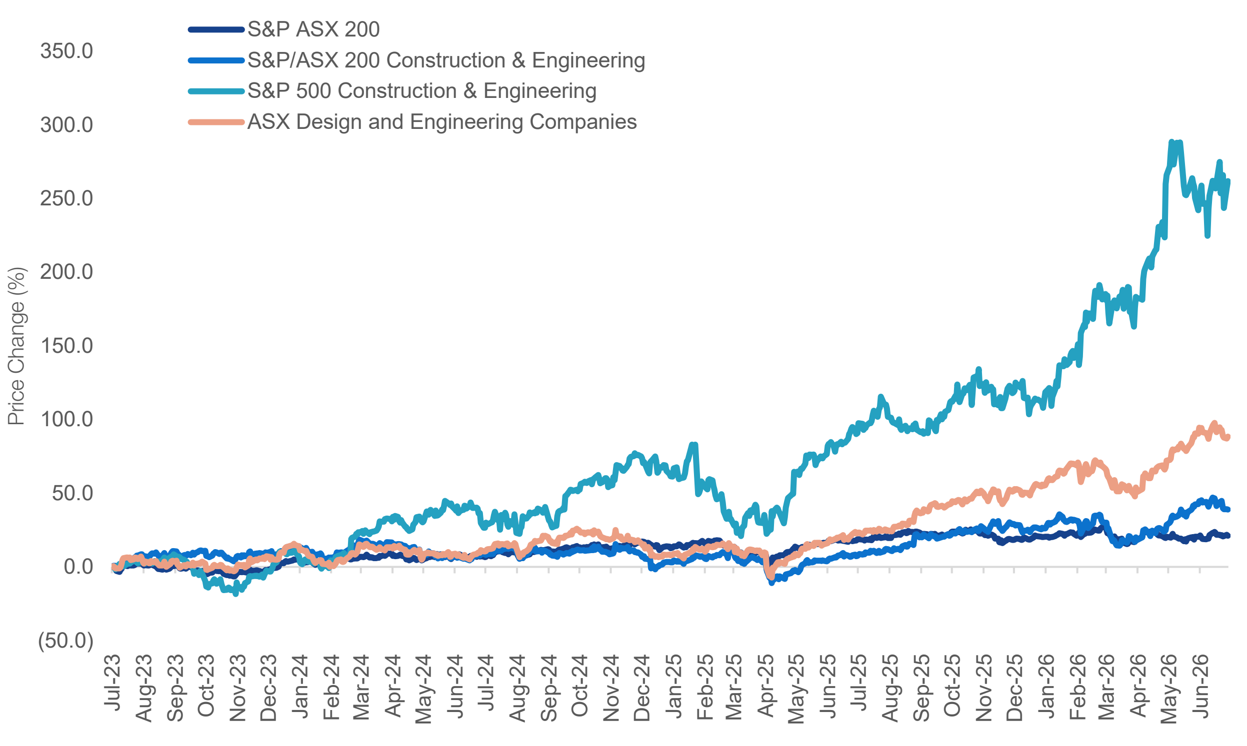
Q2 2026 Continued Outperformance on Structural Engineering Demand

Design & engineering indices continued to outperform in Q2 2026, led by global construction and engineering peers. The S&P 500 Construction & Engineering index remained the clear standout, extending its multi-year gains and finishing well ahead of both Australian design and engineering companies and the broader ASX 200. This points to sustained investor appetite for engineering exposure linked to infrastructure, energy transition, defence, utilities and industrial capex.

Australian design and engineering names also remained well supported. The local peer set held a strong premium to the ASX 200 through the quarter, despite some volatility, suggesting investors continue to value technical capability, contracted backlogs and exposure to long-cycle project demand. Performance was less dramatic than the US benchmark but still indicated constructive sentiment toward the sector.

Overall, the chart supports a positive sector read-through. Investors are continuing to favour engineering platforms with scale, backlog visibility and exposure to structural investment themes, while remaining more cautious on project execution risk, labour constraints and margin delivery.

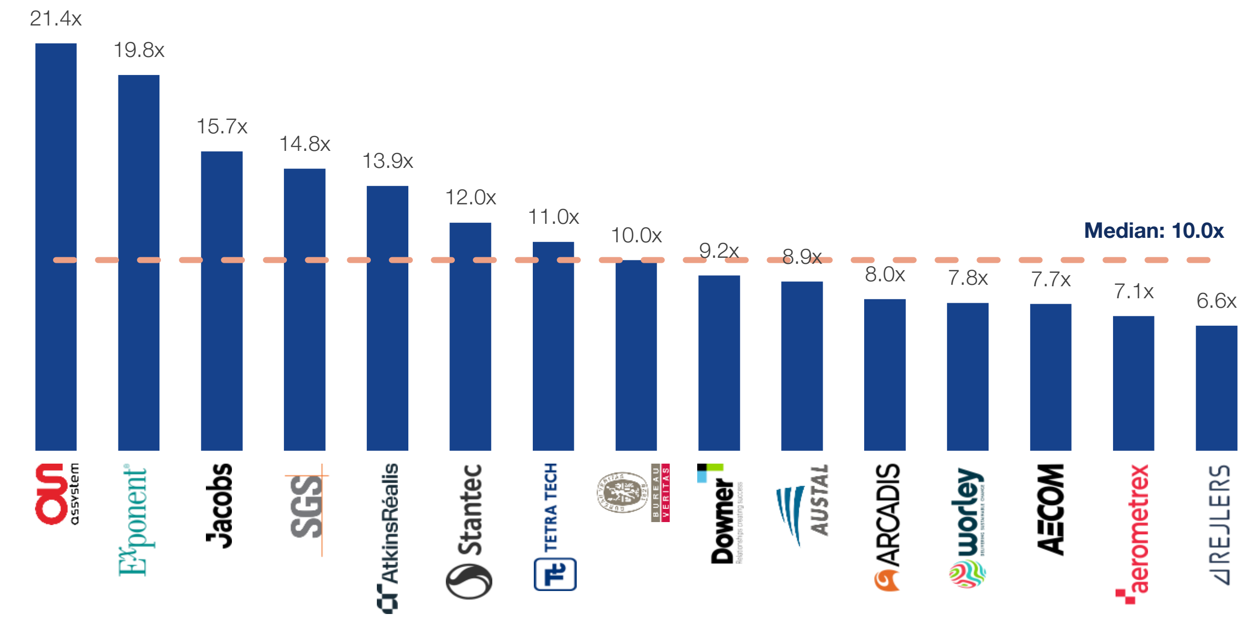
Design & Engineering Indices



Source: S&P Capital IQ. Data as at 30 June 2026

Design & Engineering Services

Design & Engineering Global Trading Comparables (EV/LTM EBITDA)



Source: S&P Capital IQ. Data as at 30 June 2026

Q2 2026 Multiples Hold Steady on Structural Engineering Demand

Design & engineering trading multiples were broadly steady in Q2. This relative stability suggests continued investor support for specialist engineering exposure underpinned by long-cycle infrastructure and industrial investment themes.

The resilience reflects strong structural demand drivers. Defence investment, including increased funding tied to AUKUS and broader capability upgrades, continues to support demand for specialist engineering, systems integration and project delivery capability. At the same time, Australia's data centre build-out is creating incremental demand for electrical, mechanical and power engineering expertise, particularly as AI-driven compute growth places pressure on energy, cooling and grid infrastructure.

SCD Advisory Deals

ts.
SOLD TO
The APP Group
A portfolio company of Five V Capital

iQ
SOLD TO
SGS

RGB ASSURANCE
ACQUIRED
TSA Riley

Media & Communication

3.7%
CAGR
2025-29
(Global)

Source: PwC

"AI, first-party data and performance marketing continue to reshape how media and marketing services are delivered."

AI, Data-Driven Marketing and Digital Channels Continue to Reshape Australia's Media & Marketing Services Market

AI Is Transforming Marketing and Content Delivery

AI is rapidly changing how agencies develop content, execute campaigns and optimise marketing performance. Organisations are increasingly embedding AI into creative production, media planning and customer engagement. Adobe found 53% of APAC organisations already use generative AI for content creation, enabling faster campaign delivery and improved productivity.

Performance Marketing Continues to Outperform Traditional Channels

Marketing investment remains concentrated in measurable, ROI-driven channels, with businesses prioritising search, social media, retail media and marketing automation. IAB Australia forecasts digital advertising will exceed A$17bn in 2025, with search, social and retail media continuing to account for the largest share of advertising spend.

First-Party Data and Customer Experience Remain Strategic Priorities

As privacy regulations evolve and third-party cookies are phased out, organisations continue investing in first-party data strategies and customer experience platforms. This is increasing demand for customer analytics, CRM, marketing technology integration and personalised engagement capabilities.

Integrated Agencies Continue to Gain Market Share

Clients are increasingly consolidating marketing spend with agencies that can deliver integrated creative, digital, media, technology and communications services. This is driving continued investment in technology-enabled agency models and specialist capabilities across digital transformation, customer experience and data analytics.

Media & Communication

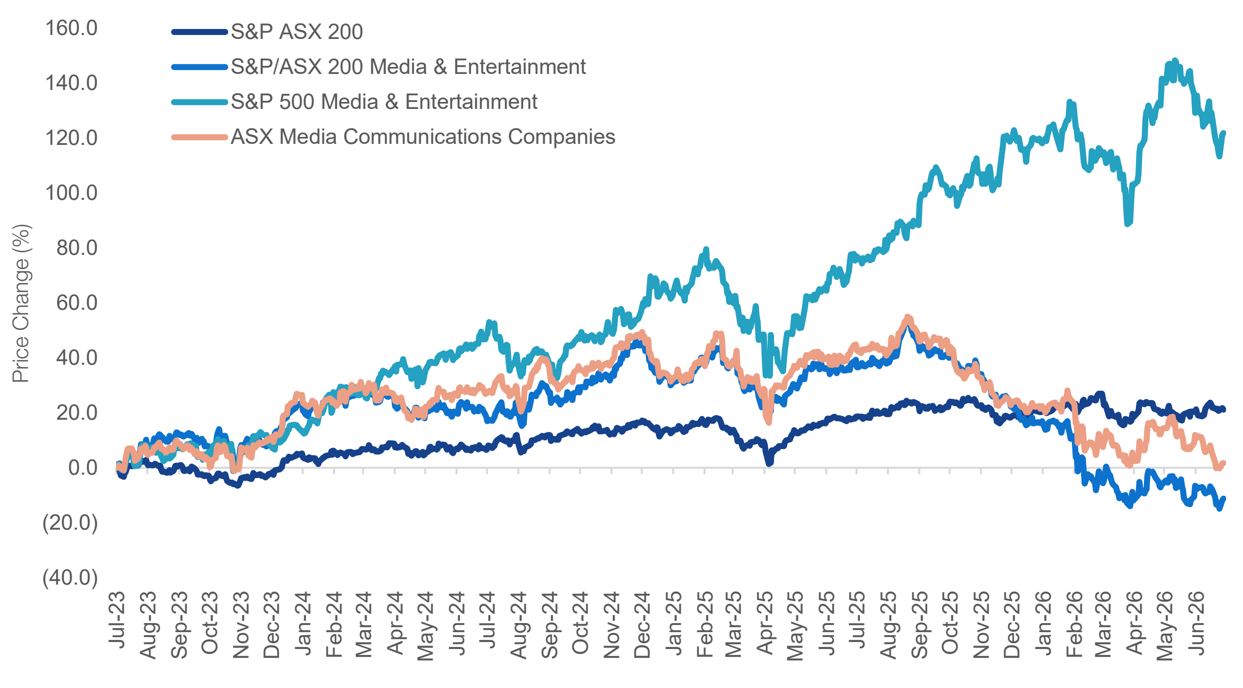
Q2 2026 Local Media Underperforms as Structural Pressures Persist

Media and communications indices remained under pressure in Q2 2026, with Australian listed peers lagging both global media names and the broader ASX 200. After a stronger run through 2024 and early 2025, the local peer set continued to de-rate, reflecting softer sentiment toward advertising-linked revenue, client budget caution and weaker confidence in traditional agency models.

Global media and entertainment remained the clear outperformer, supported by scale and platform-driven exposure. The S&P 500 Media & Entertainment index held a substantial lead over the period shown, while the S&P/ASX 200 Media & Entertainment index and Australian media communications companies both weakened into quarter-end. This highlights a widening gap between global platform-led media exposure and smaller local communications businesses.

Overall, the chart suggests a cautious read-through for the sector. Investors remain selective, favouring businesses with measurable performance marketing, data, customer engagement and martech capability, while traditional creative, campaign-led and advertising-exposed models continue to face pressure from budget scrutiny, margin compression and AI-enabled content disruption.

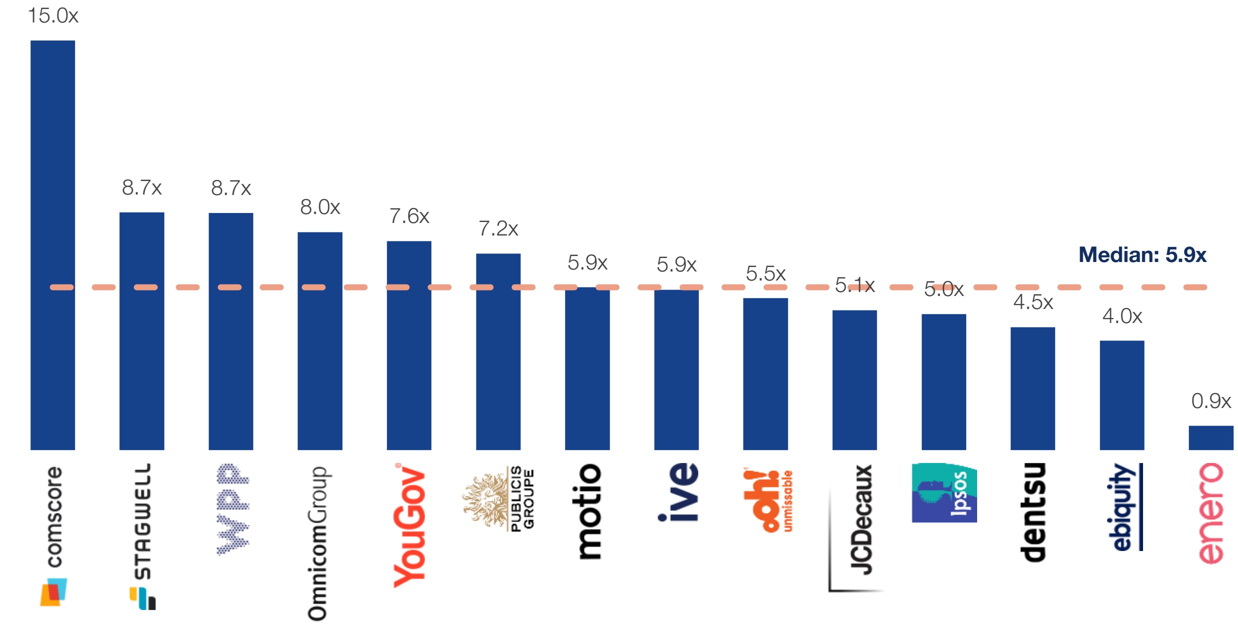
Media Communications Indices



Source: S&P Capital IQ. Data as at 30 June 2026

Media & Communication

Media Communications Global Trading Comparables (EV/LTM EBITDA)



Source: S&P Capital IQ. Data as at 30 June 2026

Q2 2026 Multiples Hold as AI Pressure Splits the Sector

Media & communications trading multiples held broadly steady in Q2. AI remains a sharper disruption risk for agencies than for infrastructure-led media. Creative production, SEO, content generation and basic web development are increasingly exposed to automation, placing pressure on lower-value agency services and margin assumptions. By contrast, assets with proprietary audiences, data, performance measurement or out-of-home networks appear better positioned, as their value is less tied to labour-based production.

oOh!media was a notable bright spot in Q2 M&A. It attracted competing takeover interest from financial sponsors, signalling investor appetite for scaled outdoor media platforms with digital inventory, audience reach and operating leverage.

SCD Advisory Deals

the reload group

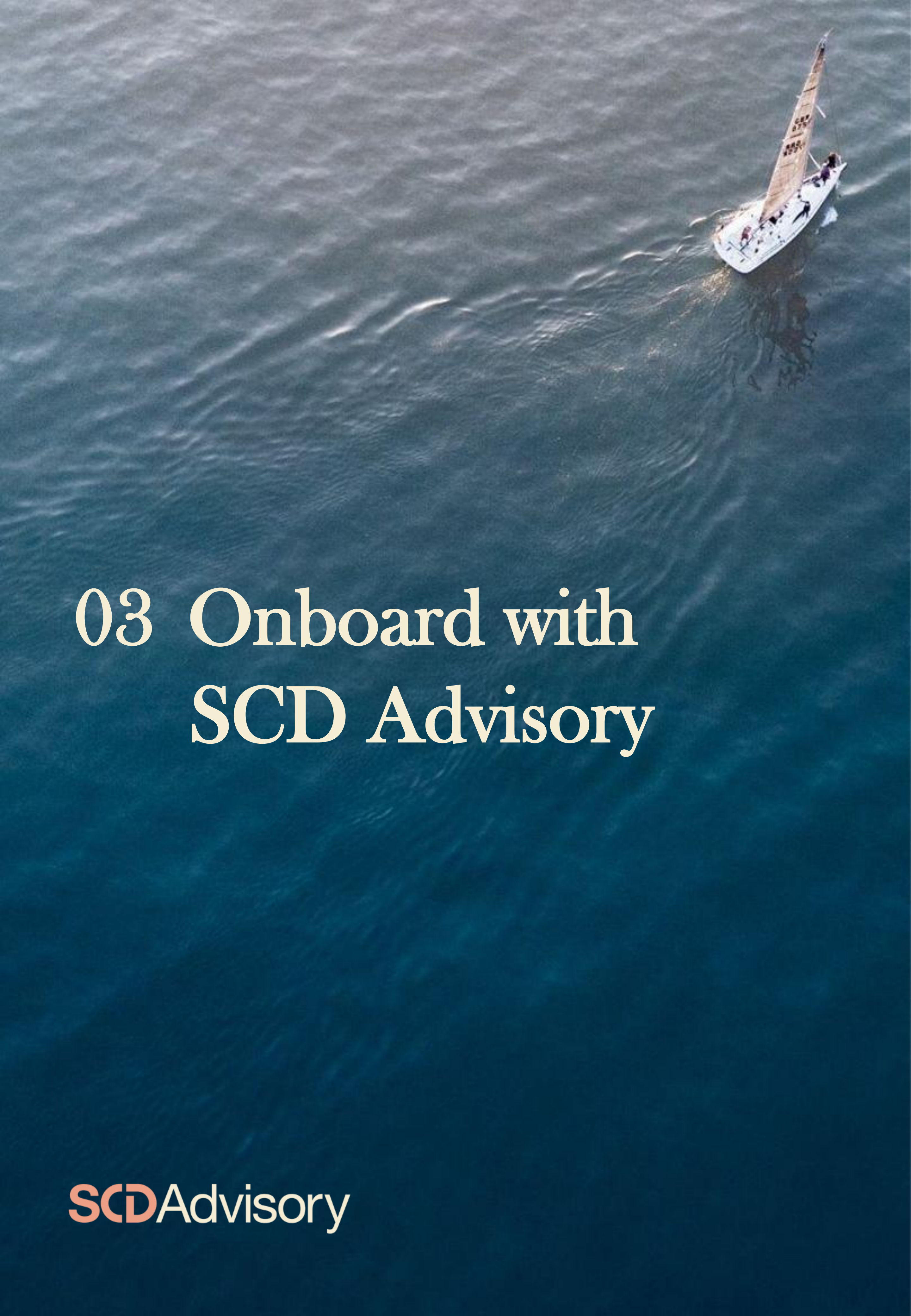
SOLD TO

Hardie Grant

DBM CONSULTANTS
EXCELLENCE·INNOVATION·INSIGHTS

SOLD TO

THE ILLUMINERA GROUP



03 Onboard with SCD Advisory

Onboard with SCD Advisory

Navigating the M&A waters

Expertise in B2B Services sectors

Our focus on people and intellectual property differentiates us in the M&A landscape, allowing us to deliver tailored solutions that align with your vision.

Strategic Insights

We provide data-driven insights and strategic advice, ensuring you make informed decisions that benefit your business in the long run.

Dedicated Partnership

Our team partners with you, offering unwavering support and guidance throughout your M&A journey.

Let's sail together

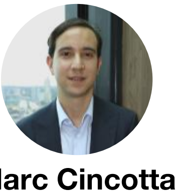
At SCD Advisory, we are passionate about helping businesses navigate the complex M&A environment. If you are ready to embark on a transformative journey, we invite you to connect with us. Together, we can steer your organisation towards new opportunities and horizons.

Pierre Briand
Managing Partner
LinkedIn

Pierre has 25 years of experience advising entrepreneurs, with a management background in corporate finance, private banking and wealth management. He has worked on numerous sell side and buy side deals, IPOs, mergers, integrations, and consulting projects in both small businesses and large global corporates. He is an experienced, established, savvy and trusted adviser.

Naomi Wai
Senior Associate
LinkedIn

Naomi brings over 7 years of investment banking expertise with cross-border transaction experience across Europe and the US. Prior to joining SCD Advisory, Naomi worked at London boutique firms Acuity Advisors and Waypoint Partners, specialising M&A advisory in the technology and media sectors.



Marc Cincotta
Associate
LinkedIn

Marc brings 6 years of experience in accounting and corporate finance. Most recently, he worked in Transaction Services and M&A at KPMG, gaining experience across various sectors. Marc has a track record working with both publicly listed and mid-market private companies across strategic transactions and broader financial advisory.

Navigated Transactions

iQ SOLD TO SGS	Libertas SOLD TO LVP tambla	DyFlex Solutions SOLD TO Five V / Capital	Chrome Consulting SOLD TO atturra	exent SOLD TO atturra
VIOSTREAM SOLD TO banyan software	HSD SOLD TO atturra	ts. SOLD TO The APP Group	iGD SOLD TO Synechron	RGB Assurance SOLD TO TSA Riley
ProQuest Consulting SOLD TO DECISION INC.	AWARE SERVICES SOLD TO MERKLE	LOGIKAL Project Intelligence SOLD TO assystem	aodigy SOLD TO Capgemini	SXiQ SOLD TO IBM
Hypothesis SOLD TO McKinsey & Company	acclimation SOLD TO Capgemini	Cubane SOLD TO nous group	Delacon SOLD TO VOLARIS	CALCUTTA GROUP SOLD TO TSA
Adopt & Embrace. SOLD TO Rapid Circle	THE TERRACE INITIATIVE SOLD TO Deloitte.	System Partners SOLD TO DXC.technology	LIVING BRIDGE ACQUIRED TSA	BYTE ACQUIRED Rise.CX Digital Enablers
bistech SOLD TO Deloitte.	pmsquare SOLD TO cornerstone	insync SOLD TO Rapid Circle	Future Friendly SOLD TO EY	CARNAC GROUP SOLD TO VISEO
GNCGROUP SOLD TO Grant Thornton	89 Degrees Data Strategy Delivery MBI  Alister Jordan	IG Partners SOLD TO CYIENT	BOLLORÉ LOGISTICS ACQUIRED lynair logistics	metapm SOLD TO Mi-GSO | PCUBED
the reload group SOLD TO Hardie Grant	DBM CONSULTANTS SOLD TO THE ILLUMINERA GROUP	mexia SOLD TO Deloitte.	PATHWAY TO YOUR POTENTIAL SOLD TO MERCER	WACO International ACQUIRED Star Scaffolds

Contact Us

SCDAdvisory

www.scdadvisory.com

info@scdadvisory.com

Level 29

85 Castlereagh Street

Sydney NSW 2000