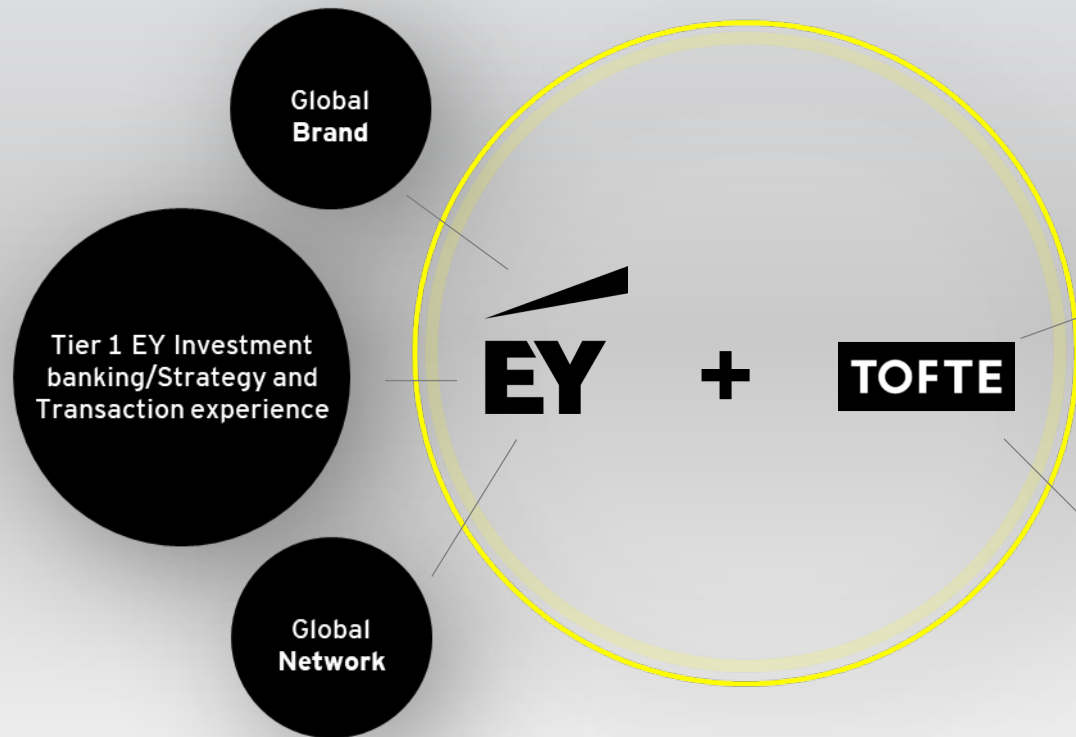




Offering our clients market **leading capabilities** within tech M&A and strategy

EY acquires Tofte & Co to strengthen our Nordic team as the **leading integrated M&A and strategy advisor** to technology and software companies

Combining forces



As former buyers, investors and business owners Tofte & Company combines financial craftsmanship with a passion for tech and deep domain expertise



+20 new M&A advisors

with tech focus joining the Nordic EY Corporate Finance team



~75 years experience

with tech and software M&A among the four new senior leaders joining EY



+150 tech transactions

completed by Tofte & Company as the leading advisor in the Nordic market

What Tofte brings



Entrepreneurial mindset



Deep tech experience



Network across growth companies

What Tofte does

Growth equity

Company sale

IPO

Acquisitions

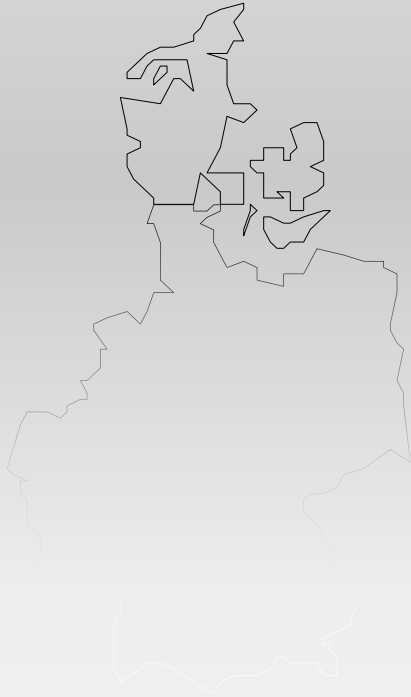
Debt financing

Valuation services

EY's strengthened market footprint

One of the largest M&A advisors in Denmark

45 corporate finance advisors, excl. **+175** other tech strategy professionals



A leading tech M&A advisor in the Nordics

Combined **+660** completed transactions to tech and software companies



The most integrated tech strategy advisor in Europe

2.600 tech professionals in EMEIA working seamlessly across strategy and M&A for and with our clients



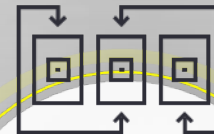
Helping our clients **grow and accelerate** their 'digital first' transformation



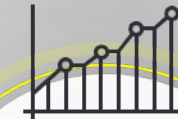
World class,
integrated
strategy and
M&A expertise



Attract and
grow the best
M&A talent in
the market



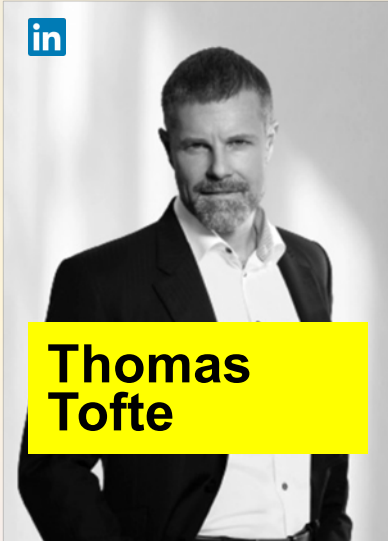
Serve clients
end-to-end
throughout
the lifecycle



Support clients'
international
growth-tech
journey

**Say hello
to the (new) team**

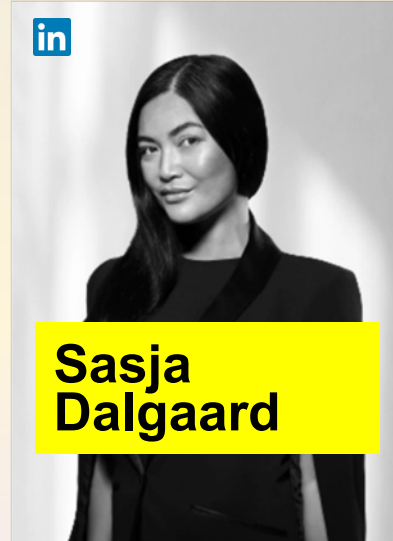
Four new tech M&A experts



**Thomas
Tofte**

- Corporate law
- Deal architect
- Corporate governance
- Tech transaction advisor

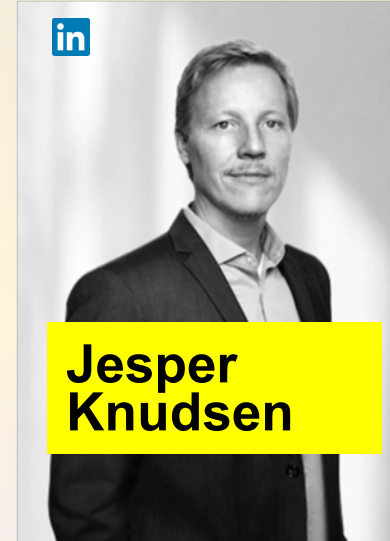
Meet Thomas



**Sasja
Dalgaard**

- Telco pioneer
- Corporate leader
- Executive coach
- Capital markets

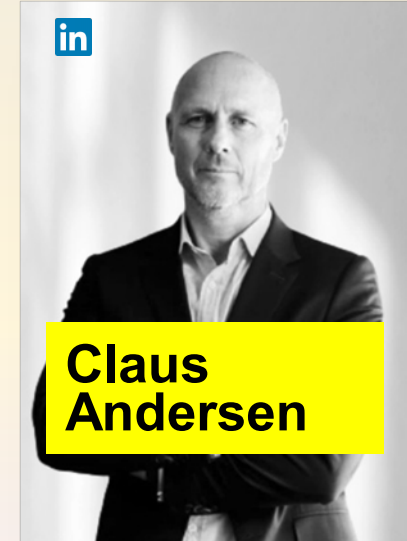
Meet Sasja



**Jesper
Knudsen**

- Computer science
- Tech startup founder (+exits)
- Venture investor
- Tech corporate finance

Meet Jesper



**Claus
Andersen**

- Equity portfolio management
- Venture capital partner
- Software corporate finance
- SaaS entrepreneur (+exit)

Meet Claus

Corporate lawyer and deal architect ... and cross-country skier



Meet Thomas



Meet Sasja



Meet Jesper



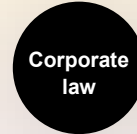
Meet Claus

Thomas has a deep understanding of all legal and financial aspects of deal-making along with extensive experience in corporate governance, financial reporting, business development and restructuring - thanks to a long legacy in banking, venture, and assuming various trusted board positions in IT and software companies.

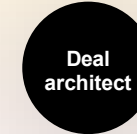
Thomas Tofte



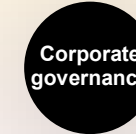
Thomas's highlights



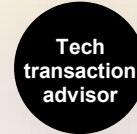
Background from law working as a transaction lawyer primarily working with transactions with Biotech and IT companies.



Long experience in venture capital (as a Partner in Danske Banks Venture Partners which later became Nordic Venture Partners) in a role as deal maker handling all legal and financial aspects of transactions as well as valuation of the technologies companies the funds invested in and sold.

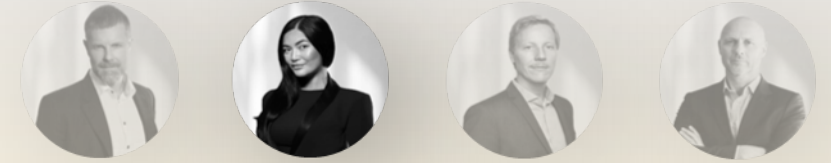


Thomas also worked as a board member of many of the portfolio companies of the funds. With this extensive experience in transactional aspects of technology companies Thomas founded Tofte & Company.



Thomas founded Tofte & Company (2013-2022) and became a corporate finance advisor. Thomas has today made an unprecedented 400+ transactions with technology companies.

Passion for working with people ... and for capital market instruments



Meet Thomas

Meet Sasja

Meet Jesper

Meet Claus

Sasja is a DCP for Nasdaq and heads Tofte & Company's capital market approach. With more than 15 years of executive experience, she is uniquely quick at grasping the core focus and commercial singularity of a complex business.

Sasja Dalgaard



Sasja's highlights



- (Mobilix, Orange and TeliaSonera AB), where the most notable merits was to set-up group procurement resulting in a budget responsibility totaling 1.8 billion EUR with yearly savings exceeding 150 MEUR.
- She secured exclusivity to TeliaSonera on the global launch of the first iPhone which was imperative for the commercial positioning.

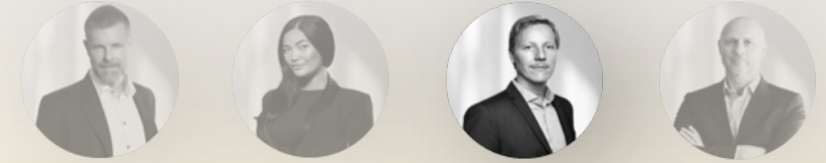
- Sasja then headed HTC Corp Nordics as part of the HTC EMEA management team.

- Partner at Tofte & Company shortly after the company was founded.
- In 2017 she became Nasdaq DCP and has since headed Tofte and Company's Capital Markets efforts.
- During the past 8 years, Sasja has worked with more than 70 different companies on more than 100 transactions ranging from early stage fundraising to IPO's.

A former computer scientist, business builder and in love with Italian food



Jesper Knudsen



Meet Thomas

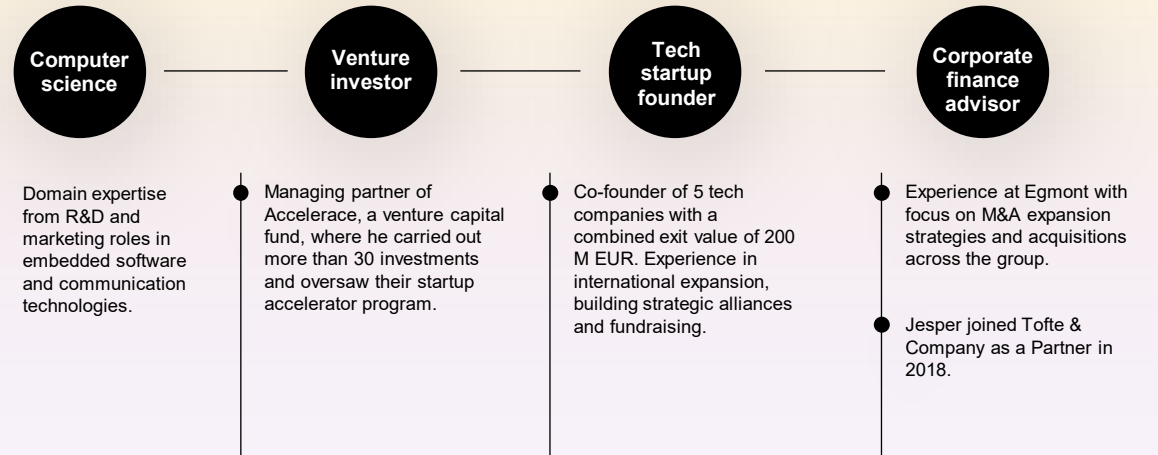
Meet Sasja

Meet Jesper

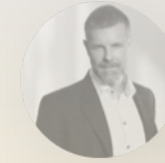
Meet Claus

Jesper offers a solid two decades of experience in the industry. With a background as a computer scientist and managing partner for a venture capital fund and entrepreneur, he brings a unique combination of technical domain expertise and transaction experience to the table.

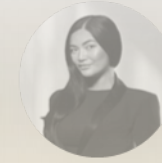
Jesper's highlights



Software entrepreneur ... with a taste for artists tales from Piazza del Popolo



Meet Thomas



Meet Sasja



Meet Jesper



Meet Claus

Claus has more than 25 years of international experience as a venture partner, SaaS entrepreneur, and with equity investment management. He has been an active co-founder in many technology start-ups and has successfully helped grow - and exit - investments across multiple industries.

Claus Andersen



Claus's highlights

Listed equity portfolio

- Background from equity portfolio management in leading banks (Danske Bank, Nordea, SEB).

Venture capital partner

- Long experience in venture capital as a Partner and co-founder in Nordic Venture Partners and Venture Partner in Environmental Technology Fund (ETF) Partners,

SaaS startup (+exit)

- Tech-entrepreneur who leads a SaaS startup from early stage in the Nordics to market expansion in the US and an exit to Edison Partners in New York (2013-2017, as CEO and co-founder of GAN Integrity Solutions).

- Board/Chairman positions and focusing on own entrepreneurial projects (including as co-founder of a unique boutique hotel with his wife during Covid),

Corporate finance

- Claus joined Tofte & Company and became a corporate finance advisor as Partner in 2020.

Passionate team members



+ 45

M&A advisors
in Denmark

+50

M&A advisors
in Sweden

+ 20

M&A advisors
in Norway

+ 20

M&A advisors
in Finland

And more...

Exciting journey ahead

Next steps

1

Meet with clients to introduce the joint team, and discuss short term prospects and future market opportunities

2

Integrate people across local and international teams to combine expertise and evolve the joint market offerings

3

Accelerate clients' growth journeys across tech, data/software, and enterprise wide digital & SaaS transformation

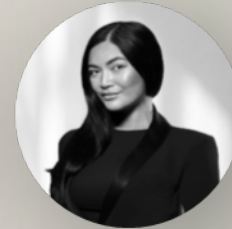
Get in touch

We'd like to meet with you



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EY

Building a better
working world