

Streamlining M&A Workflows

How Degroof Petercam Corporate Finance Leverages Gain.pro to Save Time on Research



Founded in 1871, Degroof Petercam is a Belgium-rooted Investment House that offers a comprehensive suite of services including private banking, investment banking, asset management and asset services. With a team of over 1,500 experts, Degroof Petercam operates through offices in Belgium, Luxembourg, France, Switzerland, Spain, the Netherlands, Germany, Italy, Hong Kong and Canada. On December 31, 2023, total client assets amounted to 74 billion euros. As part of investment banking their Corporate Finance team in Belgium specializes in the mid-market, advising on both sell-side and buy-side assignments, often involving first-time buyouts.

Degroof Petercam is owned by Indosuez Wealth Management and by its historical minority shareholder CLdN Cobelfret. Degroof Petercam benefits from the vast expertise and international network of Indosuez and the Crédit Agricole group, the world's 9th largest bank (The Banker, 2024).

Digital Solution: Key Selection Criteria

To enhance the efficiency of their operations, the Corporate Finance team at Degroof Petercam in Belgium sought out a digital solution that would fit the following requirements:

- ✔ Provide access to high-quality data they can trust
- ✔ Offer proprietary insights into private markets
- ✔ Streamline the creation and tracking of company lists

In pursuit of a tool that fit their key selection criteria, they landed on Gain.pro. Not only does the platform excel in all requirements, it also has an extremely intuitive and user-friendly interface that enables the team to leverage our insights with little to no ramp up period.



"We could start using Gain.pro within a day. The platform is very user-friendly. Even if you run into problems, the help desk is always there and responds quickly. Overall, implementation went very smoothly."

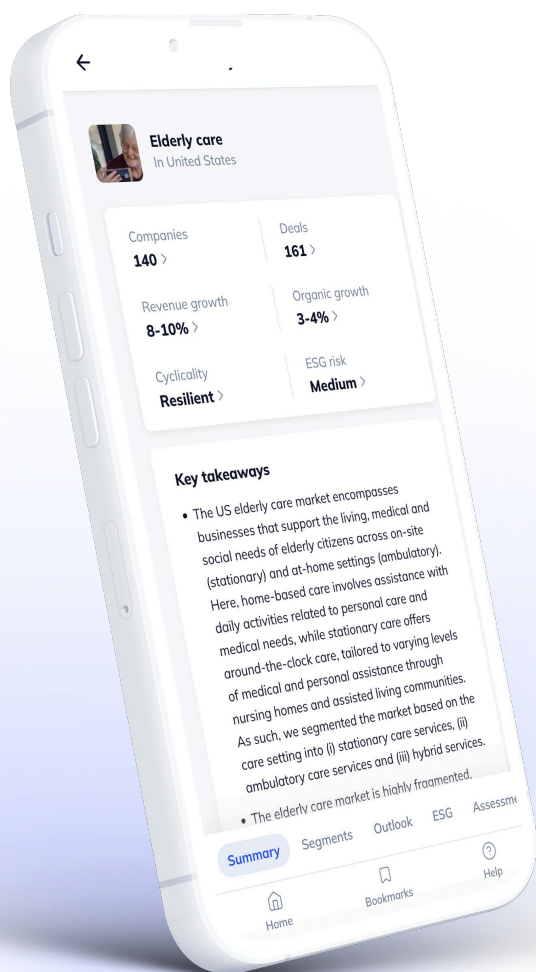
Arne Ballyn

Investment Banking Associate at Degroof Petercam, Brussels

Using Gain.pro for Comprehensive Private Market Research

The Corporate Finance team at Degroof Petercam leverages Gain.pro for their private market research – most notably to gain an understanding of niche industries. Using our industry deep dive reports, they can get up to speed on markets, including information on:

- ✓ Companies' financials and positioning
- ✓ Positive & negative market drivers
- ✓ ESG ratings
- ✓ Deals
- ✓ And much more



Unlike other platforms that tend to only focus on hard data, Gain.pro's reports also provide proprietary information, curated by our teams of expert analysts from interviews with C-level executives. This adds an extra layer of insight that can't be found anywhere else.

"I rely on Gain.pro for certain information, especially soft data. Gain.pro has its own team of research analysts who create comprehensive company profiles and industry reports. Rather than spending hours on it, we can now find this information in a matter of minutes or even seconds. This is the real differentiating factor that Gain.pro offers. We rely on their platform to gather all the information we need to perform our proprietary analyses."

Arne Ballyn

These industry reports are particularly valuable as a starting point to create company lists within a certain sector. You can find all companies, active investors as well as strategic acquirers within the market research – information that can be used to create lists for mandates or to perform competitive analysis.

"One of the main features we use on Gain.pro is the deep dive reports. Sometimes we want to look into a specific industry and discover active players, and the sector reports make it easy to do so."

Arne Ballyn

Creating Tailored Lists and Bookmarks on Gain.pro

One of the primary ways the Corporate Finance team at Degroof Petercam leverages Gain.pro is to quickly make tailored company lists with our Bookmarks feature. Bookmarks enable them to make lists based on either a specific selection of companies or based on a saved filter criteria. These lists are automatically updated as new company information is added to the platform.

“In the past, we had to manually update those lists once a year or once a quarter. But now with Gain.pro, we create a list directly on the platform. It’s collaborative, so everyone can work on and consult the list. It’s also automatically updated, and you get notified when new financials are available or something changes. This is very handy because the information is pushed to us rather than us having to look for it. It’s a big improvement compared to other platforms we’ve used in the past.”

Arne Ballyn

For the Corporate Finance team, Bookmarks offer an extremely efficient way to create highly relevant company lists that they can use for either identifying peers and competitors or targets for mandates.

Building Competitor Lists

Corporate Finance team at Degroof Petercam uses Gain.pro is to identify similar companies and build competitor lists.

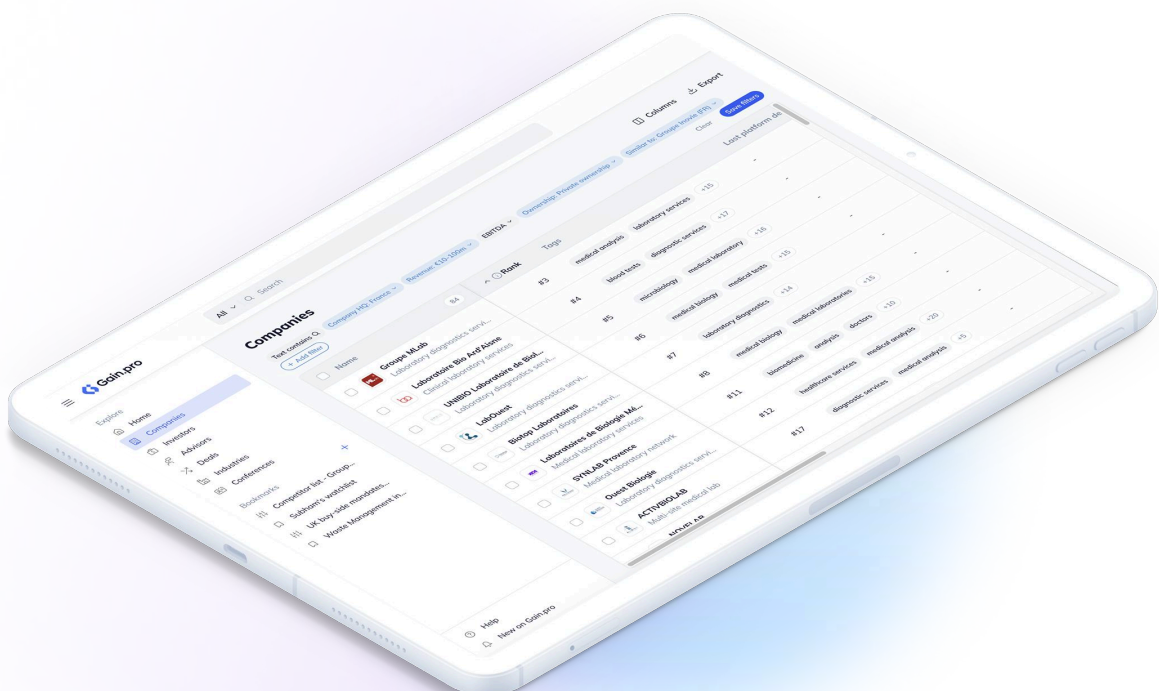
“Depending on how niche your focus is, finding competitors in certain sectors is not always straightforward. However, Gain.pro serves as an excellent starting point to find peers or comparable companies active in that sector”

Arne Ballyn

To build these lists, the team starts by identifying a company of interest. From there, they combine their proprietary analysis and our AI-powered “similar companies” filter. Tailoring the results even further, they select additional criteria such as financials, region and ownership type, among others. Then, they add the resulting companies to a Bookmark where they can view all relevant competitors in one list.

“I find the Bookmarks feature incredibly useful. It makes it so easy to keep track of and follow up on companies.”

Arne Ballyn



Furthermore, the Bookmarks allow the Corporate Finance team to perform competitive analysis and benchmarking using interactive graphs that pull data points from the list items. These graphs can be adjusted to assess various metrics such as growth, financial performance and deal activity, helping the team gain a deep understanding of the competitive landscape without ever leaving the platform.

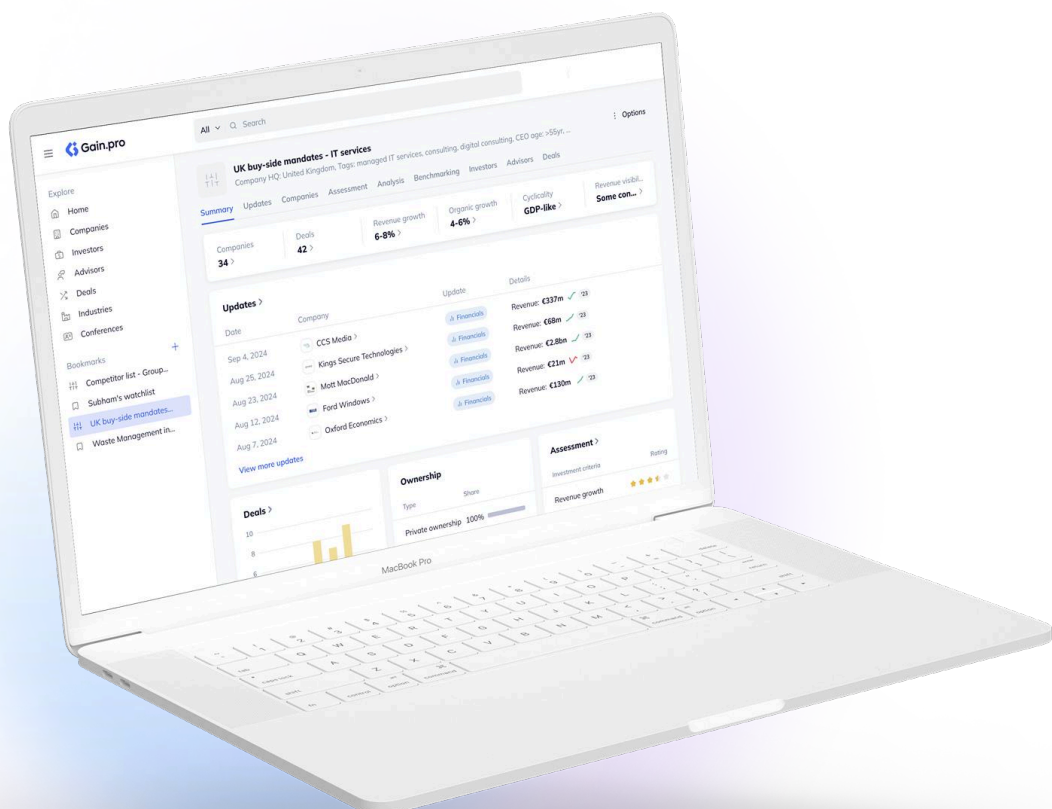
Benefits of Leveraging Gain.pro

Since adopting Gain.pro, the Corporate Finance team at Degroof Petercam in Belgium has experienced significant benefits, with the most notable being time savings. By centralizing and streamlining their research and list building processes, Gain.pro has reduced the time spent on daily activities and manual less-value-adding tasks. This time savings has allowed them to redirect their efforts towards more strategic and added-value activities such as analysis and client engagement.

“The biggest benefit is time-savings. You don’t have to spend hours researching information on companies. You no longer need to assign analysts to repetitive tasks. Gain.pro frees up time to focus on what we’re really good at. Instead of spending time searching, we can add value by analyzing the data. Speeding up this process allows us to make a difference in other work streams.”

Arne Ballyn

With the ability to create highly tailored lists with minimal effort and spend more time on analysis, Gain.pro enables the team to craft stronger pitches, ultimately helping them deliver greater value to their clients.



Delivering Superior Value to Clients

Overall, Gain.pro has transformed the Corporate Finance team's operations by creating efficiency in their workflows. **"We can't deny that Gain.pro has enabled us to do more in the same amount of time and to focus more on activities where we can deliver a differentiating, added value to our clients."**

Arne Ballyn

Since procuring the platform, Gain.pro has become an essential part of their daily routine and an indispensable tool they leverage to help them develop their competitive edge.

"For many of us, Gain.pro is our go-to platform that we start up in the morning to read the latest news and updates. It has become a habit to open it up first thing when making new presentations, pitch decks or analyses."

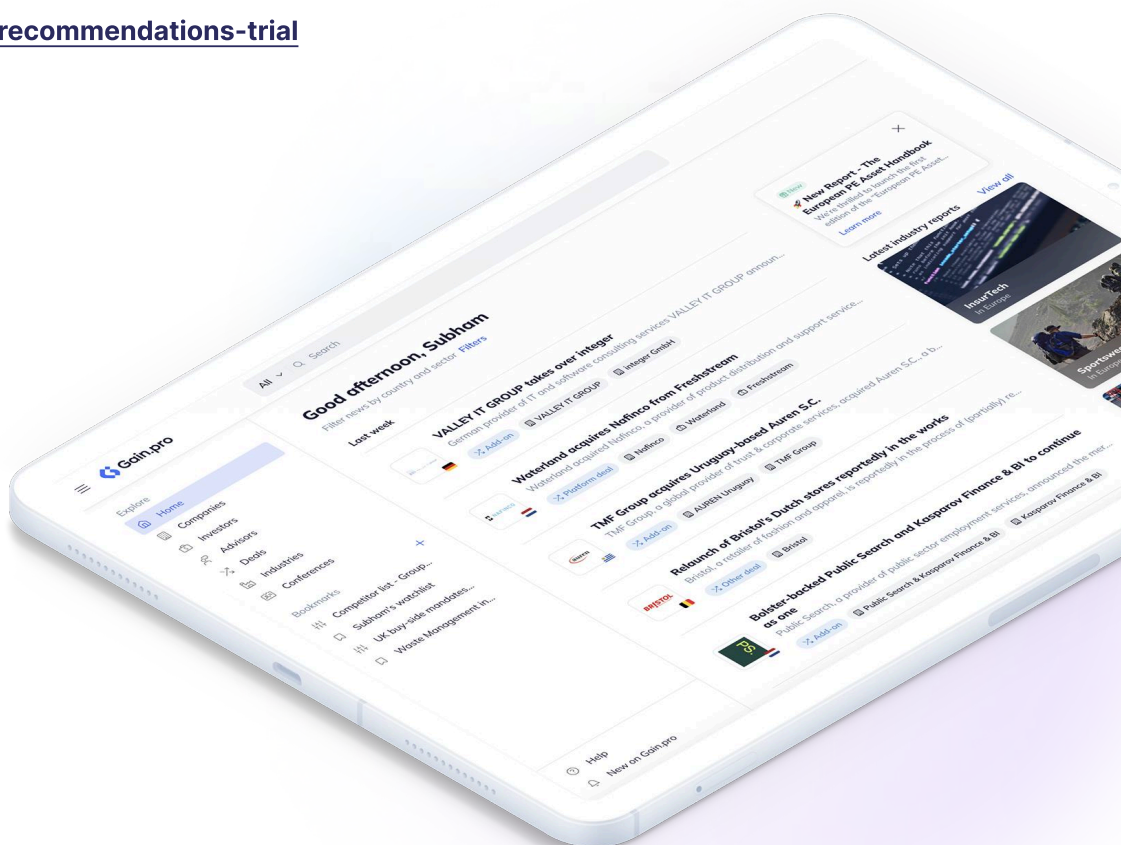
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See what Gain.pro can do for your team

Request a free trial using the link below

<https://marketing.gain.pro/recommendations-trial>

...or scan the QR code





Find, understand and track
companies that matter to you