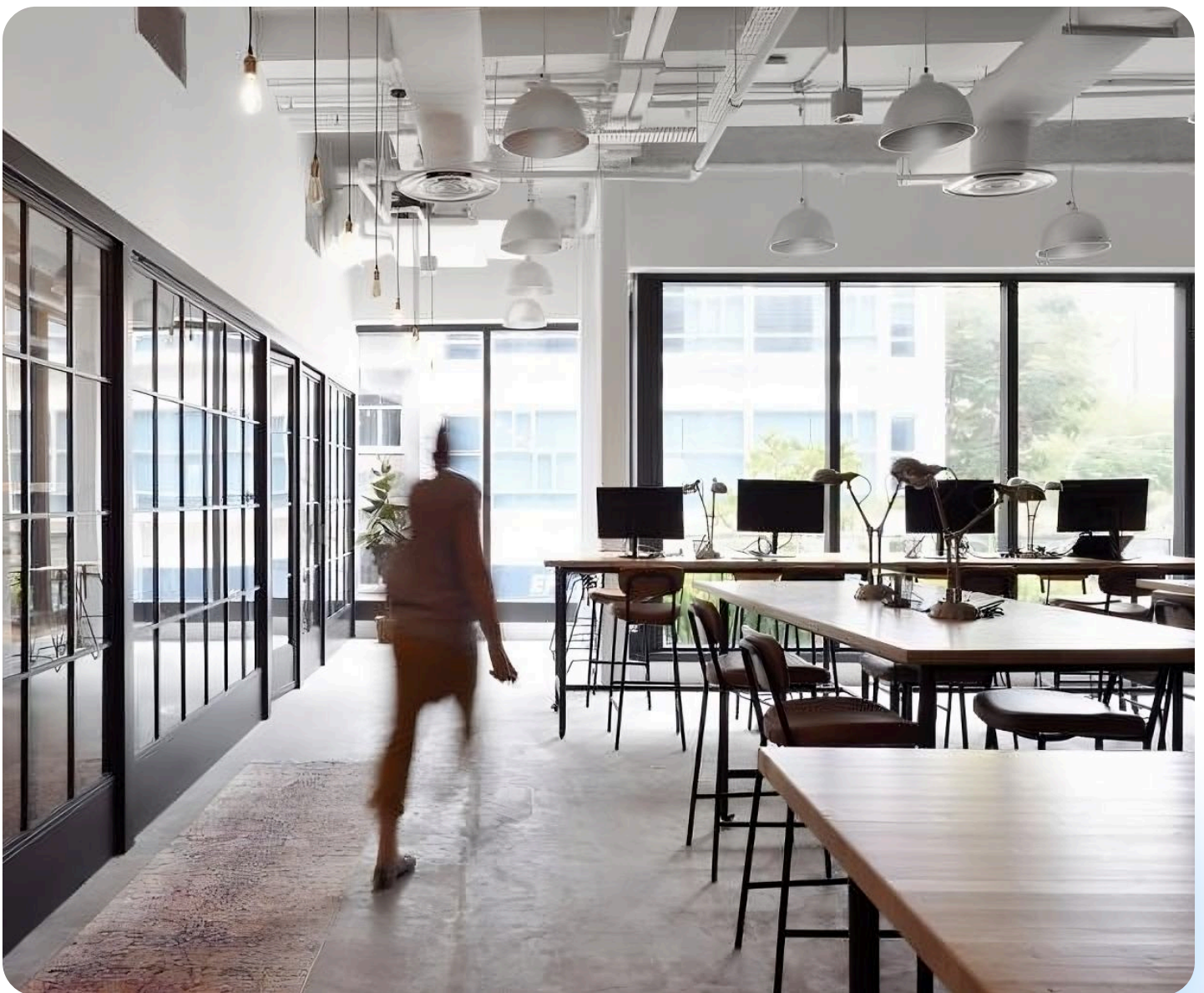


How Navitas Capital Takes a Proactive Approach to Deal Sourcing



Navitas Capital is a Dutch private equity firm founded in 2005 that partners with established businesses to drive long-term growth. The firm invests in majority stakes in Dutch companies with operating profits between €5 million and €12.5 million, that have defensible market positioning and committed management. What sets Navitas Capital apart is its flexible investment horizon and strong connection and partnership with entrepreneurs.

The Need for a Comprehensive Digital Solution

As technology and digital transformation are central to Navitas Capital's portfolio companies, they recognized that having a clear digital strategy was also key in their own operations. Before adopting Gain.pro, the team relied on manual processes and scattered information sources for their private market research and deal sourcing activities – an approach that was quite time-intensive.

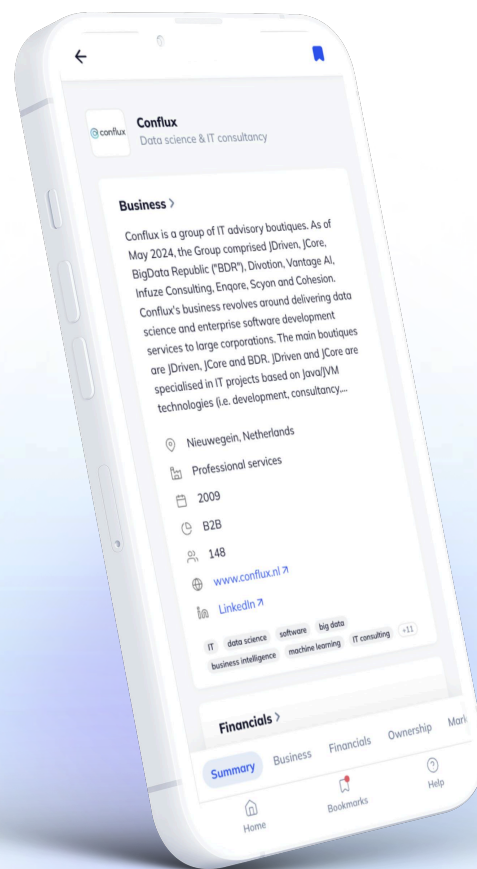
Looking to create efficiencies in their research and deal sourcing workflows, the team at Navitas Capital began searching for a private market intelligence platform that could provide comprehensive and consolidated data in one, easy-to-use platform.

Use Cases:

- ✓ Streamlining investment research and meeting preparation
- ✓ Proactive deal sourcing with advanced search capabilities
- ✓ Portfolio benchmarking and performance tracking
- ✓ Conference research and exhibitor screening

Benefits of Gain.pro: Maximizing Efficiency

Since integrating Gain.pro into their daily operations, Navitas Capital has experienced significant time savings across various activities.



“We wanted to procure a private market intelligence platform to gain more insights into new industries and companies, and to be able to find information more easily. Then someone recommended Gain.pro. What really impressed me was the completeness of the information. Being able to quickly see the risks and opportunities in a sector and finding owner names – those were the things that really excited me.”

Coen Makker

Sr. Investment Manager at Navitas Capital

“The biggest benefit is time savings. To give an example: Now when preparing for a meeting with a new company through our proprietary sourcing, I just open Gain.pro and find all the information I need. That saves me at least an hour of preparation, sometimes more.”

Coen Makker

In addition to saving time in preparing for meetings, having all the information at their fingertips allows the team to direct their focus on the conversation during the meeting, ultimately helping them put more emphasis on the relationship.

“During meetings, Gain.pro allows me to shift my focus. Instead of spending time digging for information, I can focus on the conversation itself – how I want to prepare for the meeting, the dynamics I want to create, and how to add value to the company. It lets me focus on building the relationship, which is truly valuable.”

Coen Makker

Gain.pro also helps speed up their qualification process of potential investment opportunities. With easy access

to critical information and data on companies, they are able to (dis)qualify investment opportunities faster than before.

“For example, when I'm in a meeting, I can look something up and immediately know if it's investable or if it meets our criteria – something that would typically have taken more hours to determine.”

Coen Makker

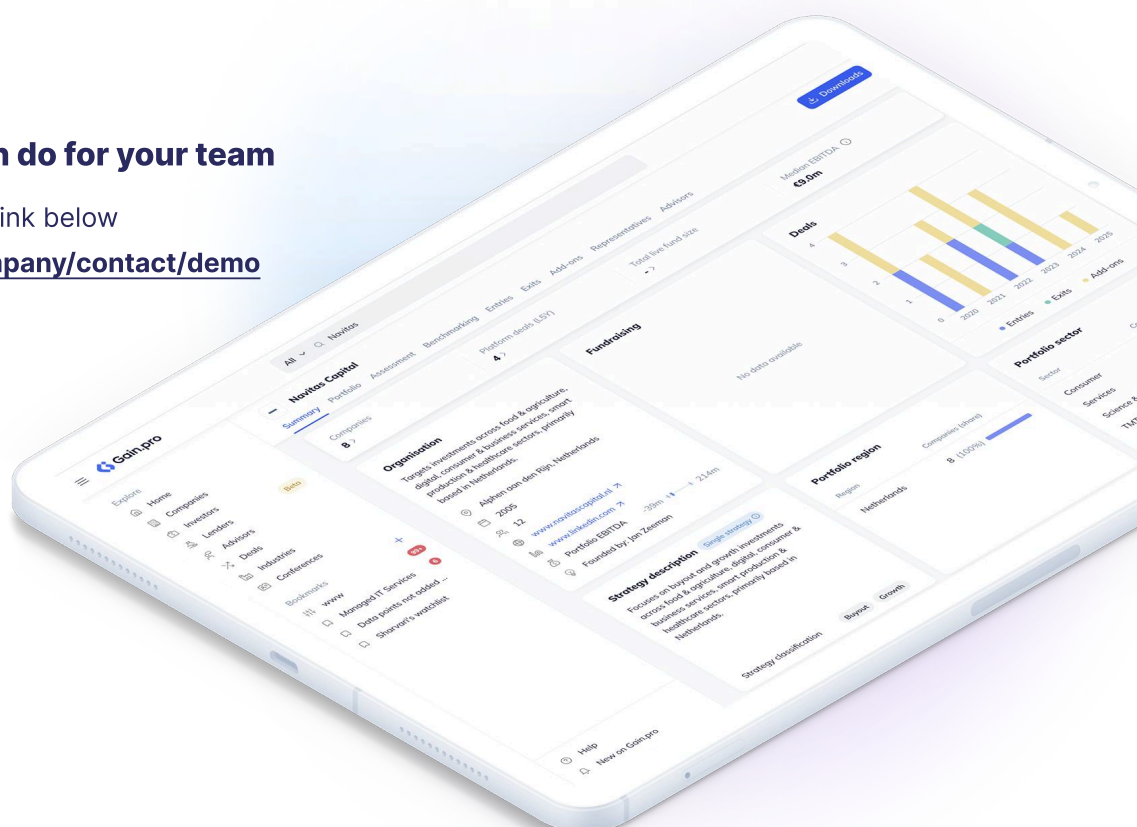
Continued Success with Gain.pro

Overall, the team at Navitas Capital has fully integrated the platform into their way of working. As they continue to leverage the platform, they're able to spend more time on what truly matters – relationship building and the human side of the work, rather than on manual data entry and similar processes. In this way, Navitas Capital strengthens their competitive positioning in their space.

See what Gain.pro can do for your team

Request a demo using the link below

<https://www.gain.pro/company/contact/demo>





Find, understand and track
companies that matter to you