

CASE STUDY

WE GET THE DEAL DONE

twoday acquired Kaito

TMT



THE DETAILS:

AUGUST 2024

FINLAND | DENMARK

twoday acquired **KAITO**

Translink acted as the advisor to the seller

KEY TAKEOUTS:

- The owners of Kaito had the opportunity to meet and evaluate a wide assortment of 24 strategic and financial buyers through Translink's offices in a well-structured, global auction process involving 175 buyer candidates from 11 countries
- Kaito attracted a total of 15 offers, of which 7 offers were increased by up to 77%, resulting a price well-above the sellers' expectations, thanks to the competitive Translink-led process

DEAL MAKERS:

Tero Nummenpää, Juuso Marttinen, Pontus Backlund

TRANSACTION ANNOUNCEMENT:

Translink Corporate Finance acted as a financial advisor to Kaito on its sale to twoday.

Translink Corporate Finance is pleased to announce that it has acted as the financial advisor to Kaito, Northern Europe's only Snowflake Elite Partner, in its strategic acquisition by twoday, one of the leading digital transformation partners in Northern Europe. This transaction represents a significant milestone in the data engineering and AI sector, enhancing both Kaito's and twoday's market positions and capabilities.

Kaito, a leading data analytics and technology consulting company formed in 2019, has established itself as a leader in modernizing enterprise data platforms and delivering advanced analytics solutions for enterprise clients across industrial, financial services and retail industries. By joining forces with twoday, Kaito will benefit from twoday's extensive resources, international reach, and market presence to drive further growth and innovation in the rapidly evolving data and AI landscape.

SUMMARY:

- Kaito, a Finnish IT service provider specializing in data-driven transformations, joins forces with twoday
- This acquisition empowers Kaito to expand its impact, leveraging twoday's established market presence to drive further innovation and growth in data engineering and advanced analytics
- The combined entity will now boast over 700 data engineering and AI experts, enhancing their ability to deliver impactful digital solutions to both private and public enterprises
- Kaito's key management reinvests a portion of their proceeds and continue shareholders in twoday

"We chose Translink Corporate Finance as our advisor based on their tone of communication, which clearly reflected their experience and high standards, together with strong personal recommendations. Throughout the process, they were consistently proactive, ensuring we were always up-to-date with the latest developments. The team demonstrated outstanding preparation and coordination at every meeting, which gave us confidence in their approach. Translink's behind-the-scenes efforts were invaluable, allowing us to remain focused on leading the company while they expertly managed the complexities of the process. We truly appreciated their exceptional support and guidance throughout this transaction."

Saku Sell, CEO of Kaito