

CASE STUDY

We get the deal done.

twoday acquired Kaito

TMT

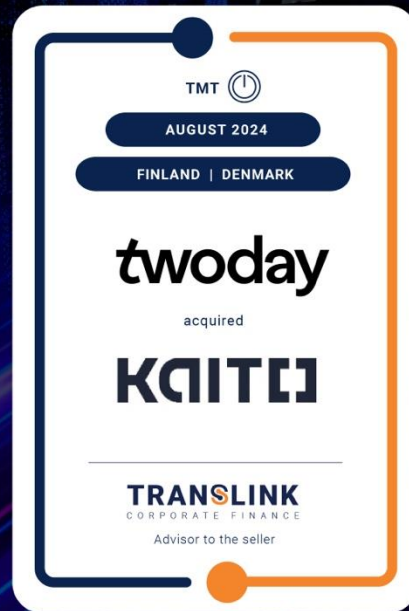


TRANSACTION ANNOUNCEMENT

Translink acted as the advisor to Kaito in its sale to twoday

Kaito is a Finnish IT service provider specialising in data-driven transformations

This acquisition significantly strengthens twoday's leadership in data engineering and AI, enhancing its ability to modernise enterprise data platforms and deliver advanced analytics to public and private enterprises



TRANSACTION HIGHLIGHTS

Founded in 2019, Kaito modernises enterprise data platforms and advanced analytics. The deal strengthens Kaito's and twoday's positions in data engineering and AI. With twoday's resources and global reach, Kaito accelerates growth. The combined entity has 700+ experts. Key management reinvests and stays on as shareholders.

KEY TAKEAWAYS

- Translink coordinated meetings for Kaito's owners to evaluate a wide assortment of 24 strategic and financial buyers in a structured, global auction involving 175 buyer across 11 countries.
- Kaito attracted 5 offers, with 7 increasing by up to 77%, exceeding the sellers' expectations, through a competitive Translink-led process.

DEALMAKERS

Tero Nummenpää, Juuso Marttinen, Pontus Backlund

"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. 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