



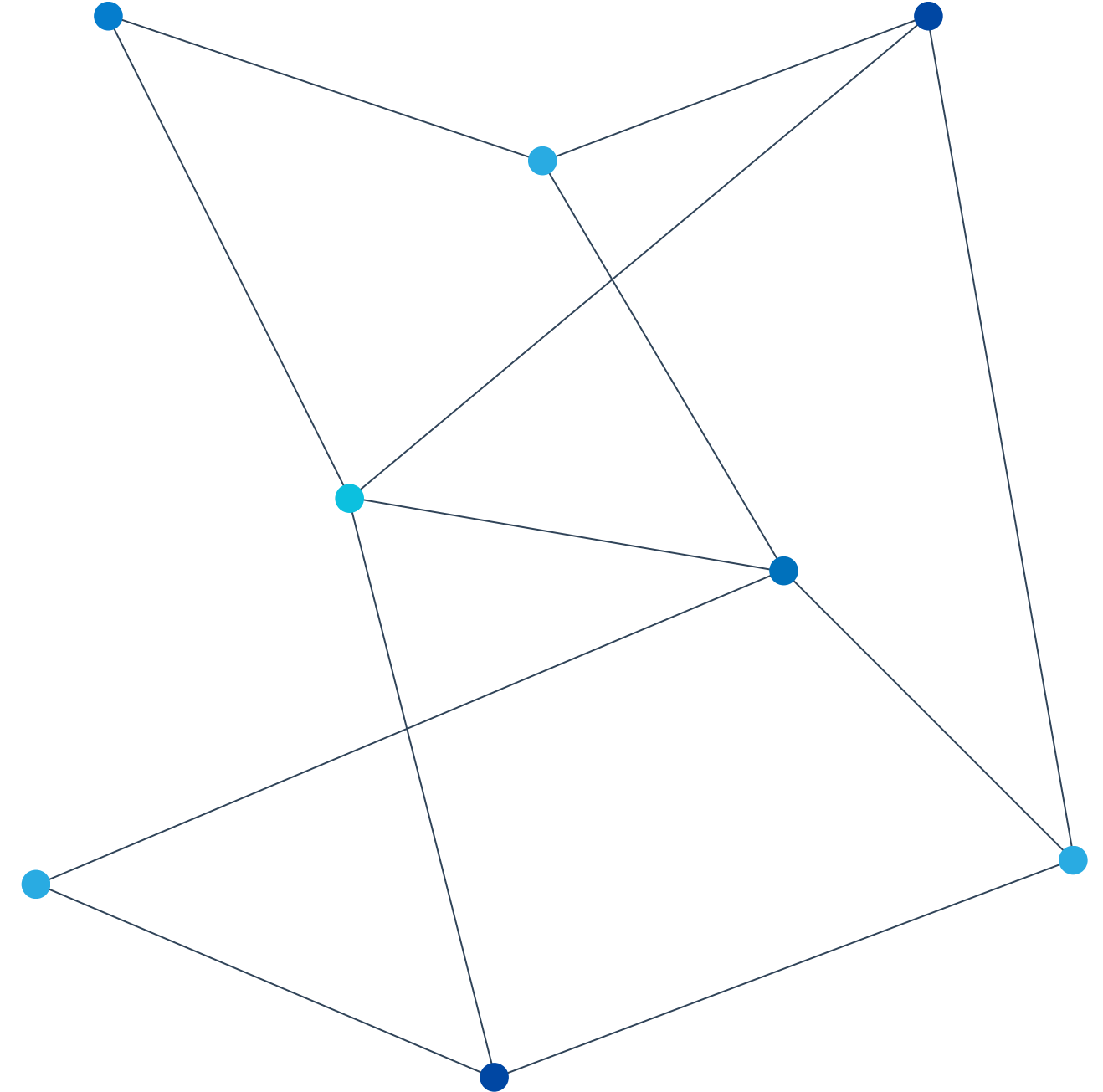
M&A Origination.

Strategic Research.

Transaction Intelligence.

Overview

Sujal Patel
Founder | Managing Partner



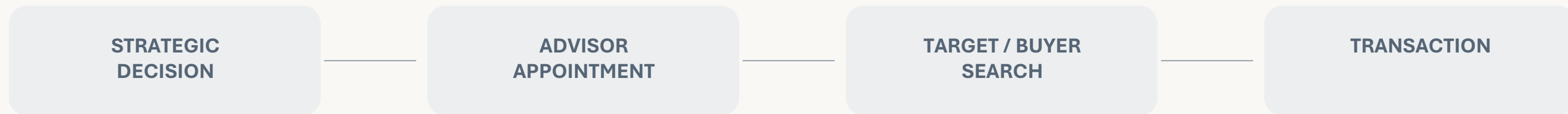
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Most M&A Processes Begin After the Opportunity Has Already Been Identified.

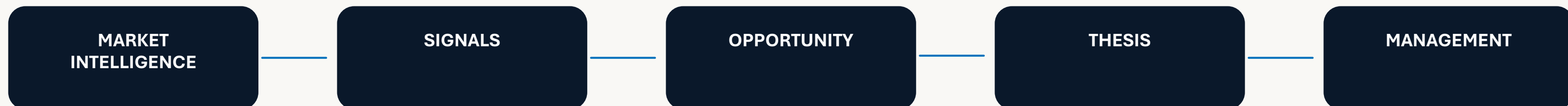
Traditional transaction advisory commonly begins when management has already decided to acquire, divest or explore a strategic transaction.

Equidex begins earlier.

A CONVENTIONAL STARTING POINT



THE EQUIDEX STARTING POINT



Before a transaction can be executed, someone has to discover why it should exist.

The Opportunity Before the Transaction

EQUIDEX ORIGINATION

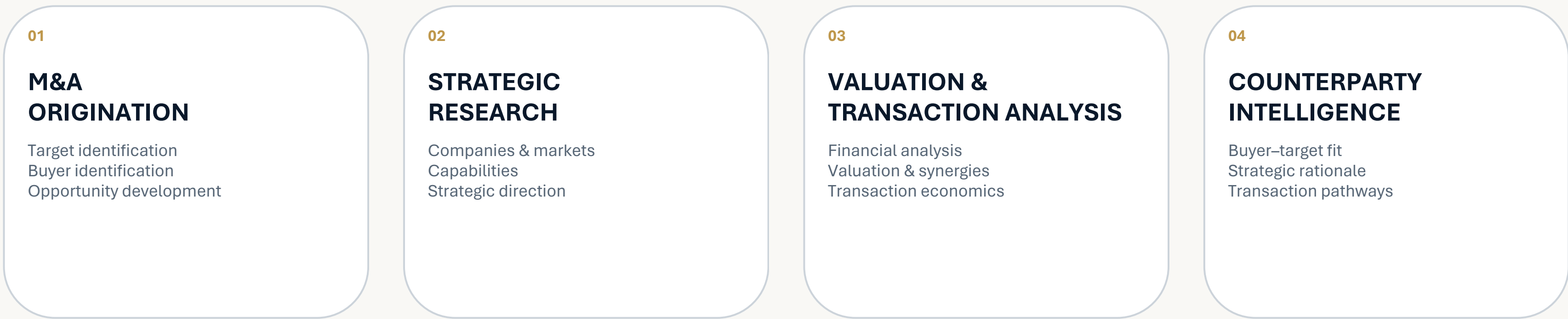


IDENTIFY. INVESTIGATE. DEVELOP.

What Is Equidex Analytix?

An independent M&A origination and strategic research firm focused on identifying and developing transaction opportunities.

We work with strategic acquirers, investors and transaction advisors—and also originate opportunities independently where our research identifies a credible M&A thesis.



Not the longest target list. The opportunities worth investigating further.

Built From Research. Designed For Origination.

“What is this company worth?”



“Who could this company be
worth more to—and why?”

The research platform originated in Australia.



Research became origination.



SUJAL PATEL

Founder | Managing Partner

Built around a research-led approach to M&A origination.

FOCUS

Target Identification • Buyer Mapping • Valuation
Transaction Rationale • Management Engagement

PROFESSIONAL DEVELOPMENT

Investment Banking – Valuation — Wiley
Accounting Fundamentals — Corporate Finance Institute
Reading Financial Statements — Corporate Finance Institute

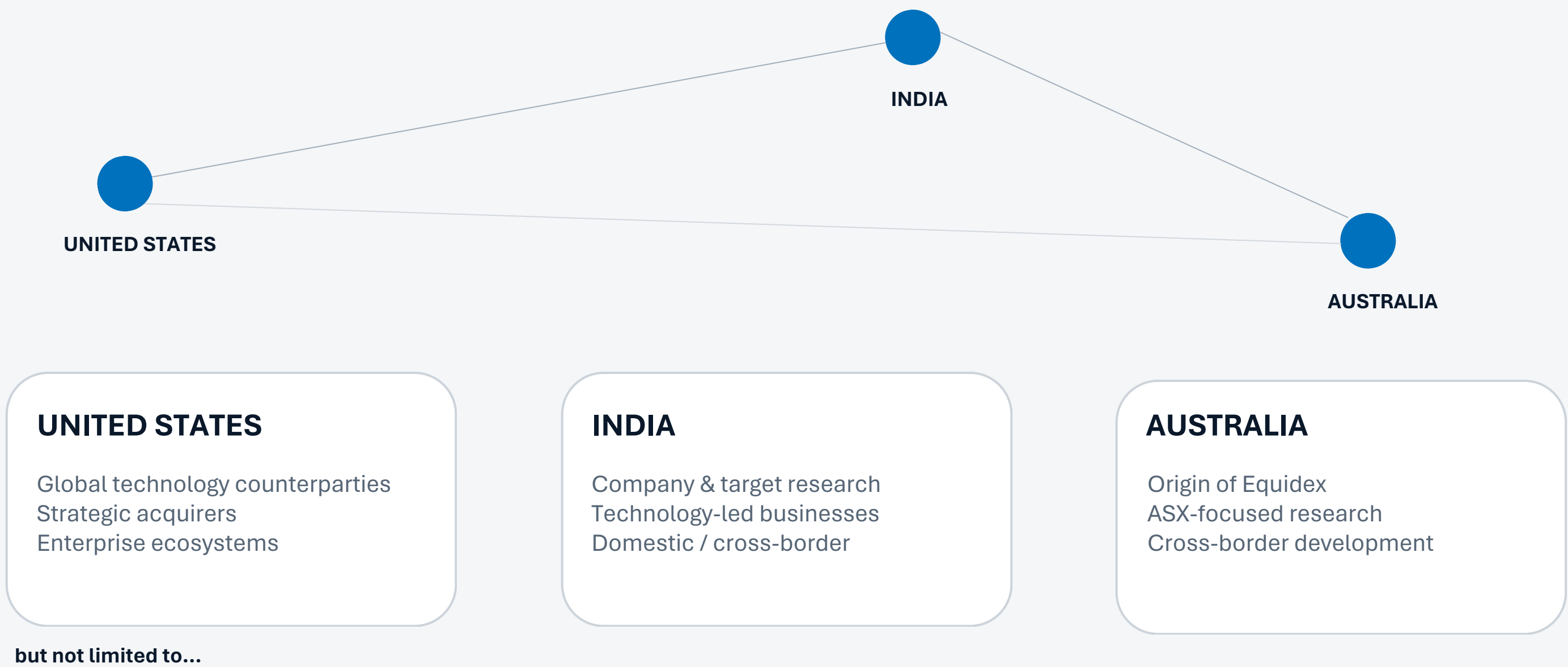
AUTHOR

Practical Guide To M&A Deal Origination

India | Australia | United States

“The best M&A opportunity may exist before either company has formally decided that a transaction should.”

ASSET LOCATION ≠ NATURAL STRATEGIC OWNER



The target and its natural strategic owner do not always operate in the same market.

TECHNOLOGY-LED BUSINESSES

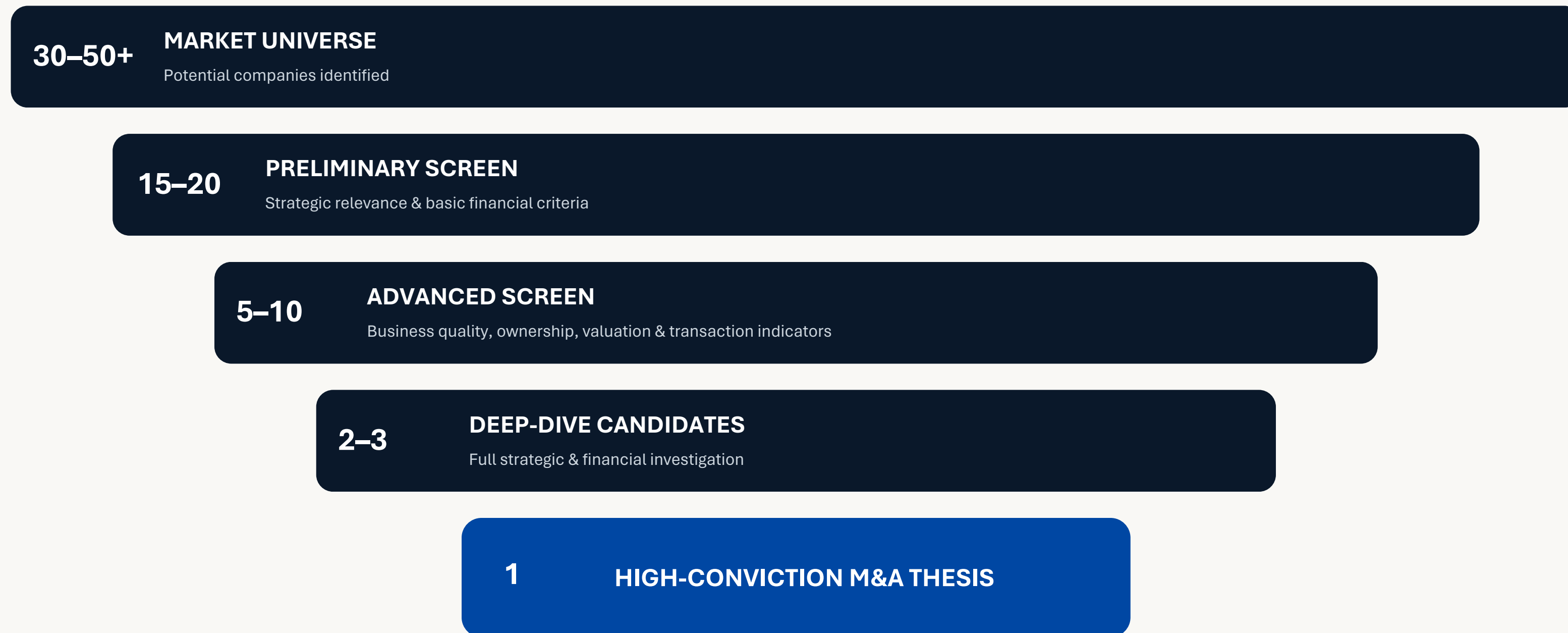


Adjacent sectors are considered where technology, data, automation or proprietary platforms materially influence strategic value.

The Equidex Origination Engine

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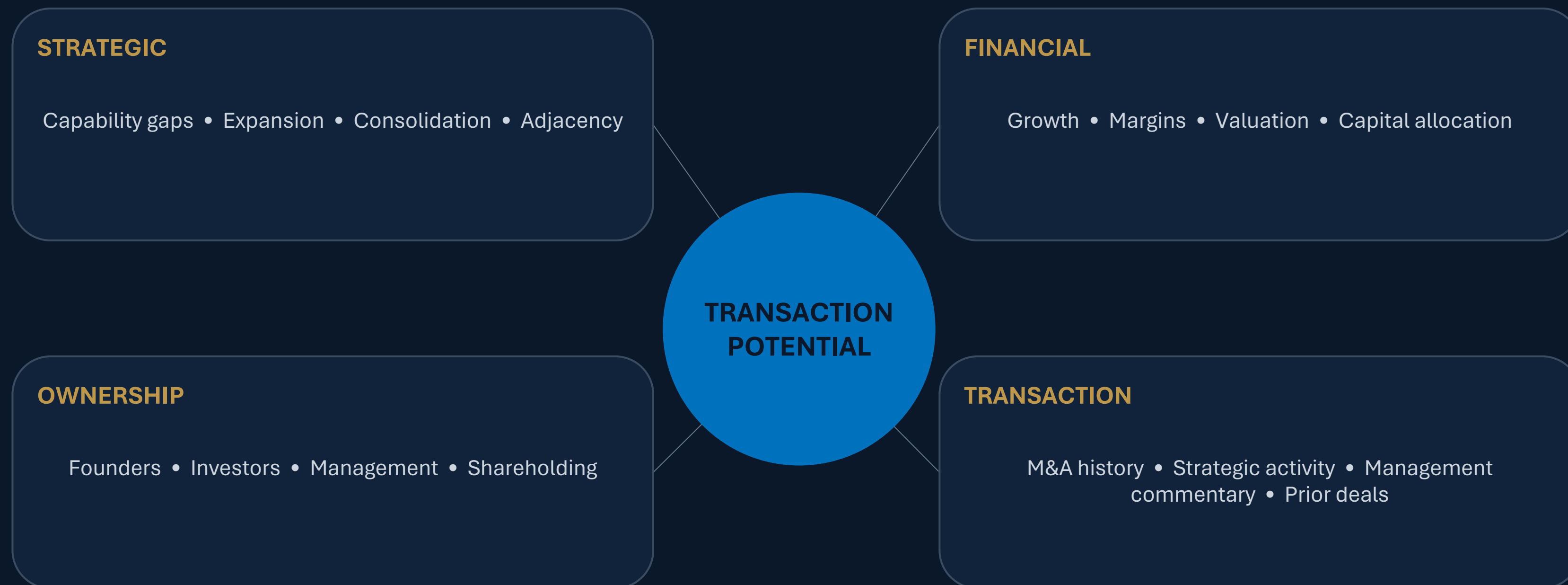
Origination is a process of elimination—not simply discovery.



Strategic relevance • Financial quality • Ownership • Valuation • Transaction indicators

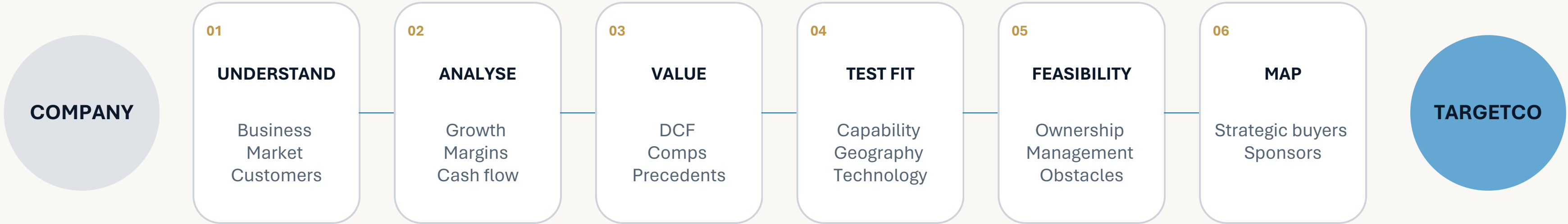
We Look For Signals, Not Just Companies

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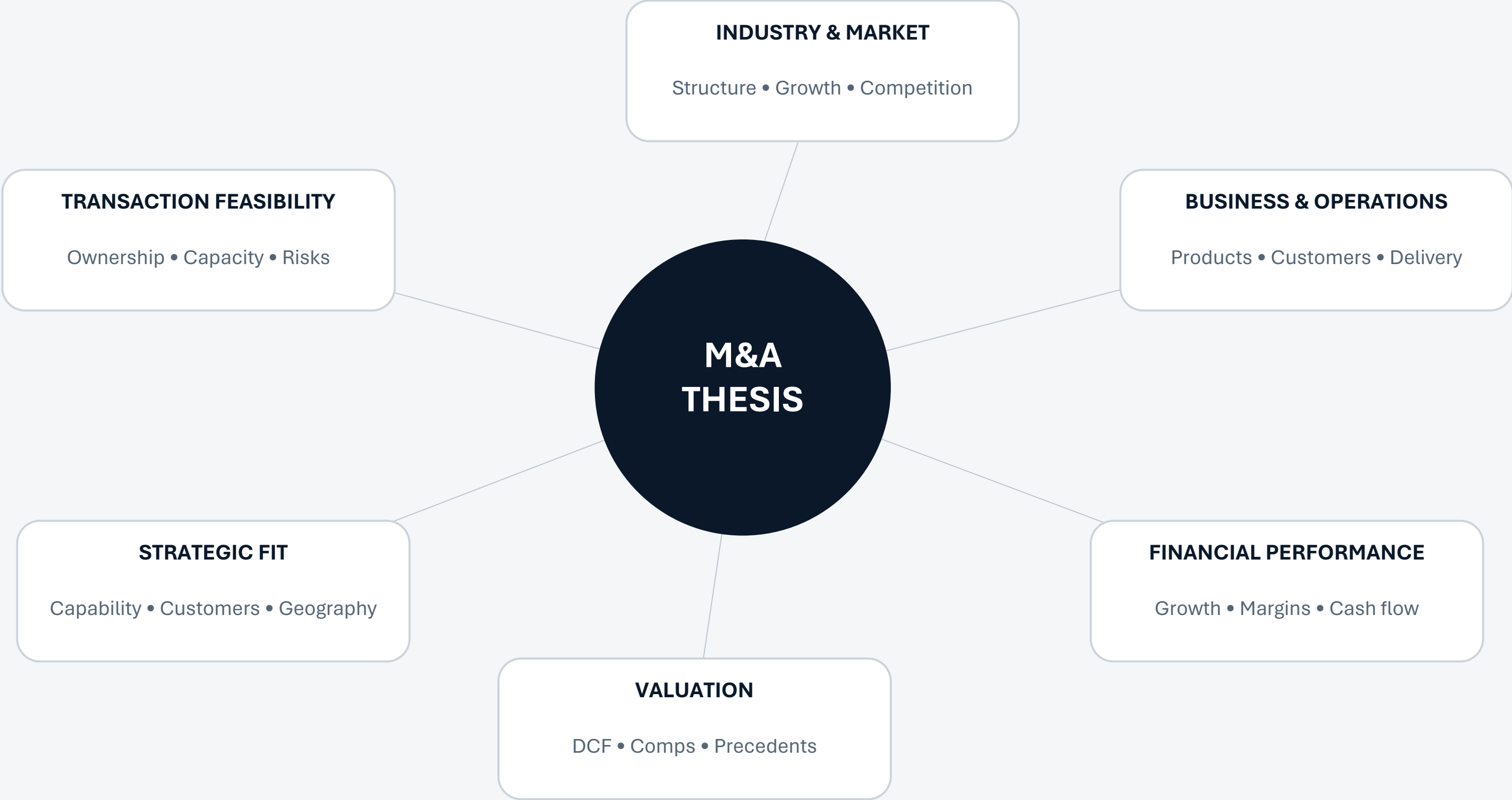
No individual signal establishes transaction intent. The thesis strengthens when multiple factors begin to align.

From Company To TargetCo



A transaction hypothesis that has survived multiple layers of analysis.

What We Actually Analyse



Strategy establishes why. Finance tests whether.

A Target Has No Strategic Value In Isolation

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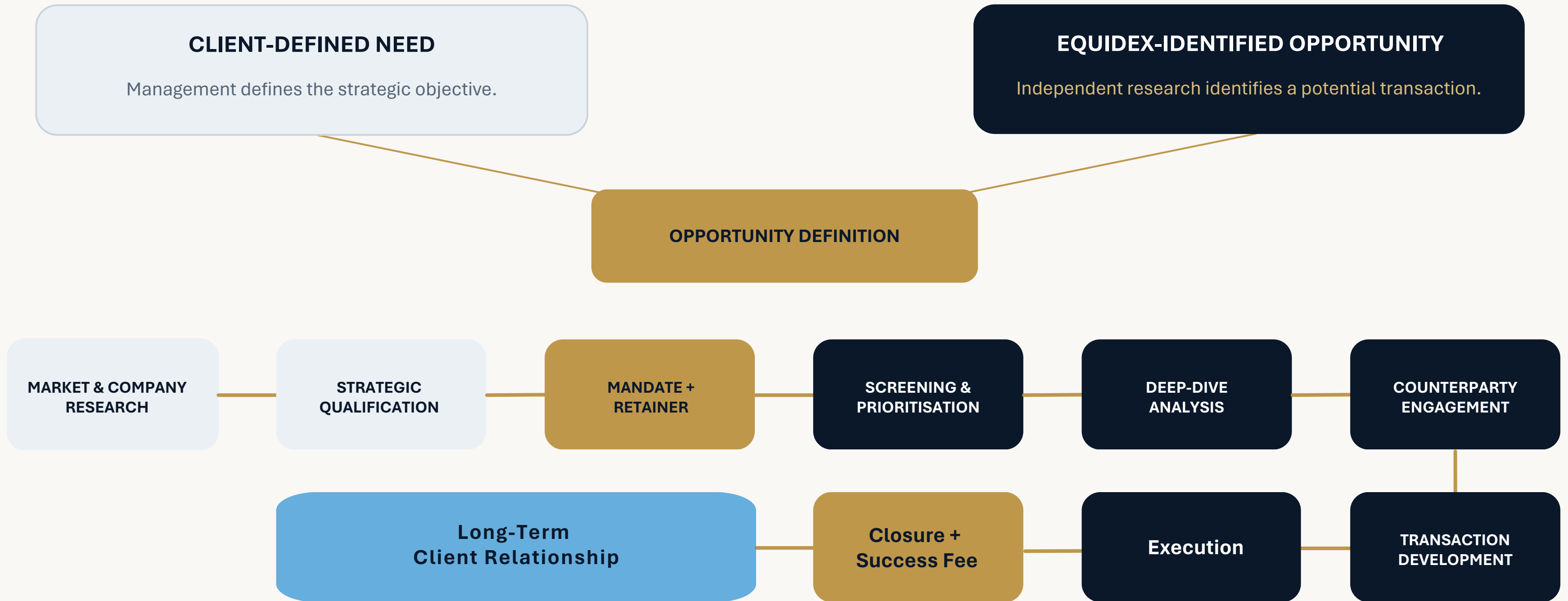
The real question is: who could create greater value from the business—and why?



The acquisition thesis lives in the combination—not in TargetCo alone.

Multiple Sources Of Opportunity. One Equidex Process.

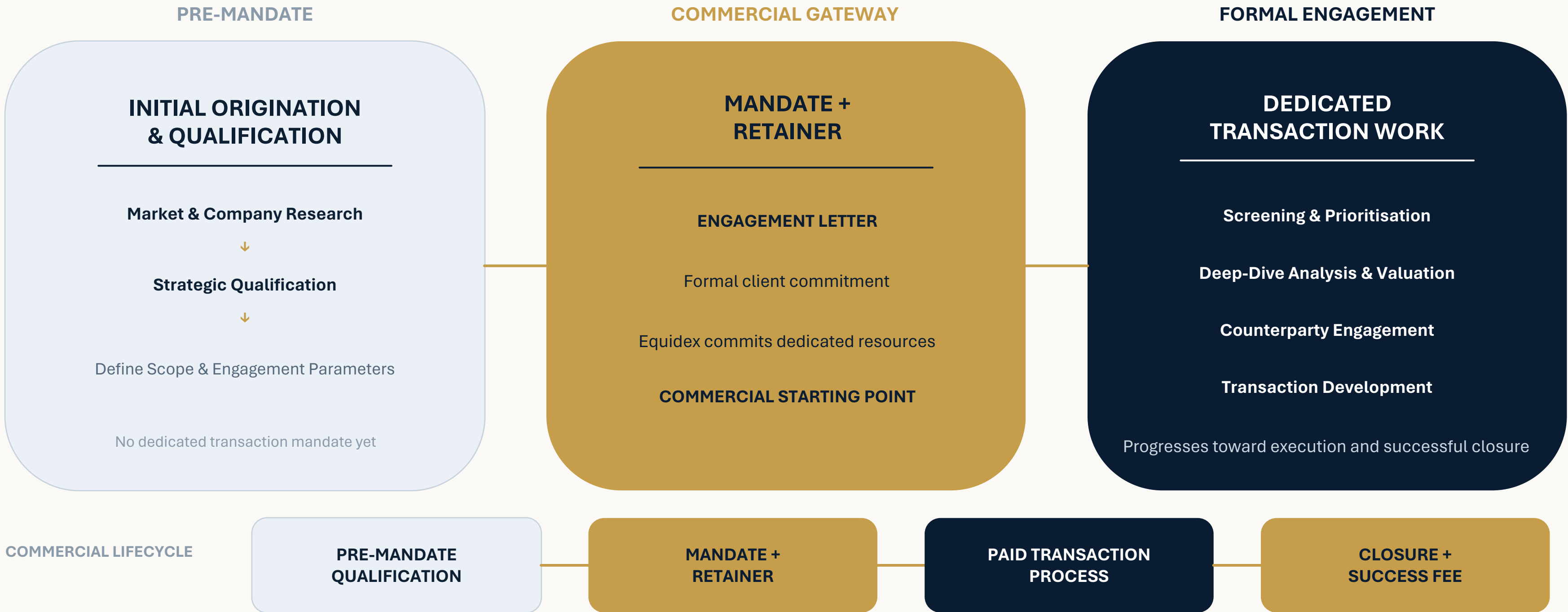
Whether the opportunity begins with a client-defined acquisition objective or is identified independently by Equidex, it enters the same disciplined origination process.



Different sources of opportunity. One commercial standard. One origination process.

Where The Financial Commitment Begins

Initial origination establishes whether an opportunity merits pursuit. The mandate and retainer mark the point at which Equidex commits dedicated resources to active transaction development.



Qualification establishes whether to proceed. The mandate establishes the commercial commitment to pursue.

What A Mandate Unlocks

FROM THESIS → ACTIVE TRANSACTION DEVELOPMENT



The mandate converts an originated opportunity into an organised transaction-development process.

RETAINER

Commitment to the work.

Fixed • Staged • Periodic

Supports the resources committed to detailed analysis, counterparty development and transaction progression.

+

SUCCESS FEE

Alignment with the outcome.

Transaction-linked

Calibrated to transaction size, complexity, scope and Equidex's role.

Professional work warrants commitment.
Successful execution warrants participation in the outcome.

One Opportunity. The Right Deal Team.

Origination is our core. Execution is built around the transaction.



Execution resources are assembled around the requirements of the transaction.

Different Roles Across The Same M&A Lifecycle



Complementary capabilities. Different points of specialization.

Our specialization is upstream: finding and developing the opportunity itself.

What Clients Should Expect

SELECTIVITY	DEPTH	INDEPENDENCE	CONFIDENTIALITY	ALIGNMENT
A small number of developed opportunities over indiscriminate target lists.	Strategic arguments supported by financial and business analysis.	Reasons not to transact are tested alongside reasons to proceed.	Opportunities and counterparties handled with appropriate discretion.	Commercial structures designed around commitment and transaction outcome.

NOT EVERY OPPORTUNITY SHOULD BECOME A TRANSACTION.

A disciplined decision not to proceed can be as valuable as identifying the transaction worth pursuing.

The Equidex Vision

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Build a global M&A origination platform.



RESEARCH identifies → ANALYSIS establishes → RELATIONSHIPS connect → CAPITAL enables → SPECIALISTS execute

Our ambition is to become the origination layer connecting companies, capital and transaction expertise across markets.

FIND THE TRANSACTION WORTH PURSUING.

M&A Origination | Strategic Research | Transaction Intelligence

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Research. Analyze. Deliver.

equidexanalytix.com

