



Q&A with Leading Technology Investment Banker Matthew Fan

CONTRIBUTOR

Matthew Fan, Managing Director | Head of Technology Investment Banking

Portage Point Partners recently welcomed Matthew Fan to lead the firm's Technology Investment Banking team. Below, he shares deeper insight into his expertise and explores trends in the industry.

What excites you about leading Technology Investment Banking at Portage Point Partners

"Over the last 15 years providing M&A advisory to both public and private technology companies, I have learned clients often require truly comprehensive advice that extends beyond the purview of traditional investment banks. Rather than merely being advised on transaction strategy when the time comes, clients also want guidance preparing their businesses to get there. By wrapping together M&A advisory with consulting capabilities that span the full business lifecycle, Portage Point uniquely addresses this need. Even in early days of my Portage tenure, clients have been extremely pleased with the long-term and comprehensive perspectives we are able to offer and deliver."

What recent trends are you seeing in Technology M&A

"After a challenging 2022 and 2023, there is a great deal of pent-up pressure amongst technology sponsors to both monetize existing investments and put capital to work in new investments. Meanwhile, well capitalized strategics continue to actively explore acquisitions. Notwithstanding, a number of headwinds remain including (i) the cost and availability of debt financing, (ii) the Fed's timing around rate cuts, (iii) conflicts in the Middle East and Ukraine and (iv) the US Presidential election. Additionally, all parties are still working through the transformative impact of Artificial Intelligence (AI). Taken together, while the window for technology M&A is certainly opening and there remain significant opportunities to transact, bid-ask spreads on valuation continue to demand thoughtful and creative advisory."

What would your clients say about you as their investment banking advisor

"For better or worse, I call it as I see it and don't hesitate to share perspectives that may be difficult to hear. It is undoubtedly tempting for any advisor to tilt toward pleasing views—but this approach is short-term minded. Even if you win an engagement through flattery, there remains the risk of fostering unrealistic expectations and failing to guide a client to an optimal outcome. Ultimately, good advisory is about solving problems, and doing so demands genuine, honest advice."

Where do you hope to take the Portage Point Technology Investment Banking Practice over the next few years

"Portage Point is uniquely positioned in the marketplace to provide comprehensive advice to our clients. Every engagement is mission critical to us and our advisory model enables us to assist across the entire business and investment lifecycle, not just at the point of transaction. Also, the team that pitches the engagement is always the team that advises and executes. We don't hand-off to a secondary "execution team" as often seen in larger firms. After all, we understand middle market clients place a great deal of trust in their advisors and appreciate that such trust cannot simply be delegated."

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MATTHEW FAN Managing Director | Head of Technology Investment Banking

Matt has extensive experience advising public and private technology companies on strategic acquisitions, leveraged buyouts, corporate divestitures and recapitalizations and exclusive sale mandates as well as go-private and take-private transactions. His industry expertise spans across critical technology sectors, including enterprise software, customer experience and go-to-market (GTM) software, cybersecurity, communications software, business and data analytics and information services.

Portage Point Partners is a business advisory, interim management and investment banking firm intensely focused on the middle market. Our blue chip team leverages bulge bracket experience in consulting, operations, finance, accounting, investment banking and investing to provide unmatched transactional, operational and financial perspectives to middle market stakeholders. The Portage Point cross-functional platform is uniquely architected to offer fully integrated capabilities and solutions that identify value capture, mitigate risk and positively impact outcomes at every stage of the ever-changing middle market business lifecycle. From ideation to monetization, Portage Point delivers excellence across transaction advisory services, transaction execution services, office of the CFO, performance improvement, interim management, investment banking, operational turnaround and financial restructuring.

Learn how Portage Point can positively impact your business at www.portagepointpartners.com.

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Investments in technology-based securities come with unique risks in addition to general market risks. Some of these risks include volatility, innovation risk, regulatory risk, cybersecurity risk, market competition, and dependence of intellectual property.

Investing in technology-based securities is not suitable for all investors. It is important to conduct thorough research and consider your risk tolerance before making any investment decisions.

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There is no assurance that any investment strategy will achieve its objectives. All investing involves risk, including the possible loss of principal. Diversification does not guarantee a profit or protect against loss in declining markets.

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