

Our Criteria

# Tech Financing and M&A

This information sheet outlines our investment criteria for raising project finance capital and advising on M&A transactions in the tech sector. For further information, contact our Tech group.

## Developed Markets

Criteria	Description
Source of transaction	Stirling Infrastructure does not work through intermediaries but will work with a panel of approved introducers. The firm will only accept instructions directly from the technology company or the investor(s).
Size of transaction	Typical range: 20 - 250 million USD Maximum: 1.5 billion USD
General assessment criteria for management team	<ul style="list-style-type: none"> <li>• management team with strong track record and clear vision</li> <li>• strong demonstration of commercial awareness</li> <li>• teams with sound academic background with subject matter expertise</li> </ul>
Technologies Stirling Infrastructure Covers	Stirling Infrastructure supports the raising of capital from both strategic investors, listed companies and institutional investors in the following sectors and technologies in which the firm has a competitive advantage: <ul style="list-style-type: none"> <li>• fintech</li> <li>• smart cities</li> <li>• energy tech</li> <li>• transport tech</li> <li>• water tech</li> <li>• proptech</li> <li>• enterprise software</li> </ul>
Jurisdictions	No restrictions.
Stage of project development	The firm has a focus on technologies that are scalable across international markets, have a clear USP and is either already revenue generating or will rapidly increase in value through strategic capital to help with the growth of the technology. Commercial deployment stage and above. We have a typical preference for projects that require capital at series B to pre-IPO. However, we will look at earlier-stage projects based on merit of the business case.

### Our Assurance

Stirling Infrastructure will only accept mandates after an objective analysis on the basis that the firm's Investment Board genuinely believes that the firm can deliver our client's objectives.

### ABOUT STIRLING INFRASTRUCTURE PARTNERS

Stirling Infrastructure Partners is a corporate finance and M&A advisor to listed companies, institutional investors, private companies, and project sponsors. The firm has an established reputation in advising pension and sovereign wealth funds on allocations of capital into the infrastructure asset class.

For further information please contact:

Stirling Infrastructure Partners Limited  
84 Brook Street  
London  
W1K 5EH

Email: [contact@stirlinginfrastructure.com](mailto:contact@stirlinginfrastructure.com)

Tel: +44 (0)20 7629 3030

[www.stirlinginfrastructure.com](http://www.stirlinginfrastructure.com)