

EX-868

FOUNDED 2000

The Company is a Global Technology Provider for the mid-market enterprise, specializing in supporting USA- and UK-HQ companies. Through a single MSA and a network of 18 wholly-owned legal entities across North America, Europe, Africa, Asia and Australia — with delivery into 190+ countries — the Company orchestrates the sourcing, deployment, management and optimization of technology for enterprises that need in-country execution at scale.

The model integrates three core pillars: Technology Sourcing (hardware and infrastructure deployment, OEM resale, import/export and IOR/EOR); Technology Services (AWS, Microsoft, 24x7 global managed support and end-to-end professional services from desk to datacenter); and Technology Optimization (lifecycle management, FinOps, cost reduction and break/fix). Each pillar contributes a distinct revenue motion — project, recurring and platform — within a single customer relationship.

The Company is executing a £30m+ Gross Profit by FY30 ('30/30' plan) — a 2.2x expansion from the current £14m base — with Adjusted EBITDA scaling from 32% to 40% of Gross Profit as the recurring revenue mix matures.

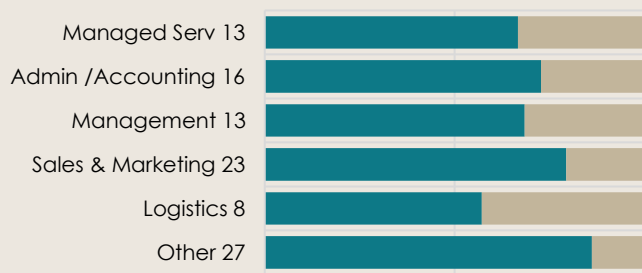
The customer base is anchored in mid-market enterprises, OEMs, SaaS providers and neo clouds requiring rapid, sovereign, cost-controlled global technology consumption.

“Company offers an immediate route to follow clients across borders: an 18-entity, 190+ country platform that lets a buyer land and expand within clients who have already gone global, capture cross-border spend it cannot fulfil today, and defend its existing base against partners able to serve both US and international markets.”



OF EMPLOYEES

100*



• 100 Global Experts, with deep subject matter, expertise in supporting Customers' global needs.



PRODUCTS AND SERVICES

Technology Sourcing

End-to-end global infrastructure deployment across 190+ countries. Hardware and network rollout, OEM and white-box resale with asset-backed finance options, import/export and IOR/EOR services with full in-country compliance, and project management from procurement through delivery to floor.

Managed Services

24x7 global support across Device, Datacenter and User estates. Also includes Microsoft 365 (CSP and Enterprise Agreement), Azure and AWS managed services.

Technology Services

Design, integration and deployment of physical and cloud infrastructure. End-to-end project services from end-user device rollouts to datacenter and platform migrations. For enterprises that need a single accountable partner across multiple countries, vendors and lifecycle phases.

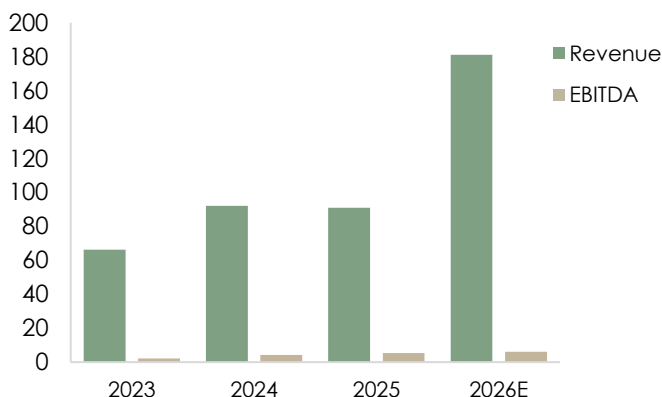
Technology Optimization

V360 asset and lifecycle visibility across the global estate. FinOps optimizing cloud spend across Azure, AWS and Microsoft 365. Contract review, vendor consolidation and asset rationalization. Break/fix that extends the life of installed technology, reducing total cost of ownership, compounding recurring revenue.



FINANCIALS

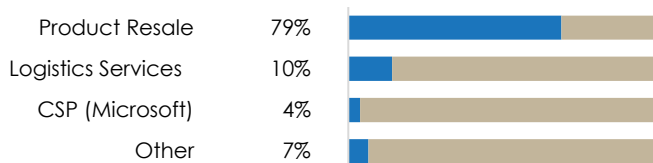
2023-2026E



Description (\$USD)	2023	2024	2025	2026E
Revenue	\$66.15M	\$92.05M	\$91.04M	\$181.16M
Gross Profit*	\$11.67M	\$15.49M	\$16.15M	\$19.13M
Adj. EBITDA	\$2.11M	\$4.99M	\$5.26M	\$6.14M
ARR**	\$3.37M	\$4.40M	\$6.68M	\$7.98M

*NOTE: Revenue reflects normalized GBP/USD for each year.
** ARR growth trajectory is 3x from 2023-2026E

REVENUE MIX (%)



“The Company’s ARR may appear modest as a share of revenue, but its growth tells a compelling story. It has expanded significantly over time, demonstrating clear progress and a shift toward more durable recurring revenue.”

INVESTMENT CONSIDERATIONS

- Global Reach. Local Execution. Immediate Scale. The moat is not the countries the Company covers; it's their ability to execute compliantly, reliably and at speed wherever their customers need them to be.** Through a network of owned entities and trusted in-country partners, the Company delivers compliant commercial and operational execution across 190+ countries, including local invoicing, customs compliance, deployment, and lifecycle services. The unique value lies in the combination of people and geographic reach. While buyers would need years to establish legal entities, build local teams, navigate regulatory requirements, and develop trusted delivery relationships market by market, the Company rapidly follows customers wherever they choose to operate. With the right strategic acquirer, the Company's coverage could expand into dozens of additional countries far faster than traditional expansion models allow. The Company is not constrained by the speed of building infrastructure; they are enabled by the speed of activating trusted local execution capability. This creates a substantial barrier to entry and a durable competitive advantage based on execution speed, operational reliability, compliance, and customer proximity, areas where hyperscale-led consumption models cannot easily compete.
- 30/30 Growth Trajectory: £30m+ GP and 40% Adj. EBITDA to GP Margin by FY30:** A clear five-year plan from £14.2m GP at 32% Adj. EBITDA margin (FY26) to £31m GP at 40% (FY30). Operating leverage from recurring-mix expansion and a disciplined cost base (budget held flat as GP scales).
- Mid-Market Sweet Spot: Defensible Niche:** Larger Tier 1 providers (Computacenter, CDW, Bechtle) treat mid-market as channel-served and lack of in-country fulfillment outside core geographies; smaller competitors lack the global footprint. The combination of global reach, mid-market focus, and platform consumption occupies a defensible position with high switching costs and limited direct competition, aligned to the long-term shift toward consumption-based procurement.
- Global Platform. Embedded Global Execution Layer:** An in-development platform digitising quoting, deployment, invoicing and lifecycle services into a single global operating model. By embedding the Company directly into customer and partner workflows, the platform increases stickiness, strengthens retention and creates a scalable competitive advantage that extends beyond individual transactions or revenue streams. It underpins future growth by making the Company increasingly integral to how customers procure, deploy and manage technology globally.
- Diversified Customer Base + Tier-1 Vendor Relationships:** 200+ enterprise customers across IT, Gaming, Data Centers, Financial Services and Telecoms. Tier-1 partnerships with Microsoft, Arrow, Ingram, Dell, VAST and HPE create a flywheel of channel access and consumption-deal flow.

VENDORS AND PARTNERS



VERTICALS

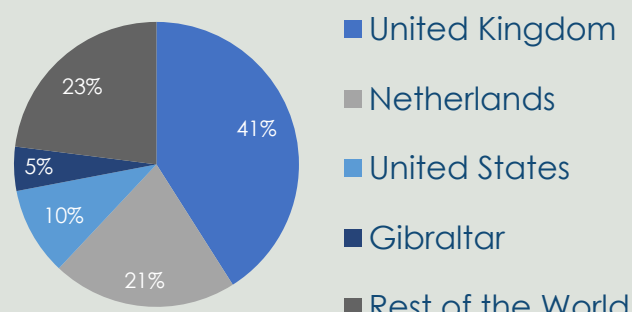
- HYPERSCALERS / NEOCLOUDS
- SaaS PROVIDERS (w/ hardware footprint)
- GAMING
- DATA CENTERS / COLOCATION
- OEMs (global deployment rails)
- FINANCIAL SERVICES & TELECOMS

CUSTOMERS BY THE NUMBERS

CUSTOMERS: 200+
RETENTION: Positive net revenue retention, multi-year customer relationships

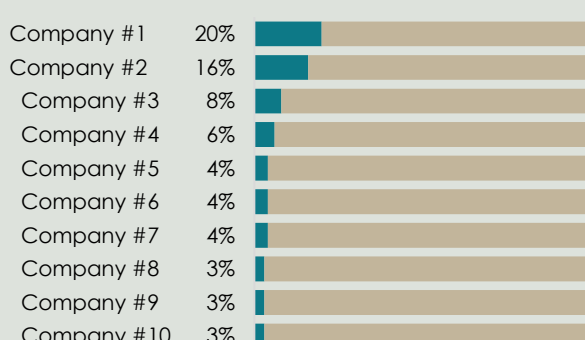


BY LOCATION:



CUSTOMERS BY REVENUE

TOP 10 = 71%



NEXT STEPS

To learn more about company EX-868 please sign the linked NDA and return to the ITX team. Our team will follow up with a mutually executed NDA and make an introduction to the Company's leadership team.

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[Asset Listing](#)

