



FAQ

WHAT IS AN INSTITUTIONAL BUYER?

In Mergers & Acquisitions (M&A), an **institutional buyer** is a large entity that invests on behalf of others—such as pension funds, endowments, insurance companies, or financial institutions.

They can act as either strategic buyers (purchasing for long-term growth) or financial buyers (seeking investment returns).

How They Operate:

- **Investment Focus** – May invest through private equity, venture capital, or hedge funds, depending on strategy.
- **Why They Invest** – Seek high returns, diversification, and exposure to successful companies.
- **Resources & Expertise** – Bring deep financial strength, operational experience, and access to capital.
- **Market Presence** – Often work with investment banks and advisors to find and pursue large-scale transactions.

Key Takeaway:

Institutional buyers are a powerful force in M&A. With their capital, expertise, and scale, they provide liquidity to the market while helping companies grow and create long-term value.

WHAT WE DO

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