



Leveraging digital tools

How Clairfield supercharges their private market research with Gain.pro



Navigating global markets with technology

Ranked among the top firms worldwide, Clairfield International has developed a global network of top performing advisors, serving a diverse client pool of family businesses, multinational corporations and financial investors. Since founding in 2004, the group has expanded across 30 countries globally, with 80% cross border execution. In the last 5 years, Clairfield International has closed over 750 deals worth a cumulative deal value of €33bn.

As they manage their ever expanding team of advisors, the group has been increasingly using technology to streamline their operational workflows. In fact, they have developed a dedicated Digitalization Committee within their National Board of Clairfield to facilitate these projects.

Hans Buysse, Managing Partner Clairfield Belgium, has been spearheading these efforts within the Belgium office where there was an opportunity to enhance and create efficiency in the team's private market research workflow with the use of technology.

The team was looking for a platform that provided **high quality data in a centralized system** that would allow them to speed up their market research without waning on quality. Not only would this reduce the amount of tedious work, but would facilitate faster, more confident decision-making. With technology in mind, Clairfield Belgium sought out a private market intelligence platform that would fit their specific use cases.

Choosing Gain.pro as their go-to private market intelligence

In general, it is difficult to find accurate and centralized data about certain topics and companies in the private market, but Hans Buysse says:



“The points that we wanted to solve were to reduce the amount of uninteresting work, gain time when preparing comparable analysis within sectors and companies within the same sector and be able to move forward quicker on projects.”

Hans Buysse

Managing Partner Clairfield Belgium

“Gain.pro allows for one database, centralizing key information into industry research reports, providing insights into the market, its players and previous M&A activity.” says Hans Buysse.

Access to comprehensive industry reports

One of the primary reasons why Clairfield Belgium procured Gain.pro was for the in-depth industry reports. Previously, their team of analysts would spend hours on market research – looking into sectors, companies and private equity firms. But with Gain.pro, they could significantly reduce the amount of time spent on this task.

“The main reason we wanted to explore the platform further was because of the industry reports. Every week, Gain.pro publishes an in-depth industry report, and these intelligence reports are very useful for multiple reasons. They summarize an industry which is always very helpful. They segment it so we have a nice categorization to help structure our ideas or our approach. The competitors listed help us learn of players that we would not have previously thought of or help us discover new ones.”

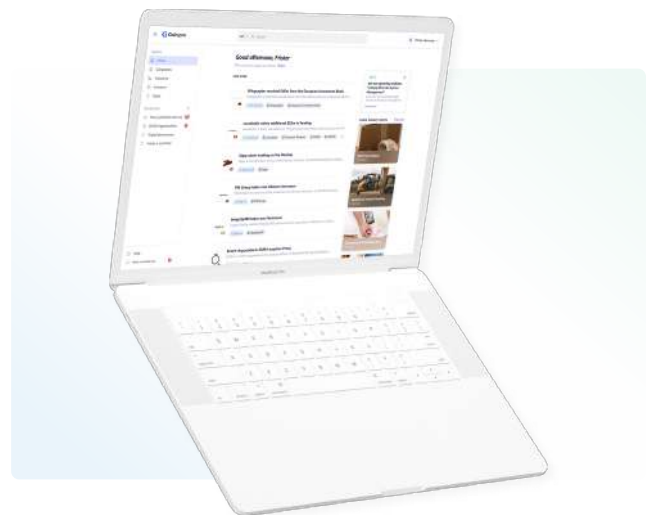
Alexander Vangoirdsenhoven

Our deep dive reports compile information and insights from reputable sources as well as interviews with c-level industry executives. This is so we can provide the most relevant information and data on topics including ESG ratings, market outlook and segmentation, just to name a few.

Since leveraging Gain.pro’s market reports, Clairfield Belgium has been able to drastically cut down the time it takes to profile an industry and they have also gained much better visibility when mapping.

“In the private market space, Gain.pro is unparalleled in providing the intelligence we need.”

Alexander Vangoirdsenhoven



Financials	2020	2021	2022	2023	2024	2025	2026
Revenue	311.4	333.3	363.7	404	476.7	543.4	619
Gross margin	152.6	167.4	196.6	224	271.5	311.9	361.9
EBITDA	30.8	41.8	42.4	57	74.2	91.2	100
EBIT	15.8	21.3	16.4	21	15.6	21.2	27.2
CAPEX	13.7	12.7	17.0	-	26.3	31.3	-
Total assets	302.3	241.7	442.3	533.7	1,096.9	1,113.3	-
Net debt	47.3	78.7	146.7	141.4	221.1	221.1	-
Total working capital	56.5	65.5	78.4	74.4	74.8	88.8	-
FTS	1,304	1,687	2,819	3,249	2,927	3,041	4,000

Notes

- FY2020-2022: EBIT adjusted for goodw@ amortization (€3.8m in 2020, €1.0m in 2021, €3.1m in 2022)
- FY2020-2021: EBIT adjusted for non-recurring expenses (€4.8m in 2020, €1.0m in 2021, €1.0m in 2022)
- FY2021-2022: Revenue, gross margin and EBITDA adjusted for non-recurring expenses (€2.5m in 2021, €0.7m in 2022, €3.5m in 2022)
- FY2022: P&L items verified due to limited book value (reversal of book tax holiday P&L from 2022 to 2023, adjustment related to interest on management of revenue accounts related to the full year 2022) shown gross margin and EBITDA, extrapolated by applying the respective average margin of FY2020-2022 on the corresponding revenue volume
- FY2020: Change in working standards leading to capital
- FY2021: Shown adjusted EBITDA higher than gross margin shown due to adjustments (interest expense & non-recurring expenses)
- FY2020-2022: Adjusted EBITDA as reported by A&L Global
- FY2022: Revenue and EBITDA volume based on management outlook in FY2022
- FY2022: Revenue and EBITDA volume based on Company website July 2022

Legal entities

Entity	Parent	Entity number	Entity type	Est. 2020	Est. 2021	Est. 2022	Est. 2023	Est. 2024
A&L Global Pte Ltd (1)	1981 212491	-	-	-	-	-	-	2019-2023
A&L Global Group GmbH (1)	888 283 44	Germany	-	-	-	-	-	2014-2019

Sources

Date	Type	Notes
Annual report 2024-2019	Documents	Company website
2024-2019	Annual report	Company website
2024-2019	Annual report	Company website

Ability to discover new companies

Another way in which Clairfield Belgium leverages Gain.pro’s industry reports is to discover companies in their focus market as well as to find similar and adjacent players in other countries. We use the power of generative AI to build these lists of similar and adjacent companies so they are accurate to the search query.

“On occasion, Gain.pro is able to provide us with new companies in certain markets that were not previously on our radar.”

Hans Buysse

Insight into private market companies

With Gain.pro, Clairfield Belgium is able to quickly capture a view on the companies that interest them most.

“When I need to quickly check a company, it only takes two seconds to look it up. It’s very nice not having to go through a tedious database for research. Gain.pro centralizes everything and has a nice user interface for this.”

Alexander Vangoidsenhoven

To quickly understand target players, they consult Gain.pro’s company profiles which capture relevant information and data, including:

- ✓ Succinct business descriptions
- ✓ Business model assessments
- ✓ Cleaned financials
- ✓ Market positioning

They often use these profiles to easily capture a view of a company’s history. Through the ownership tab, they can find the company’s platform deal history as well as any previous acquisitions and divestments.

Whenever they need to dive into the details of a company’s financials, they make use of our export function where they can download an Excel spreadsheet that allows them to analyze the company from their own specific angles.

“Gain.pro always provides a nice section of sources which is something I find very comforting. It is good to know that what I’m looking at – what I’m analyzing – has been gathered and cross checked prior to me seeing it. I can also then cross check that information again myself.”

Alexander Vangoidsenhoven

Trust in accurate and reliable data

For Clairfield Belgium, a critical requirement when procuring a private market intelligence platform was that the information and data had to be accurate and reliable.

“That is something that is very important in our industry. We cannot be making accuracy mistakes. So having the ability to cross check data is very important.”

Alexander Vangoidsenhoven

When they found Gain.pro, there was no question that our information was the highest quality on the market. To ensure our data is always to the highest standard, we take a 6-eye approach to reviewing our work, whereby 3 investment professionals validate the information prior to it reaching the platform. We also leverage advanced technology to ensure we have the latest metrics available.

As a part of their best practices, the Clairfield team cross checks all of their information to always deliver accurate insights for their clients. Since implementing Gain.pro, this process has gotten easier for them as we list all our sources.



Gain.pro's impact on Clairfield Belgium

Since integrating Gain.pro into their daily operations, Clairfield Belgium has seen significant improvements in their workflows.

"On the research side, the impact from Gain.pro is very sizable. The time it takes to do research has gone down tremendously. We are able to more easily cross check all our information and we're also able to delegate more interesting work to our interns – which I think they all appreciate. So, workflow-wise, it has been very useful!"

Alexander Vangoidsenhoven

Delegating more interesting work to their interns has had a tremendous impact on the firm as a whole. Hans Buyse notes that "the team is able to spend more time digging deeper into a number of analyses which ultimately improves our scoring in the market."

In addition to this, they have benefited from Gain.pro in strategic discussions with clients.

"We often have meetings with prospective clients or existing clients where we provide them with market insights that are very specialized or deep that you would normally not be able to capture in the given time frame. But because we have such ease of access to information with Gain.pro, we have been complimented many times about how accurate our data is and how we did a good job in our preparations."

Alexander Vangoidsenhoven

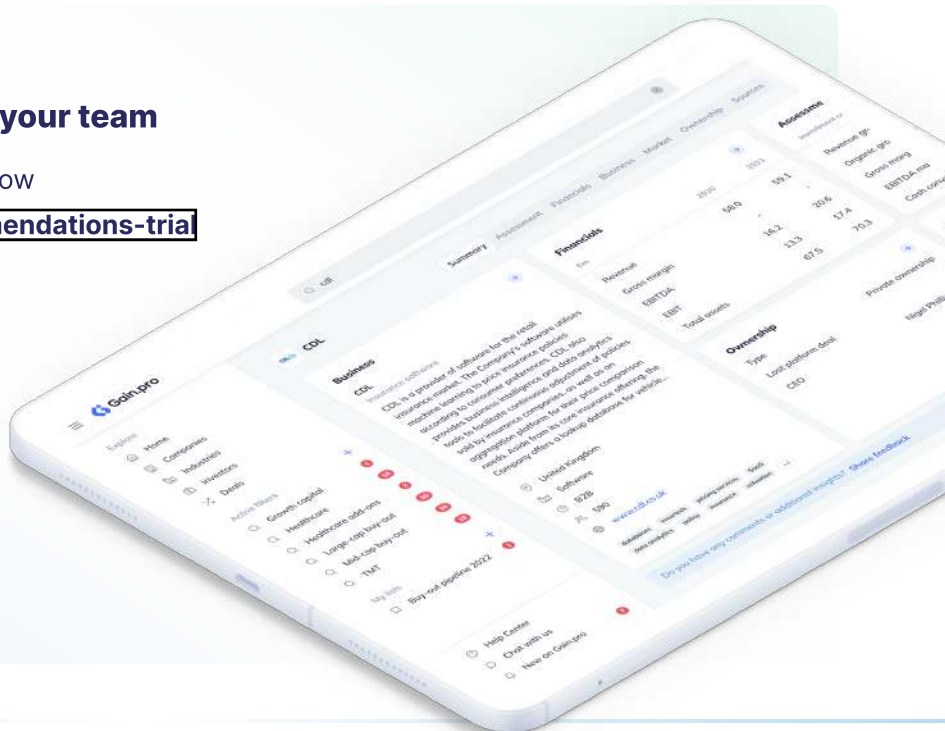
As Gain.pro evolves with greater coverage and platform functionalities, Clairfield Belgium further increases their efficiency and effectiveness as a team. This means they can continue providing the highest quality service to their clients and being regarded as a top player in the industry.

See what Gain.pro can do for your team

Request a free trial using the link below

<https://marketing.gain.pro/recommendations-trial>

...or scan the QR code





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companies that matter to you