



CORPORATE BROCHURE

Built to grow

Advancing Vertical Software Through Discipline,
Structure, and Artificial Intelligence

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WHO WE ARE

Shaping the future of vertical market software

Based in Montreal, Canada, Valsoft acquires and operates vertical market software businesses that power essential industries worldwide.

With more than 150 companies across 20+ industries and 14+ countries, we operate a global portfolio of mission-critical software businesses.

Our focus is simple: strengthen companies, expand capability, and position them for sustained growth.

OUR MODEL

Decentralized execution. Institutional strength.

Valsoft operates through specialized operating groups aligned by industry.

Each business retains:

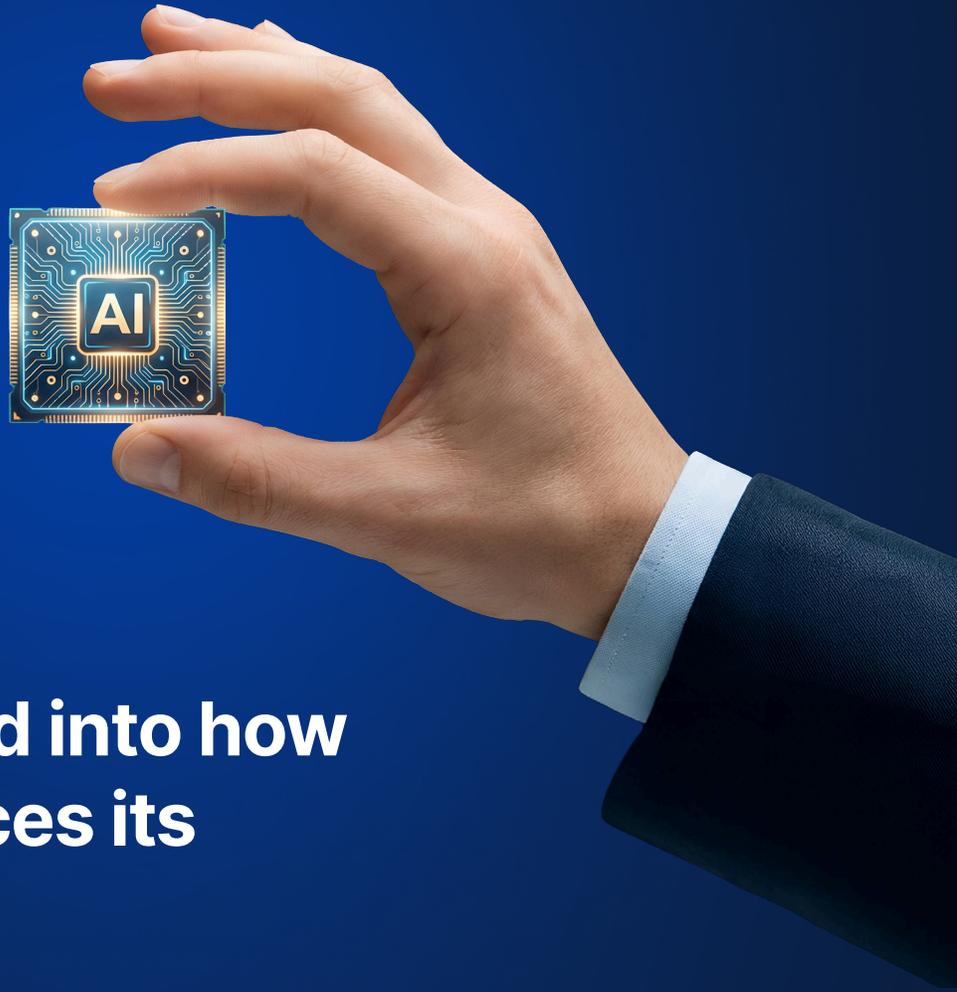
- ✔ Its leadership
- ✔ Its brand
- ✔ Its customer relationships
- ✔ Its product direction

At the same time, each company benefits from:

- ✔ Access to capital
- ✔ Governance structure
- ✔ Artificial Intelligence capability
- ✔ Shared infrastructure
- ✔ Cross-portfolio collaboration

This balance enables entrepreneurial agility within a disciplined framework.

ARTIFICIAL INTELLIGENCE AS A CORE CAPABILITY



AI is embedded into how Valsoft advances its portfolio.

Through centralized AI development and dedicated execution teams, we support:

- ✔ Product-level AI integration
- ✔ Workflow automation
- ✔ Decision-support systems
- ✔ Reporting and analytics
- ✔ Industry-specific AI applications

AI is treated as an operational capability that strengthens products and drives measurable improvement.

OUR OPERATING GROUPS

Empowering our portfolio to grow further

Valsoft's portfolio is organized into focused operating groups, each responsible for acquisition, performance, and strategic advancement within their verticals.



Each group operates with accountability and autonomy, while benefiting from shared capital, infrastructure, and AI capability.

OUR ACQUISITION APPROACH

Strengthened by purpose

We acquire majority or full ownership stakes in vertical software businesses across a range of lifecycle stages.

We are active across:

- ✓ Growth businesses
- ✓ Established market leaders
- ✓ Mature and stable companies
- ✓ Carve-outs and divestitures

Our transaction approach is disciplined, efficient, and structured for certainty.

Our Global Network

Our long-term ownership model, access to capital, and shared AI capabilities provide a stable foundation for growth.

+150

Companies

+20

Industries

+14

Countries

+4000

Employees

EXECUTIVE LEADERSHIP TEAM

Leaders driving growth

Valsoft is led by an experienced executive team with deep expertise in software operations, capital allocation, and strategic growth.



Sam Youssef
Founder & CEO



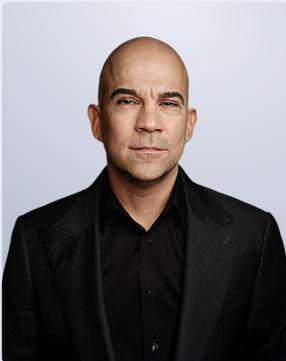
Steph Manos
Co-Founder



Michael Assi
Chief Operating Officer



Joseph Khoubbieh
Chief Investment Officer



David Felicissimo
General Counsel



Erica Singerman
Head of People



Mitch Bourassa
Executive VP of Operations



Wissam Alame
Co-Founder

OUR OPERATING GROUP LEADERS

Together, we shape what's next

Each operating group is led by experienced managing partners responsible for acquisition strategy, operational performance, and vertical leadership.



Michael Assi
CEO & Managing Partner



Anthony Caruso
Managing Partner



Christopher Malouf
Managing Partner



Antonino Piazza
Managing Partner



Gaurav Goyal
Managing Partner



Joe Farruggia
Managing Partner



Costa Tagalakis
Managing Partner

WHY PARTNER WITH VALSOFT

A platform designed for sustainable growth

Structure, capital, and capability aligned to strengthen your business

- ✔ Long-term operating focus
- ✔ Access to capital and structured governance
- ✔ Artificial Intelligence capability
- ✔ Decentralized operating model
- ✔ Cross-portfolio expertise
- ✔ Institutional support with operational independence

Partnering with Valsoft means joining a platform designed to strengthen your business and support its next stage of growth.





Positioning you for long-term growth

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