

dignita partners



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M&A, Strategic Investments and Advisory
Istanbul | London

2026

Introduction to Dignita Partners

An independent advisory platform focused on international investments and strategic transactions

Operating across the Istanbul and London corridor, Dignita Partners connects global capital with high potential companies in Türkiye and the broader region.

We partner with investors and companies to originate proprietary opportunities, structure optimal capital solutions, and design executable value creation strategies. Our ambition is ensuring that investments deliver measurable and sustainable performance.

Our focus areas include:

- Industrial manufacturing
- Energy transition
- Strategic technology assets

We are currently working with a portfolio of companies exploring strategic partnerships, growth capital, and cross-border M&A opportunities.

*We act as a **value creation partner**: combining origination, capital structuring, and operational strategy to unlock superior investment outcomes.*

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Our Core Capabilities (1/2)



1. Deal Origination

We identify and unlock high-quality, off-market opportunities through deep sector access and direct engagement. We position assets early and manage the full transaction process with a disciplined, investor oriented approach.

- Proprietary deal sourcing and target screening
- Strategic fit and investment thesis development
- Exit strategy design (trade sale, secondary, IPO)
- Investor readiness and equity story development
- Sell-side preparation (teaser, IM, positioning)
- Investor identification and outreach
- Process design and execution (bilateral, competitive)

2. Capital Structuring

We design tailored capital structures aligned with the company's growth strategy and cash flow profile. Our objective is to balance risk, optimize leverage, and ensure long-term financial flexibility.

- Capital structure design
- Financial modeling and scenario analysis
- Debt capacity and leverage optimization
- Term sheet structuring and negotiation support
- Refinancing and recapitalization strategies



Our Core Capabilities (2/2)



3. Value Creation Design & Execution Support

We define clear and actionable value creation plans before the investment is executed.

Our approach ensures that growth, margin expansion, and operational improvements are embedded from day one. We support our clients in delivering value beyond the transaction phase through strategic involvement and governance.

- Pre-deal value creation diagnostic
- Business plan and investment case preparation
- Market expansion and revenue growth strategy
- EBITDA and margin improvement roadmap
- Operating model and efficiency design
- Board membership and strategic advisory roles

Meet the Leadership Team



Emrah Özsağcı
Managing Partner

M&A and Strategic Investments – Energy, Industrials and Infrastructure

- 25+ years of experience in energy and industrial sectors as senior executive and advisor
- Previous experience at BP and Shell focusing on multi-year strategic investments and energy transition programs within Global Projects organizations

Pınar Gökler Özsağcı
Senior Advisor

Corporate Strategy and Value Creation – Financial Services and Technology

- 20+ years of experience advising leading institutions for strategy, capital structuring and transformation
- Previous experience at McKinsey & Company as Partner and Practice Leader with EMEA responsibilities, PwC and Oracle



Ozan Özsağcı
Head of UK Office

Market Expansion and Commercial Excellence – Industrials, B2B and Healthcare

- 25+ years of experience in international market growth and sales management as regional leader and country head
- Previous experience at Herbalife and 3M with EMEA leadership responsibilities including UK and 20+ markets



For further information, please
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