

DATE

December 10, 2021

SECTORS

Technology & Software

DEAL TYPE

Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Edward Godfrey
Managing Director

DC Advisory advised LivingBridge on the financing of RealVNC Limited



Background

- Livingbridge - a leading mid-market private equity firm - acquired RealVNC Limited (RealVNC) in August 2021
- Founded in the UK, RealVNC provides encrypted remote desktop access software to both individual and commercial users
- RealVNC operates across 160 countries with clients including industry leaders such as Disney, and is licensed by leading global tech companies, such as Google and Intel
- RealVNC has a proven track record of generating strong cash flows, consistently demonstrating its profitability

Process

- DC Advisory (DC) was appointed to advise on the debt financing for RealVNC
- Livingbridge sought to raise annual recurring revenue (ARR) based financing of \$30M
- DC advised on interactions with potential debt providers and led the commercial negotiations with the mandated lender, ensuring an optimal package was delivered

Outcome

- DC secured an attractively priced and flexible debt package to support the business' growth plans following completion
- This transaction further exemplifies DC's expertise in recurring revenue based financing