

DATE

March 14, 2023

SECTORS

Industrials
Infrastructure

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Gary Hancock
Managing Director



Robert Jones
Managing Director



Mark Ward
Director



Radu Ilici
Vice President

DC Advisory advised Aliter Capital on the sale of Ipsum Group to IK Partners



IK Partners

Background

- Ipsum Group (Ipsum) - a portfolio company of Aliter Capital (Aliter) - is a leading provider of specialist infrastructure services to highly critical assets across 1,400 clients within the UK power and water markets, including regulated public sector bodies, government-backed organisations and private customers
- Ipsum provides a range of asset maintenance, upgrade and repair services to owners of power and water infrastructure, including low and high voltage component inspections, smart grid maintenance, drainage, sewer and wet well maintenance and CCTV surveillance

Process

UN SDG ACTIVITY



7 AFFORDABLE AND
CLEAN ENERGY



- DC Advisory (DC) was engaged by Ipsum and Aliter to act as the exclusive financial advisor on the sale of Ipsum
- DC ran a tailored competitive process, leveraging its sector expertise and senior relationships to identify and engage a competitive bidder group capable of supporting Ipsum’s organic and acquisitive growth plans
- DC provided comprehensive M&A and debt advisory services, including bespoke lender education, process strategy and tactics, sector insight, and close support in negotiation and transaction documentation

Outcome

- IK Partners (IK) signed an agreement to acquire Ipsum from Aliter in March 2023, and will be investing alongside the existing management team
- With the support of IK, the business will continue to focus on both organic and acquisitive growth in markets which have compelling long-term growth dynamics, as well as investing in its people, asset base and technology offering to scale its proposition further
- Having recently advised on transactions with Network Plus, H&MV Engineering and JSM Group, this transaction further demonstrates DC’s significant expertise in the infrastructure services sector
- Completion of the transaction is subject to legal and regulatory approvals
- Financial terms of the transaction were not disclosed

“It has been a pleasure working with the DC team on this transaction – they are an A* team. They really understood our markets and our business. This, coupled with their management of an exceptional process and tireless commitment, was instrumental in delivering this fantastic result.”

Richard Thomas
CEO, Ipsum Group

“DC’s performance throughout the process was fantastic. The team’s work ethic, guidance and added value was extremely impressive. We look forward to working with them again going forward.”

Chris Brown

Greg Brown
Founding Partner, Aliter Capital

"It has been a genuine pleasure to advise Ipsum and Aliter on this transaction. Ipsum is a fantastic business at the forefront of driving energy transition, sustainability and a low carbon agenda. We are excited to see Richard and his outstanding team continue their journey alongside a partner of IK's calibre."

Gary Hancock
Managing Director, DC Advisory UK