

DATE

April 23, 2024

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Andrew Cunningham
Managing Director



Gary Hancock
Managing Director



Chris Gornall
Director

UN SDG ACTIVITY



DC Advisory advises IK Partners on its minority investment in A-SAFE

IK Partners



Background

- A-SAFE produces a diverse range of polymer-based products which are deployed in factories and warehouses across the world to safeguard both people and machinery
- Headquartered in the UK, A-SAFE has c.700 employees, with over 80 individuals committed to research and development
- As a founder owned and managed business, A-SAFE achieved significant organic growth and serves more than 6,000 customers in over 50 countries worldwide. Its diversified customer base comprises some of the world's largest businesses
- IK Partners (IK) is a European private equity firm focused on investments in the Benelux, DACH, France, Nordics and the UK. Since 1989, IK has raised more than €14 billion of capital and invested in over 180 European companies

Process

- IK engaged DC Advisory as exclusive financial advisor to provide buy-side M&A support on its investment in A-SAFE
- DC Advisory was selected due to its extensive experience, deep sector knowledge and strategic insights in the Safety and Protection sector

Outcome

- As a result of a competitive process, IK, through its dedicated Partnership Fund

which focuses on minority investments in established, fast growing, entrepreneurial businesses, has agreed to acquire a minority stake in A-SAFE

- Following IK's investment and under the continued leadership of both James and Luke Smith, A-SAFE aims to strengthen its leadership position in the industrial polymer safety barrier systems globally
- Financial terms of the transaction were not disclosed
- This transaction further strengthens DC Advisory's deep expertise in the Safety and Protection sector

“We are extremely grateful for the deep support DC Advisory provided us for our investment in A-SAFE. We selected Andrew, Chris and the DC Advisory team based on their unparalleled insight and expertise in the Safety and Protection sector. This proved imperative to the seamless execution of this transaction. We fully relied on DC Advisory's tactical advice and process execution excellence throughout the project as they acted as an extension of the IK team.”

Thomas Grob
Partner, IK Partners

“James, Luke and their team have built a truly differentiated leader in workplace safety and efficiency. We are delighted to advise IK on their investment and with the resource and expertise of the dedicated Partnership Fund, we are confident that the business will continue to grow from strength to strength.”

Chris Gornall
Director, DC Advisory UK