

DATE

December 05, 2024

SECTORS

Real Estate

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Tim Morris
CEO



Anthony Greensmith
Vice Chairman



Amish Bakhai
Managing Director



Mark Ward
Director

DC Advisory advises ICG on its investment in Lomond

ICG



LOMOND

Background

- ICG is a global alternative asset manager and provides capital solutions for corporates and owners of real assets
- Lomond is a leading lettings and estate agent platform in the UK
- Lomond provides a full range of property management services to institutional and private landlords across the UK
- Lomond has experienced rapid expansion through organic growth strategies and strategic acquisitions, to become a multi-brand national player

Process

- DC Advisory was exclusively engaged by ICG in September 2024 to provide M&A and Debt Advisory services for the potential acquisition of Lomond
- DC Advisory provided ICG with strategic and process advice, due diligence and modelling support, targeted debt advice, and valuation support

Outcome

- In December 2024, ICG completed its investment in Lomond, with the management team remaining in place to drive the business into its next growth phase

- The investment will support Lomond’s future growth plans, including continued growth in its core operations, enhancing its expertise in adjacent property services markets, and strategic M&A
- The transaction further showcases DC Advisory’s track record in the property services sector

“ICG is delighted to have worked with Tim Morris, Mark Ward and the wider DC Advisory team on our acquisition of Lomond. Their sector knowledge, hard work, and strategic and tactical M&A advice has allowed us to execute this transaction. We look forward to partnering with the Lomond management team to deliver their growth strategy. We would also like to thank DC Advisory for their efforts and look forward to working with them in the future.”

Mark Piasecki
Managing Director, ICG

“We are delighted to have advised ICG on their investment in Lomond. Lomond is a market leader in property services, and we are confident that it will continue its exceptional growth story with ICG as their new partner. This transaction builds upon DC Advisory’s strong credentials in the property services sector.”

Mark Ward
Director, DC Advisory