

**DATE**

December 01, 2013

**SECTORS**

Consumer, Leisure & Retail

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Richard Madden**  
CEO

# DC Advisory advised ECI Partners on the acquisition of Encore Tickets



Encore Tickets ("Encore") is the UK's leading independent ticket supplier of theatre, restaurant and attraction tickets.

DC Advisory ("DC") was engaged by UK-based private equity firm, ECI Partners ("ECI"), to provide M&A and acquisition finance advice on the acquisition of Encore as part of a competitive auction process.

The process was managed to a tight buy-side timetable to ensure completion within a short exclusivity period.

A highly competitive and fully documented debt financing package was secured by DC's Debt Advisory Group, with senior facilities provided by HSBC and Lloyds.

ECI invested in Encore in December 2013.

ECI has a strong track record in partnering with high growth e-commerce companies, having previously invested in car rental aggregator CarTrawler and hotels reservation website LateRooms.com. Encore is a pioneer in the online tickets market, with a leading market share, and we are excited about working with the team to continue to grow the business.

George Moss  
Investment Director at ECI Partners

ECI is one of our most important clients and we are delighted to have been able to help on their acquisition of Encore. It is a very strong

business with a great market position and I am confident that it will go from strength to strength under their ownership.

Richard Madden  
UK Chief Executive at DC Advisory