

DATE

February 01, 2015

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Jonathan Trower
Managing Director

DC Advisory advised ECI Partners on the acquisition of Tusker



Tusker, headquartered in Watford, is the UK's market leading salary sacrifice car scheme provider.

DC Advisory ("DC") has an in-depth understanding of both the vehicle leasing and fleet management marketplace and of Tusker, gained from prior work in the sector and its direct relationship with the business.

The DC team spent time with ECI Partners LLP ("ECI") over the summer of 2014, providing sector expertise which enabled ECI to position itself as the lead bidder in advance of the expected sale process.

ECI engaged DC in November 2014 to provide M&A and debt advisory services.

After a brief period of negotiation, ECI was offered a short window to complete due diligence and legal documentation.

The transaction completed on 19 February 2015.

We greatly valued the DC team's expertise and advice on this transaction. They were able to provide in-depth sector insight and detail around the market opportunity very quickly, which enabled us to make a highly credible approach for the business.

Paul McCreadie
Partner at ECI Partners

Tusker's management team has successfully built the UK's market

leading salary sacrifice car scheme provider. The recent strong growth of the business is testament to the quality of the proposition and the management team. We are delighted to have advised ECI on its investment and have no doubt the business will thrive with its backing.

Simon Tilley
Managing Director at DC Advisory