

DATE

March 22, 2017

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Amish Bakhai
Executive Director



Edward Godfrey
Managing Director



Chris Gornall
Director

DC Advisory advised 3i on the sale of ESG to SOCOTEC



ESG is a UK-based, market-leading provider of testing, inspection and compliance (TIC) services focused on infrastructure, built environment and energy & waste.

DC Advisory (DC) were engaged by 3i in the summer of 2016 to advise on the sale of the business.

DC ran a tailored auction process with information memorandums and vendor due diligence reports distributed to a carefully selected group of potential purchasers.

Simultaneously, DC co-ordinated a soft staple financing process by providing prospective lending banks early access to the business and the management team to help underpin the first round bids.

Following a highly competitive process, with strategic and financial buyers engaged, ESG was successfully sold to SOCOTEC, a French headquartered player in risk management and performance optimisation.

On behalf of the management team, I would like to thank DC Advisory, led by Jonathan Arrowsmith, for their thoughtful advice and project management skills to help us navigate a complex process. Their access to and knowledge of the buyer universe was instrumental in the successful outcome of this transaction.

Ian Sparks
CEO of ESG

The DC team were outstanding from start to finish. Having taken the

time to properly understand the business, they were able to bring real insight into the likely buyers and provide invaluable, considered and clear advice throughout. The commitment of the entire team was phenomenal.

Pete Wilson
Partner at 3i