

DATE

March 12, 2024

SECTORS

Business & Tech-Enabled Services

DEAL LOCATIONS



DEAL TEAM



Amish Bakhai
Managing Director



James Pople
Managing Director



James Wanless
Director



Alec Connan
Vice President

UN SDG ACTIVITY



DC Advisory advises Rockpool on the sale of Mecsia to Synova

ROCKPOOL

 **MECSIA**

 **SYNOVA**

Background

- DC Advisory advised Rockpool, UK-based private equity firm, on the sale of Mecsia to Synova
- Founded in 2020 following the MBO of Cambridge Maintenance Services, Mecsia is a leading national provider of compliance-led, technical inspection and maintenance services
- Mecsia has grown, both organically and through strategic acquisitions, with a vision to transform the technical services inspection and maintenance industry. Mecsia’s approach of “Local Service, National Reach” allows the business to deliver the high levels of customer service at the local level whilst also providing the benefits of scale that come from a national organisation

Process

- The DC Advisory team, led by James Pople and Amish Bakhai, were engaged by Rockpool in June 2023 to advise on the sale of Mecsia
- The DC Advisory team worked closely with management, assisting with business plan and marketing materials preparation, investor identification, screening and



outreach, strategic advice, negotiations and process management

- Throughout the process, DC Advisory leveraged its knowledge of the technical services space to deliver a successful outcome

Outcome

- In March 2024, Mecsia successfully partnered with Synova, a leading growth capital and private equity firm
- This transaction is subject to customary regulatory approvals and closing conditions
- Following their investment, Synova will support Mecsia's ambitious growth strategy, which is focused on continuing to win market share by delivering the highest level of service to clients, supplemented by strategic acquisitions which expand Mecsia's technical service capabilities
- The existing management team, led by Jonathan Coiley, CEO of Mecsia, will continue to drive Mecsia's strategy and success
- The transaction reinforces DC Advisory's expertise in the technical services space, having recently advised on the sale of United Living to Apollo Impact, the sale of Ipsum to IK Partners and OMERS' investment in Network Plus

“The DC Advisory team delivered a phenomenal result for Mecsia and a highly successful exit for Rockpool. Their professionalism, hard work and relentless high standards resulted in a superbly well-run and competitive process. Mecsia is a standout platform in the technical services industry, run by a high performing and ambitious management team. With DC's deep sector knowledge, they clearly articulated Mecsia's equity story and gave thoughtful, straightforward advice throughout the transaction process. It was an absolute pleasure to work with Amish, James, James, Alec, Boaz and Aoife on this deal”

Tom Coey
Investment Director, Rockpool

“We couldn't be more pleased to have worked with Amish, James and their outstanding team. Every aspect of this detailed and lengthy process has run like clockwork. Most importantly, DC have secured an incredibly aligned and experienced partner for Mecsia and great result

for our initial investors. Key to this was truly understanding Meccia's unique positioning and future potential. The DC Advisory team has been, to a person, incredibly hard working and completely first-class”

Jonathan Coiley
CEO, Meccia

“We are delighted to have worked with Rockpool to help deliver a successful outcome. Meccia is an outstanding business, and we are confident that the investment from Synova will help Meccia deliver on its exceptional growth potential. We wish the management team every success with their future growth.”

James Pople
Managing Director, DC Advisory

“It was a pleasure to have advised Rockpool and Meccia on this transaction. Jon and his team have built a leading and differentiated proposition in the technical services space, and we are excited to see the Meccia team continue to thrive under Synova's ownership. For DC Advisory, this is yet another example of our deep expertise and credentials within the technical services space.”

Amish Bakhai
Managing Director, DC Advisory