

**DATE**

November 12, 2024

**DEAL TYPE**

Debt Advisory &  
Restructuring

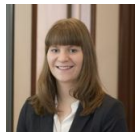
**DEAL LOCATIONS**



**DEAL TEAM**



**Ciara O'Neill**  
Managing Director



**Victoria Farrant**  
Vice President

# DC Advisory advises ZEDRA on its refinancing



## Background

- ZEDRA, originally a carve out of Barclays Global Trust, is a global specialist in Active Wealth, Corporate & Global Expansion, Pensions & Incentives and Fund services
- ZEDRA works with high net worth individuals and families as well as medium to large sized companies, pension funds and trustees, asset managers and their investors
- Corsair Capital LLC (Corsair), the sponsor, acquired ZEDRA in 2018 to build a global specialist platform
- British Columbia Investment Management Corporation (BCI) invested in ZEDRA in 2023
- On a strategic journey of ongoing growth, demonstrated through a series of successful acquisitions, ZEDRA sought to enhance its existing facilities to enable continued success with their M&A pipeline

## Process

- DC Advisory was exclusively reappointed by ZEDRA to provide debt advice in relation to the incremental financing package, having previously represented ZEDRA in 2023
- DC Advisory managed a competitive process to secure an additional financing partner, resulting in an overall debt package which provides flexible and scalable capital to support ZEDRA's strategic ambition
- DC Advisory advised ZEDRA on all interactions with lenders and provided material assistance in lender Q&A, while leading key commercial negotiations to deliver the right result

## Outcome

- DC Advisory secured a highly competitive debt package, achieving a significant increase in committed financing with improved pricing to fund the M&A pipeline
- Pricing was reduced and commercial terms retained to provide ZEDRA with flexibility to support the M&A plans
- The financing delivers greater flexibility and scalability for follow-on capital to support the company's continued M&A ambitions and successful growth trajectory

“We are proud to have represented ZEDRA again on this incremental financing. The upsized debt package will support the company through its continued acquisition growth. The transaction demonstrates DC Advisory's ability to support clients through successive financings and the continued strength of DC Advisory's market leading Capital Advisory Group.”

Ciara O'Neill  
Managing Director, DC Advisory

“Together with Corsair and BCI, we continue to build a successful, sustainable and innovative business with an expanding global footprint. As ZEDRA enters an exciting new stage of our growth story, we look forward to continuing our strategic M&A journey and thank DC Advisory for their help on this journey.”

Ivo Hemelraad  
CEO, ZEDRA

## Disclaimer

For more information, please see our transaction disclaimer

For important information regarding testimonials, please see our disclaimer.