

DATE

October 05, 2022

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Alexander Luycx
Managing Director



Edward Godfrey
Managing Director



Andrew Strudwick
Managing Director



Vivek Chadha
Director

DC Advisory advised Acora on its minority investment from LDC



Background

- Founded in 2006, Acora is a leading UK-based IT managed services and technology partner
- Acora provides comprehensive infrastructure and desktop support services, business software and cloud solutions to over 300 clients in the financial, legal, insurance, professional services and other sectors
- Acora is also pioneering a game-changing new approach to managed services through its Experience Led Agreement (XLA) which places the all-important user experience at the centre of IT provision, reporting and decision-making
- The business has achieved double-digit organic growth which exceeds 20% in 2022

Process

- DC Advisory (DC) was engaged by Acora to advise on a minority equity recapitalisation of the company
- DC ran a highly tailored process leveraging deep sector expertise and senior relationships with minority focused private equity investors and educated lenders about the sector
- DC advised management on the optimal capital structure for Acora to support its ambitious growth plans and on partnering with capital providers who buy into its unique differentiation



Victoria Farrant
Vice President

- Against the wider market backdrop over the summer, DC ran a process which optimised terms while delivering transaction certainty, delivering a great outcome for Acora and its shareholders

Outcome

- Acora announced a new investment from LDC, the private equity arm of Lloyds Banking Group
- Majority ownership and management is retained by David Rabson (CEO & Founder) and senior management
- A successful exit was achieved for Palatine Private Equity who invested in Acora in early 2020
- The new investment from LDC gives Acora significant firepower to help accelerate its ambitious organic and inorganic growth plans
- The new investment was also supported by debt funding from Ares and HSBC

“Our new investment from LDC positions us perfectly to deliver on our ambitious plans for growth. The ability to complete an off-market deal over the summer, to a tight timetable at high speed is a real credit to Alexander and Ed. This is exactly the way I asked for it to be managed and would not hesitate in recommending the DC team.”

David Rabson, Acora

“It’s been a genuine pleasure to work with David, Gary and the team on this transaction. They have built a strongly differentiated and highly scalable company in the UK managed IT services market, putting customer experience first. With the support of LDC as new partner, we are highly confident Acora will successfully execute on its ambitious growth plans over the coming years. For DC, this successful transaction further enhances our strong cloud & managed IT services credentials. It also demonstrates the depth of DC’s platform, bringing together sector expertise with debt advisory and sponsor coverage to provide our clients with the Right Advice.”

Alexander Luycx, DC Advisory UK

“It’s been a great pleasure to advise David, Gary and the team on this transaction. They have built a fantastic business and their focus and discipline was very well received by lenders.”

Edward Godfrey, DC Advisory UK