

DATE

December 20, 2016

SECTORS

Consumer, Leisure & Retail

DEAL TYPE

Debt Advisory & Restructuring

DEAL LOCATIONS**DEAL TEAM****UN SDG ACTIVITY**

DC Advisory advised Pelostop in obtaining a hybrid debt & equity investment

**Background**

- Founded in 2005 in Alicante (Spain) Pelostop is a leading laser hair removal chain in the Spanish market, operating 57 owned stores principally in street-side locations
- In 2011 the management team completed the acquisition of the remaining capital from the original founder
- Since then, the current management team have delivered a successful turnaround
 - The Company focused its strategy on i) own centers, acquiring most of the previous franchises ii) laser hair removal services, leaving aesthetic treatments
- Organic growth

Process

- DC Advisory was mandated as exclusive strategic and financial advisor to Pelostop to explore several transaction alternatives that could allow the exit of certain minority shareholders and incorporate a financial partner to support in the implementation of the expansion plan
- A highly tailor-made process was undertaken to deliver the best solution for the Company and its shareholders. A number of parties were invited to acquire a minority position in the Company but finally the hybrid instrument proposed by THCP and EVCA became the optimal solution for the Company