

**DATE**

November 16, 2023

**SECTORS**

Media & Telecom

**DEAL LOCATIONS**



**DEAL TEAM**



**Joaquín Gonzalo**  
Managing Director

**UN SDG ACTIVITY**



# DC Advisory acts as exclusive financial advisor to Iberica de Redes



## Background

- Founded in 2015, Iberica de Redes is a telecommunications company that deploys FTTH and operates fiber networks in the areas of Valencia and Murcia. Since 2022, the company has operated under the Redi brand

## Process

- DC Advisory was mandated by the shareholders of Iberica de Redes as exclusive financial advisor to lead the sale process
- DC Advisory provided Iberica de Redes with support identifying the best potential partner, tactical process advice and assistance with commercial negotiations
- DC Advisory's extensive knowledge of the telecommunications sector, infrastructure funds and dynamics of the rural fiber sector in Spain enabled an efficient process

## Outcome

- 100% of the shares of Iberica de Redes were acquired by an investment fund. The founders will remain at the helm to lead the company's expansion plans
- This acquisition consolidates DC Advisory's position in Spain as a leading advisor in the telecommunications and FTTH sector

“We are very grateful for DC Advisory's work and dedication throughout the process. Their knowledge of the sector and fund dynamics has been key to achieving an offer that reflects the value of the company's growth plans.”

Arturo Grau  
CEO, Iberica de Redes

“It has been a pleasure to advise Iberica de Redes, led by Arturo and Pedro, on this project. Their knowledge of the telecommunications sector, and of the rural fiber segment in particular, has allowed them to become a leader in the Levante area with great potential for future development. We are very grateful for the trust placed in DC Advisory.”

Joaquín Gonzalo  
Managing Director, DC Advisory

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