

DATE

July 06, 2011

SECTORS

Consumer, Leisure & Retail

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Joaquín Gonzalo
Managing Director

DC Advisory advised Miura Private Equity on the sale of Noa Visual to Grupo Talde



Background

- Founded in 2007, Miura Private Equity is a private equity firm currently managing a €100m fund to invest in Iberian medium sized companies with high growth and consolidation potential
- Noa Visual Group is a leading European company in the design, manufacturing and commercialization of visual merchandising products for the fashion retail industry
- Noa Visual Group represented Miura Private Equity's first investment in 2008
- Since then, Noa Visual Group has grown revenues and margins at double digit, entering new markets, designing and developing new product lines and highly improving its operations

Process

- In the last three years, Miura Private Equity has invested in a total of six companies; with Noa Visual Group as the oldest portfolio company with a strong business and financial performance
- Based on that, Miura Private Equity decided to pursue a partial exit in a company with an excellent operating track record and still good prospects for value creation
- Miura Private Equity hired DC Advisory as its exclusive financial advisor for the process
- The transaction involved the approach to several financial investors, both private equity funds and family offices across Spain to test their willingness to a potential acquisition of a minority stake in the business
- The process implied the proper coordination of a number of investment-savvy professional investors to meet our client's specific requirements for a minority partner

Outcome

- Following a challenging negotiation process, the deal has been finally closed on July 2011, resulting in the acquisition of a 33% of Noa Visual Group by GrupoTalde
- Founded in 1977, Grupo Talde is one of the oldest local private equity groups in Spain and have invested in more than 150 companies, focusing their investments in the small to medium sized segment of companies
- Miura Private Equity and Noa Visual Group will enjoy the support of a new highly-experienced shareholder and the additional value upside derived from the development of the company in the coming years.