

DATE

July 04, 2023

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory
Asia Access

DEAL LOCATIONS



DEAL TEAM



Amish Bakhai
Managing Director



Tosh Kojima
Managing Director



Endong Zhai
Managing Director



Andrew Strudwick
Managing Director

DC Advisory advises Mobeus Equity Partners on its investment in Intralink Group



Background

- Intralink Group (Intralink) is an international business development and innovation consultancy specialising in Asia
- Intralink's services connect two world regions in the following areas:
 - assisting Western companies, typically operating in high growth and sustainable sectors such as technology, renewable energy and healthcare, in entering and expanding their operations in Asia;
 - supporting Asian corporates in developing international expansion and investment strategies, conducting research and partnership search; and
 - advising governments in both regions to increase exports and attract inward foreign investments
- Headquartered in Oxford, UK, Intralink has over 130 employees and 14 offices across three continents

Process

- DC Advisory was appointed by Mobeus Equity Partners (Mobeus) to provide buy-side advice on its investment in Intralink
- DC Advisory's Business & Tech-Enabled Services and Asia Access teams, led by Amish Bakhai, Tosh Kojima and Endong Zhai, worked collaboratively to provide

Mobeus with valuation support, exit options analysis, bespoke customer referencing and sector insight



Darragh Jones
Vice President



Xing Liu
Vice President

Outcome

- The transaction closed in July 2023
- Mobeus will work with the existing management team led by Gregory Sutch, CEO, to drive continued organic and acquisitive growth, leveraging its extensive experience with similar investments in the past
- This transaction demonstrates DC Advisory's expertise in the Professional Services and Consulting sector as well as its unique knowledge of, and access to, Asian corporates

“We would like to thank the DC Advisory team for their advice and support in delivering this transaction. Their extensive knowledge of the Asian market and sector expertise have enabled us to execute a smooth and successful transaction. We look forward to working with them again in the future.”

Chris Price, Partner, Mobeus Equity Partners

“We are delighted to have advised Mobeus on their acquisition of Intralink Group. This transaction allowed DC Advisory to demonstrate its combination of Asian market expertise, coupled with sector insight and we look forward to working with Mobeus in the future.”

Amish Bakhai, Managing Director, DC Advisory

“DC Advisory's unique Asia Access advisory capability was put to good use for this transaction. It was a genuine pleasure for myself and my Asian teammates to work alongside the teams from Mobeus and Intralink, who are fellow pioneers, experts, and deeply passionate advocates of cross-regional partnership building.”

Tosh Kojima, Managing Director, DC Advisory

