

DATE

August 01, 2013

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Richard Pulford

Managing Director



Ben Thompson

Executive Director

DC Advisory advised York Mailing on the acquisition of The Lettershop Group



York Mailing is the UK market leader in the specialist production of retail flyers, media inserts and quality catalogues.

In July 2013, DC Advisory advised York Mailing on raising £10m of growth capital from the Business Growth Fund ("BGF") to help fund the company's expansion plans.

Following the £10m investment from the BGF, DC were engaged by York Mailing to advise on their first acquisition target.

The acquisition will add significant complementary and technologically advanced printing capabilities to the York Mailing group. The enlarged business will have an unrivalled hybrid digital and web offset printing platform with significant technological advantage over competitors and a compelling customer offering.

The enlarged Group's turnover will reach almost £100m and it will employ 500 staff across its three sites.

TLG represents the first acquisition that York Mailing has made using the BGF capital.

We have long admired TLG as a business given its outstanding client base and hybrid digital and web offset printing capabilities. It is a natural fit within the York Mailing business and we look forward to being able to offer customers an enhanced range of promotional printing services. This is the second transaction this year where we have worked with DC Advisory. We thank them for their continued support, expertise and professionalism.

Chris Ingram
Chief Executive of York Mailing

2013 has been an exciting year in the growth of York Mailing and I am delighted that we have advised Chris and the team for the second time this year.

Richard Pulford
Managing Director of DC Advisory