

DATE

July 24, 2018

SECTORS

Infrastructure

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Sergio Ronga

Managing Director

DC Advisory advised Fiera Infrastructure on the acquisition of IslaLink from EQT



Process

- DC Advisory was engaged by Fiera Infrastructure to provide buy-side M&A advice on the acquisition of IslaLink, recognising DC's infrastructure expertise and knowledge in the fibre space
- DC provided comprehensive financial advisory services to Fiera Infrastructure throughout the acquisition process including:
 - (i) process strategy and tactics, (ii) due diligence coordination, (iii) business plan review, (iv) financial modelling and valuation, (v) support in negotiations with the seller and (vi) advice on transaction documentation including SPA
- Montalban*, a Spanish M&A boutique, supported DC in Spain on the due diligence workstream by leveraging its strategic local partnership providing valuable insights on the ground

Outcome

- DC ensured all workstreams were successfully completed within a challenging timeframe, while ensuring full confidentiality of the process, which was paramount given the nature of the pre-emptive bid
- Although Fiera Infrastructure was among a number of selected bidders in the auction process, it was successful in negotiating and signing a deal with EQT ahead of the official binding bid date following an intensive but focused due diligence process
- On 27 April 2018, EQT announced the signing of the sale of IslaLink to Fiera Infrastructure. The acquisition price was not disclosed

**As of January 2019, Montalban is now DC Spain*