

DATE

January 31, 2018

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



James Nichols
Managing Director



Edward Godfrey
Managing Director

DC Advisory advised Thomas International on its sale to Palamon Capital Partners



Thomas International is a leading provider of online psychometric tests, assessments, consulting and related products and services. Thomas International has a global footprint with over 75% of sales originating from international markets, delivering more than 2 million assessments per year across more than 60 countries and in 56 languages.

DC Advisory ("DC") was appointed by Martin Reed (Chairman) and the management team of Thomas International in August 2017 to advise shareholders and management throughout the sale process.

Following a highly competitive process, Palamon Capital Partners acquired Thomas International for an undisclosed consideration. Thomas International's CEO, Amir Qureshi, will continue to lead the business, supported by his senior management team to implement the company's expansion strategy.

I would like to thank Jonathan and James and the team at DC for the hard work, diligence and quality advice in securing the right private equity partner. The business was founded back in 1981 by my Mum and Dad, and ensuring the 37-year legacy of Thomas went to the right future custodian was important to me personally and my entire family. We had a false start with another adviser but this only motivated Jonathan to get the sale process quickly back on track, which he, James and the DC team did brilliantly. I saw them as a trusted advisor from the beginning and they worked on every challenge (of which there were many) with professionalism, keeping us honest and removing the emotion from

complex situational and business challenges. Without their advice and support I am confident that we never would have got the result we felt the business deserved, and I thank them for their stewardship through an important time in all my family's lives.

Martin Reed
Chairman of Thomas International

I would like to thank the entire DC team for their help on this transaction. Led by Jonathan and James, they were integral to the whole deal and ensuring that the business and my management team found the right partner in Palamon. They were quick to develop a comprehensive understanding of our business, articulated the opportunity in an exciting and persuasive manner and navigated the challenges of the process with utmost professionalism. In particular, their excellent judgement and level heads at key moments was highly valued by me. The DC team made this process both engaging and fun to be a part of, for which I am very grateful. I am very much look forwarding to working with them all again in the future.

Amir Qureshi
CEO of Thomas International

Thomas International is an excellent business with a strong market position within the attractive psychometric testing sector. We are very pleased to have secured an exit for Martin Reed and his family, having run a highly competitive process and believe that with the support of Palamon Capital Partners, Thomas International will achieve its strategic objectives and continue its impressive growth trajectory.

James Nichols
Managing Director of DC Advisory