

DATE

September 19, 2016

SECTORS

Industrials
Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Andrew Cunningham
Managing Director



Edward Godfrey
Managing Director



Ajay Patel
Director

DC Advisory advised Graphite Capital on the acquisition of Beck & Pollitzer



Established over 150 years ago and headquartered in Kent, UK, Beck & Pollitzer (B&P) is a leading provider of highly technical and specialist industrial machinery installation and relocation services.

DC Advisory (DC) was engaged by Graphite Capital (Graphite) in mid-July 2016 to provide M&A and debt advice in relation to the acquisition of B&P.

Having previously advised on the sale of the company to Bridgepoint Development Capital (BDC), DC's knowledge of the business and its markets and process intelligence enabled Graphite to rapidly secure an exclusive position.

Once in exclusivity, DC provided full M&A support and ran a tight banking process, delivering a fully financed debt package within five weeks.

On 19 September 2016, Graphite announced the acquisition of B&P from BDC for an undisclosed consideration.

Under Graphite's ownership, the management team, led by the current chief executive, Andrew Hodgson, is set to pursue a strategy of increasing market share through organic expansion in sectors such as building products, aerospace and steel, and bolt-on acquisitions to deepen and broaden B&P's geographical coverage and service capabilities.

DC Advisory's knowledge of the business, process insight and debt advisory execution capabilities were critical to completing the transaction within a short timeframe.

Mike Innes
Senior Partner at Graphite

We are delighted to have advised Graphite, one of DC's key clients, on this acquisition and are confident that the company will go from strength to strength under their ownership. We wish Graphite and the management team the best for the future.

Andrew Cunningham
Managing Director at DC Advisory

We are very pleased to have worked with Graphite on its investment in B&P and have no doubt the business will thrive with their backing. We look forward to working with Graphite and management again in the future as B&P continues its international growth, both organically and through M&A.

Manuel Sammut
Director at DC Advisory