

DATE

September 29, 2021

SECTORS

Financial Services
Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Andrew Claymore
Managing Director



Charlie Tuttle
Vice President

DC Advisory advised Isio Group on its acquisition of Premier Pensions Management Limited



Background

- Exponent-backed Isio Group (Isio) - a leading UK-based pension advisory firm - has eight regional hubs across the UK, and 500 in-house experts across corporate, trustee and investment for pension and wealth management advice
- Isio combines actuarial expertise, third party administration, investment consulting and defined contribution specialisms to advise more than 1,000 clients - ranging from mid-sized companies to FTSE 100s - on the management of pension assets worth over £90 bn
- Isio was formed following the buy-out of KPMG UK's Pensions Advisory Practice, backed by Exponent, in March 2020
- Headquartered in Croydon, Premier Pensions Management Limited (Premier) - a provider of employee benefits, pension administration and wealth management services - has 200 employees across southern England and is recognised for its market-leading pension advisory services and client experience for trustees, employers and individuals

Process

- DC, led by Andy Claymore and James Nichols, was engaged by Isio in July 2021 to provide buy-side M&A advice to support the acquisition of Premier
- DC provided valuation and strategic advice, assistance with commercial negotiations, alongside sector intelligence and process management expertise

Outcome

- The acquisition of Premier represents a complementary extension of Isio's existing pension advisory proposition and broadens their offering to include financial planning and wealth management
- This transaction marks Isio's first acquisition since launching as an independent firm and will enable greater versatility in its client offering through an enhanced proposition
- This transaction reinforces DC's strong credentials and proven track record in the professional services, pensions consultancy, and asset & wealth management sectors - following DC's recent role in advising [Ludlow Wealth Management](#) on its sale to [Mattioli Woods plc](#)
- The deal is subject to FCA change of control approval
- The financial terms of the deal were not disclosed

"We greatly valued DC Advisory's support on this important transaction for us, in particular their deep sector insight, commercial acumen, good judgement and process management expertise."

Andrew Coles
CEO, Isio

"It was a pleasure to be able to support Isio and Exponent on this transaction – the first transaction since their buy-out and representing an important strategic move into wealth management."

Andy Claymore
Managing Director, DC Advisory

"We are delighted to have advised Isio on this important strategic step that will help them to accelerate their growth trajectory and give them the opportunity to offer an enhanced and wider suite of services to their clients. For DC, this is another example of our strong capabilities in the professional services and employee benefits sectors."

James Nichols
Managing Director, DC Advisory

