

DATE

October 11, 2021

SECTORS

Business & Tech-Enabled
Services

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Robert Jones

Managing Director



Amish Bakhai

Executive Director

DC Advisory advised MML Capital Partners on its investment in Zanders B.V.



Background

- Zanders B.V. (Zanders) is a high growth provider of treasury and risk consulting services, and innovative, cloud-based solutions globally
- Headquartered in Amsterdam, Zanders employs 200 professionals across seven offices in the Netherlands, Belgium, UK, Switzerland, US, Sweden and Japan
- Zanders has long standing relationships with over 750 clients comprising blue chip corporates, financial institutions and public sector organisations
- MML Capital Partners (MML) - a leading, international mid-market private equity investor with approximately €2 billion of capital under management - has offices in London, New York, Paris and Dublin

Process

- DC Advisory (DC), led by James Nichols, Amish Bakhai and Rob Jones, was engaged by MML in March 2021 to provide buy-side M&A and debt advice in support of MML's investment in Zanders alongside the owner management team
- DC's M&A team provided valuation support, exit analysis, structuring advice, process intelligence and tactics, as well as sector insights and expertise
- DC's Debt Advisory team advised MML on all interactions with potential providers of debt finance, leading commercial negotiations with lenders and securing an attractive debt package
- Following a competitive process and a period of exclusivity, the transaction was signed on 7 October 2021

Outcome

- Zanders will continue to be led by Laurens Tidjhof (CEO) and Rob Naber (Co-Founder), as well as an experienced group of partners, who will maintain a significant shareholding in the business
- MML will support accelerated investment in people, infrastructure and technology, as well as selective acquisitions, to enhance Zanders' existing capabilities and client service across current and new geographies
- The transaction bolsters DC's credentials in professional services
- Terms of the transaction, which is expected to complete in Q4 2021 subject to regulatory approval, were not disclosed

“MML is delighted to have worked with James Nichols, Amish Bakhai, Rob Jones, and the wider DC Advisory team on this transaction. Their sector knowledge, strategic and technical input, and hard work, allowed us to execute this cross-border transaction in an efficient manner. We look forward to partnering with Laurens, Rob and the management team to deliver their ambitious growth strategy.”

Jessica Hardy
Director, MML Capital Partners

“We are delighted to have advised MML on their investment in Zanders, alongside the existing owner management team. Zanders has an exceptional reputation of providing treasury and risk consulting services to leading corporates and financial institutions worldwide. The business helps its clients to navigate an increasingly global and connected environment and with MML's investment, we are confident that it will continue to grow. For DC, this transaction further enhances our market-leading franchise in the professional services sector.”

James Nichols
Managing Director, DC Advisory

“The Zanders transaction is a prime example of MML's tailored investment approach. It will allow the owner management team to

achieve their personal objectives, provide the business with the ammunition to attract and retain talented professionals, and make value accretive acquisitions. It was a pleasure working with MML and we look forward watching Zanders achieve continued success.”

Amish Bakhai
Executive Director, DC Advisory