

DATE

August 03, 2022

SECTORS

Media & Telecom

DEAL LOCATIONS



DEAL TEAM



Vivek Chadha
Director



Darragh Jones
Vice President



Background

- Headquartered in London, MNI is a leading B2B data subscription provider, focusing on news and intelligence for the global Foreign Exchange and Fixed Income markets
- MNI's subscription-based platform provides traders and similar professionals with real-time data and market-leading insights to give them a trading advantage
- The content is curated by MNI's policy reporters and markets team, which, uniquely, includes former fixed-income and currency traders and strategists, who all have extensive market experience
- Tenzing is a private equity investor, specialising in high-growth UK and Northern European SMEs valued between GBP 10M and GBP 200M

Process

- DC Advisory (DC) was engaged by Tenzing to provide buy-side advice in relation to the acquisition of MNI
- DC provided Tenzing with:
 - tactical process advice;

- project management;
- modelling support;
- valuation analysis; and
- assessment of potential exit opportunities

Outcome

- In August 2022, Tenzing completed its investment in MNI, with the incumbent management team remaining in place to drive the business into its next growth phase
- Tenzing will focus on supporting MNI's growth through continued investment in technology, new product development and sales, drawing on the experience of Tenzing's Entrepreneurs Panel and Domain Experts
- Furthermore, Tenzing will provide a dedicated Acquisitions Director to support the opportunity for MNI to open adjacent markets via acquisition
- The transaction further enhances DC's track record in the B2B data and information services sectors

“We would like to thank the DC Advisory team for their advice and support in delivering this transaction. Their sector knowledge and hard work, alongside the tactical M&A advice provided, has allowed us to execute a smooth and successful transaction. We look forward to working with them again in the future.”

Guy Gillon
Co-Founder and Joint Managing Partner, Tenzing

“We are delighted to have advised Tenzing on their investment in MNI. MNI is an excellent business, with a differentiated subscription-based business model and exceptional management team, led by Terry and Richard. We are confident the business will continue its exciting growth story with Tenzing as its new partner. This transaction builds upon DC Advisory's substantial credentials in the B2B data and information services sectors.”

Sebastian Daumueller
Managing Director, DC Advisory UK