

DATE

May 13, 2021

SECTORS

Financial Services

DEAL TYPE

Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Andrew Claymore
Managing Director



Robert Jones
Managing Director

DC Advisory advises Fidelity Group on a new M&A facility with NatWest



Background

- DC Advisory (DC) advised Fidelity Group (Fidelity), a major UK financial planning group with £1.75 billion assets under management (AuM), on a new M&A facility with NatWest
- Fidelity is headquartered in Bath, with a growing network of offices across the South of England and the Midlands
- Following the strategic alliance with Pacific Asset Management (PAM) in June 2020, Fidelity has been looking to fast track growth through a proactive M&A strategy
- With a strong pipeline of M&A opportunities identified, the Fidelity Board were keen to secure funding to commence the execution of these transactions

Process

- After acting in a retained advisor capacity on the PAM deal to Fidelity, DC was engaged by Fidelity to advise on the negotiation and arrangement of debt facilities in connection with the acquisition of Robson Taylor IFA and strategic partnership with deVere UK

Outcome

- This M&A facility provided funding on both the Robson Taylor IFA and deVere UK deals, announced in April and May 2021 respectively - adding £400 million of AUM to Fidelity
- As a result of the partnership, Fidelity is now very well positioned to pursue further M&A opportunities
- This transaction bolsters DC's strong credentials in the asset & wealth management space

“Yet again, we thoroughly valued DC Advisory's support in helping us unlock these important strategic opportunities, providing us with a great blend of sector and debt expertise, and allowing us to accelerate the strong momentum behind our growth plans.”

Jim Grant
CEO, Fidelity Group

“DC Advisory is delighted to have supported Fidelity on securing its M&A facility with NatWest - a transaction which gives Fidelity the freedom to pursue its inorganic growth strategy with a major new partner.”

Andrew Claymore
Managing Director, DC Advisory

“It was great to work once again with the Fidelity team in securing these new debt facilities. Thanks also to the team at NatWest for their work and support on the transaction.”

Robert Jones
Managing Director, DC Advisory