

**DATE**

May 13, 2021

**SECTORS**

Financial Services

**DEAL TYPE**

Debt Advisory & Restructuring

**DEAL LOCATIONS**



**DEAL TEAM**



**Andrew Claymore**  
Managing Director



**Robert Jones**  
Managing Director



**Charlie Tuttle**  
Vice President

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



## Background

- DC Advisory (DC) advised Fidelius Group (Fidelius), a major UK financial planning group with £1.75 billion assets under management (AuM), on a new M&A facility with NatWest
- Fidelius 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, Fidelius has been looking to fast track growth through a proactive M&A strategy
- With a strong pipeline of M&A opportunities identified, the Fidelius 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 Fidelius, DC was engaged by Fidelius 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 Fidelius
- As a result of the partnership, Fidelius 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, Fidelius Group

“DC Advisory is delighted to have supported Fidelius on securing its M&A facility with NatWest - a transaction which gives Fidelius 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 Fidelius 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