DATE

June 07, 2023

SECTORS

Financial Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS

DEAL TEAM

Henry Berczely
Managing Director

Carlos de Vicente
Director

DC Advisory advises Grupo VG on its sale to PIB Group

Background

— Owned by APAX Partners and Carlyle Group, UK-based PIB Group is a specialist insurance intermediary group specialized in commercial insurance solutions to individuals and businesses, including employee benefits, risk consultancy, claim management through its broking, underwriting and network divisions

— Grupo VG is an insurance distribution company based in Barcelona, specializing in corporate clients, offering health, energy, transport and general civil liabilities insurance, brokerage and other insurance services in Spain and internationally

Process

— DC Advisory was selected as an exclusive financial advisor to advise Grupo VG on its sale to PIB Group due to its extensive knowledge of the market and its players

— DC Advisory advised Grupo VG in identifying the ideal potential partner, structuring the process, negotiating the offer and executing the transaction

Outcome

- This transaction represents PIB Group's eighth acquisition in Spain, bringing the total number of acquisitions globally to 73
- PIB Group will retain the founders at the helm of Grupo VG to continue growing its business, becoming a leading specialized corporate client arm of PIB Spain
- This transaction demonstrates DC Advisory's leading position in the insurance brokerage sector in Spain