

DATE

August 31, 2017

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



James Pople
Managing Director

DC Advisory advised CPA Global on its sale to Leonard Green & Partners, L.P.

CPA GLOBAL[®]

LGP | LEONARD GREEN
& PARTNERS

CPA Global is the world's leading intellectual property management and technology company.

The business manages more than two million patents for more than 10,000 customers across the globe.

DC Advisory (DC) was appointed by Simon Webster, CEO, and the management team of CPA Global in April 2017 to advise management throughout the sale process.

Working alongside management and their legal and tax advisors (DLA Piper and Deloitte respectively), DC drafted and negotiated management termsheets, ensuring that the team were offered the best commercial and legal terms possible.

Following a highly competitive process, Leonard Green & Partners, L.P. acquired CPA Global for an undisclosed consideration.

DC was able to negotiate attractive terms for management which reflects the value that the senior management bring to the business and is an improvement both on the existing economics and those submitted as first draft termsheets.

On behalf of the CPA Global management team, I would like to thank DC Advisory for the excellent advice and support to management through the sale process. This is the fourth transaction involving CPA Global in which DC Advisory has played a role and on the back of this success, if the opportunity arises, I am sure there will be more in the future.

Simon Webster
CEO, CPA Global

Having worked with CPA Global on ICG's acquisition of the company in 2010 and the sale to Cinven in 2012, along with the acquisition of Patrafee in 2014, we were delighted to be appointed to advise management throughout the sale process. Simon and the rest of the management team delivered significant value for Cinven during their hold period, and the incentivisation package negotiated will allow them to share in the upside under Leonard Green & Partners, L.P.'s ownership.

James Pople
Managing Director, DC