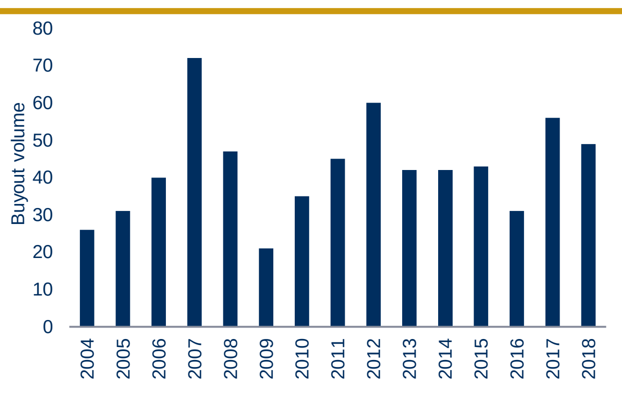
UK MID-MARKET PRIVATE EQUITY ROUND UP

January – March 2018

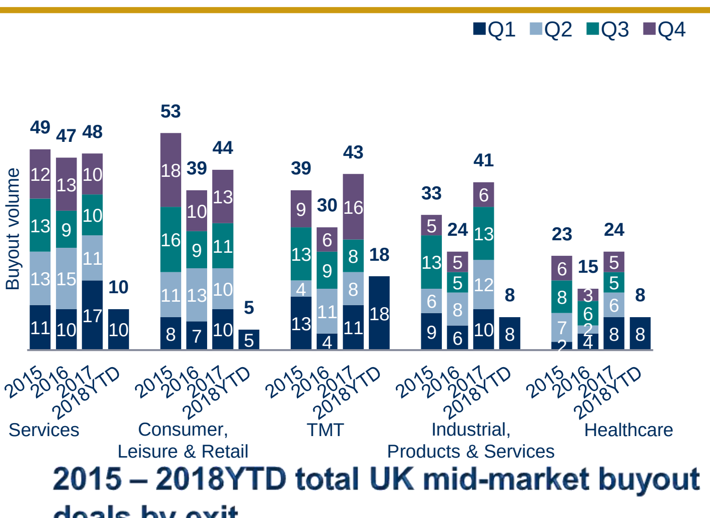
DC Advisory brings you an update on UK mid-market activity for Q1 2018. Key highlights from the period include:
- Total number of mid-market deals for Q1 2018 are lower than Q1 2017
- Volume of deals are still higher than each of the four years prior to Q1 2017
- Secondary deal levels have increased by 27% in the same quarter as last year, and primary deal levels have also increased by 16%
- Number of trade exits decreased by 54%
- The first P2P deal took place in the UK mid-market since 2016, with Montagu's acquisition of Servelec
- TMT has experienced the most significant increase in deal volume (64%), compared to Q1 2017
- Healthcare deals remains stable
- Industrials deal volume has fallen slightly
- Services and Leisure, Consumer & Retail activity has fallen considerably

Even as Brexit moves closer, the first quarter of 2018 has been notably active, particularly for the TMT sector.

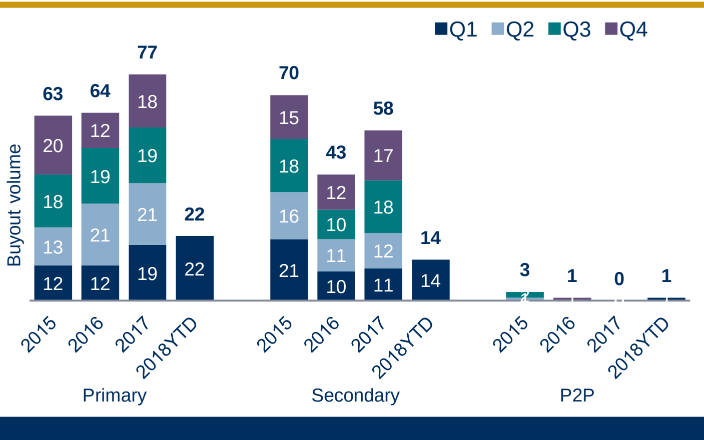
Q1 total UK mid-market buyout activity



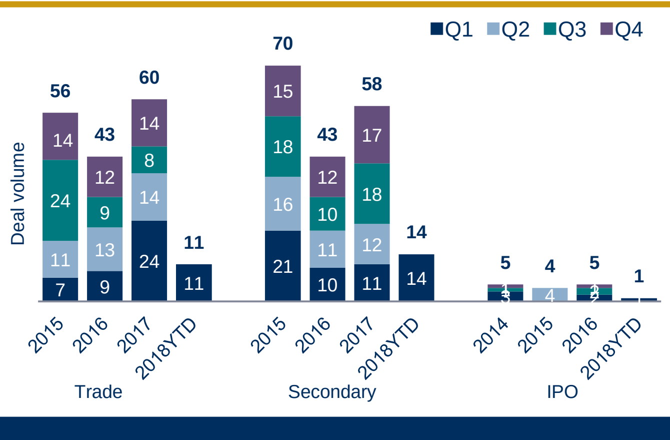
2015 – 2018YTD total UK mid-market buyout deals by sector



2015 – 2018YTD total UK mid-market deals by source



2015 – 2018YTD total UK mid-market buyout deals by exit



Who's been fundraising?

Jan	**BC Partners** held a final close of *BC European Capital X*, at €7 billion
Feb	**IK Investment Partners** held a final close of *IK Small Cap II Fund*, at €550 million
Feb	**EQT** held a final close of their eighth fund, *EQT VIII*, at €10.75 billion
Mar	**Equistone Partners Europe** held a final close of *Equistone Partners Europe Fund VI*, at €2.8 billion

DC Advisory Selected M&A and Debt advice transactions

ELATEC: Advised Summit Partners on the acquisition financing of a majority stake in Elatec. Value undisclosed 2018	ANCALA: Advised Ancala on the acquisition of Aquatrine Package A. Value undisclosed 2018	H.C.Starck: Advised JX Nippon Mining & Metals on the acquisition of H.C. Starck Tantalum and Niobium from H.C. Starck. Value undisclosed 2018	weso: Advised Viessmann Group on sale of Weso-Aurorahütte to Serafin Unternehmensgruppe. Value undisclosed 2018	ASK4: Advised Darwin Private Equity and ASK4 on sale of ASK4 to Bowmark Capital. Value undisclosed 2018
Active: Advised August Equity on sale of Active Assistance to Montreux Capital Management. Value not disclosed 2018	thomas: Advised Thomas International on sale to Palamon Capital Partners. Value undisclosed 2018	SCHROTH: Advised Perusa on the acquisition financing of Schroth Safety Products. Value undisclosed 2018	PRIMARY: Advised Primary on Debt Raising. Valued at $75m 2018	KELLING GROUP: Advised Elysian and shareholders on sale of Kelling Group to Alinda Capital Partners. Value undisclosed 2018
BUFFALO GRILL: Advised NiXEN Partners on sale of its stake in Buffalo Grill to TDR Capital. Value undisclosed 2018	AWK GROUP: Advised Deutsche Private Equity on acquisition finance for its investment in AWK Group. Value undisclosed 2018	baywater: Advised Duke Street and Baywater Healthcare Limited on sale to Bastide le Confort Medical. Value undisclosed 2018	northgate: Advised Cinven on sale of Northgate Public Services to NEC Corporation. Valued at £475m 2018	cba: Advised the shareholders of CBA on sale of a 40% stake to Five Arrows. Value undisclosed 2018
Qualium: Advised Qualium Investissement on the acquisition of Labelium from Keensight and Isai. Value undisclosed 2018	Groupe C2S: Advised Eurazeo Patrimoine on the acquisition of Groupe C2S from Bridgepoint Development Capital. Value undisclosed 2018	CM-CIC Investissement: Advised CM-CIC Investissement on the disposal of Deck Group to Naxicap Partners. Value undisclosed 2017	Law Business Research: Advised Bowmark Capital on sale of Law Business Research to Levine Leichtman Capital Partners. Value undisclosed 2017	fondasol: Advised the shareholders of Fondasol on its disposal to the management team, Amundi PEF and BNP Paribas Développement. Value undisclosed 2017
imes-icore: Advised ARDIAN on the acquisition financing of a majority stake in imes-icore. Value undisclosed 2017	NIBE: Advised NIBE on the acquisition of a 45% stake in Rhoss. Value undisclosed 2017	VINCI ENERGIES: Advised VINCI Energies Deutschland on the acquisition of Horlemann Group. Value undisclosed 2017	Endeka Group: Advised Alchemy Partners on sale of Endeka Group to Ferro Corporation. Valued at €64m 2017	eds: Advised the shareholders of EDS on sale to Deutsche Private Equity. Value undisclosed 2017

M&A Deals Done By Sector (Q1 2018)

TMT

Ask4 (DC advisory)	**Darwin Private Equity** sold *Ask4*, the provider of managed telecommunications services, to **Bowmark Capital**, for an undisclosed consideration
Kayako (DC advisory)	**ESW Capital** acquired *Kayako*, the provider of customer service and help desk software solutions, for an undisclosed consideration
Northgate Public Services (DC advisory)	**Cinven Partners** sold *Northgate Public Services*, the provider of information technology software solutions and services, to *NEC Corporation*, for a consideration of £475m
Alston Elliot	**Inflexion Private Equity** acquired *Alston Elliot*, the provider of data-driven graphics solutions for live sports broadcasts, for an undisclosed consideration
Capital Economics	**Phoenix Equity Partners** acquired *Capital Economics*, the provider of macro-economic research, from **LDC**, for a consideration of £95m
CEB Talent Assessment	**Exponent Private Equity** acquired *CEB Talent Assessment*, the provider of research in corporate strategy, operations and general management, from *Gartner*, for a consideration of $400m
CitNOW	**Tenzing Private Equity** acquired *CitNOW*, the provider of video software solutions to the automotive industry, for an undisclosed consideration
Cloud Technology Solutions	**NorthEdge Capital** acquired *Cloud Technology Solutions*, the provider of cloud transformation services and software products, for an undisclosed consideration
Coverage-IT.Net	**Tenzing Private Equity** acquired *Coverage-IT.Net*, the provider of managed and hosted IT services, for an undisclosed consideration
Creditcall	**FPE Capital** and *Bestport Ventures* sold *Creditcall*, the processor of credit and debit card payments, to *NMI*, for an undisclosed consideration
Decision Technologies	**Business Growth Fund** sold *Decision Technologies*, the provider of technology, data and performance analytics powering telecoms comparison on major brands, to *Moneysupermarket.com*, for a consideration of £40m
Jigsaw24	**Alcuin Capital Partners** acquired *Jigsaw24*, the B2B reseller, integrator and managed service provider of Apple technology, Adobe and Avid software, from **NorthEdge Capital**, for an undisclosed consideration
Mintec	**Synova Capital** acquired *Mintec*, the data analytics company, for an undisclosed consideration
Ocean Outdoor	**Searchlight Capital Partners** sold *Ocean Outdoor*, the provider of outdoor advertising services, to **Ocelot Partners**, for a consideration of £200m
Servelec	**Montagu** acquired *Servelec*, the provider of hardware and software to healthcare, oil and gas, energy and untilities sectors, in a P2P transaction, for a consideration of £224m
Small World	**Equistone Partners Europe** acquired *Small World*, the provider of cross-border payment services, from **FPE Capital** and *MMC Ventures*, for an undisclosed consideration
Snell Advanced Media	**LDC** sold *Snell Advanced Media*, the provider of solutions for creation, management and distribution of media content, to *Belden*, for an undisclosed consideration
Time Inc.	**Epiris** acquired *Time Inc.*, the publisher of print and digital magazine content, from *Meredith Corporation*, for an undisclosed consideration

Services

Kelling Group (DC advisory)	**Elysian Capital** sold *Kelling Group*, the owner and leaser of specialty equipment supporting the maintenance and upgrade of rail, road, telecommunications, street lighting, electric transmission, and other critical infrastructure, to **Alinda Capital**, for an undisclosed consideration
SLR (DC advisory)	**Charterhouse Capital Partners** acquired *SLR*, the environmental and advisory consultancy, from **3i Group**, for an undisclosed consideration
Thomas International (DC advisory)	**Palamon Capital Partners** acquired *Thomas International*, the provider of online psychometric assessments, for an undisclosed consideration
Aktrion Group	**Graphite Capital Management** sold *Aktrion Group*, the outsourcing company that provides manufacturing support services, to *Servest Group*, for an undisclosed consideration
AllClear Insurance Services	**Synova Capital** acquired *AllClear Insurance Services*, the provider of medical travel insurance, for an undisclosed consideration
Chambers and Partners	**Inflexion Private Equity** acquired *Chambers and Partners*, the publisher of rankings and directories for the legal sector, for an undisclosed consideration
CM Downton	**EmergeVest** acquired *CM Downton*, the provider of logistics services, for a consideration of £75m
JTC	**CBPE** completed the IPO of *JTC*, the provider of administration services to fund, corporate and private clients, on the London Stock Exchange. The IPO was priced at 290 pence per share, giving the company a market capitalisation of £310 million on admission
Lowe Rental	**MML Capital Partners** sold *Lowe Rental*, the refrigeration rental company, to **Perwyn**, for a consideration of £60m
WHP Telecoms	**Equistone Partners Europe** acquired *WHP Telecoms*, the provider of professional services to the mobile telecoms infrastructure sector, from **Palatine Private Equity**, for an undisclosed consideration

Healthcare

Active Assistance (DC advisory)	**August Equity** sold *Active Assistance*, the provider of live-in services for physically disabled adults and children, to **Montreux Capital Management**, for an undisclosed consideration
Baywater Healthcare UK (DC advisory)	**Duke Street** sold *Baywater Healthcare UK*, the provider of homecare services to patients, to *Bastide Le Confort Medical*, for an undisclosed consideration
Ark Home Healthcare	**Core Capital Partners** sold *Ark Home Healthcare*, the provider of domicilary care services, to *City & County Healthcare Group*, for an undisclosed consideration
Concept Life Sciences	**Equistone Partners Europe** sold *Concept Life Sciences*, the international scientific laboratory and consultancy business, to *Spectris*, for a consideration of £163m
Helping Hands	**Livingbridge** acquired *Helping Hands*, the private pay homecare operator, for an undisclosed consideration
OrthoD	**Apposite Capital** acquired *OrthoD*, the provider of specialist solutions for orthopaedic surgery, from **The Riverside Company**, for an undisclosed consideration
Pharmacy2U	**G Square Healthcare Private Equity**, **Business Growth Fund** and *Atomico* acquired *Pharmacy2U*,the online pharmacy company, for an undisclosed consideration
The Hesley Group	**Antin Infrastructure Partners** acquired *The Hesley Group*, the provider of residential care, education and therapeutic services for people with learning disabilities, for an undisclosed consideration

Consumer, Leisure & Retail

A Jones & Sons	**Endless** sold *A Jones & Sons*, the operator of a chain of footwear and accessories stores and concessions, to *Pavers*, for an undisclosed consideration
Endura	**Maven Capital Partners** and **Penta Capital** sold *Endura*, the designer of branded cycling apparel and accessories, to *Pentland Group*, for an undisclosed consideration
Freshcut Foods	**Perwyn** acquired *Freshcut Foods*, the provider of vegetables, fruits and carbohydrates to food manufacturers and food service operators, for an undisclosed consideration
Lintbells	**Inflexion Private Equity** acquired *Lintbells*, the provider of pet nutritional supplements, for an undisclosed consideration
OKA Direct	**InvestIndustrial** acquired *OKA Direct*, the furniture retailer, for an undisclosed consideration

Industrial Products & Services

Aquamain	**Rubicon Partners** and **Grovepoint Capital** acquired *Aquamain*, the provider of self-lay water utility services, for an undisclosed consideration
Aspin Group	**LDC** sold *Aspin Group*, the provider of engineered solutions for UK's infrastructure sectors focused on rails and highways, to **Sandton Capital Partners**, for an undisclosed consideration
DW3 Products Group	**NorthEdge Capital** sold *DW3 Products Group*, the manufacturer of composite door solutions and window systems, to *Masonite International Corporation*, for a consideration of £70m
Hydro International	**Agilitas Private Equity** acquired *Hydro International*, the company involved in the control of stormwater and treatment of wastewater, from **Hanover Investors Management**, for an undisclosed consideration
Platinum Stairlifts	**NorthEdge Capital** acquired *Platinum Stairlifts*, the manufacturer and designer of stairlifts, for an undisclosed consideration
Portals De La Rue	**Epiris** acquired *Portals De La Rue*, the substrate manufacturer, from *De La Rue*, for a consideration of £61m
Proserv Group	**KKR** and **Oaktree Capital Management** acquired *Proserv Group*, the manufacturer of production and drilling equipment for the oil and gas industry, for an undisclosed consideration
The Vita Group	**TPG Capital** sold *The Vita Group*, the producer of cellular foams and industrial polymers, to **Strategic Value Partners**, for an undisclosed consideration

DISCLAIMER

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