

# MOORE BLATCH DEALS ROUNDUP



## Moore deals together

Welcome to our New Year Deals Roundup, which highlights some of the deals we have been delighted to assist our clients with during 2017.

There are now many options for funding deals of all shapes and sizes. As a result, we are seeing that the M&A marketplace remains very buoyant, as businesses in a wide range of sectors embrace M&A as a key driver in building value.

We take pride in the quality of the commercial, 'hands-on' service that our clients receive and we are pleased that this has been reflected in our recently recorded Net Promoter Score – an industry index that measures customer experience – of 81 for business services against a professional services industry average of 38.

We have recently invested in our City of London office through the appointment of two new partners, Manmohan Singh and Richard Hughes. Manmohan is a specialist with both M&A transactions and public markets/IPOs. Manmohan's arrival, supplementing our existing team, coincides with the appointment of Richard, a commercial property specialist, as we look to consolidate and develop our presence in London during 2018.

We would be very pleased to hear from you if you would like to discuss any of your M&A or other corporate requirements.

Wishing you a happy and prosperous New Year.

With very best wishes

**Roger Bailey**

Partner and head of corporate

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## Business Services

### **Coach in a Box Holdings Limited**

Sale of Coach in a Box Holdings Limited, a consultancy group offering innovative coaching services, to BTS Group AB

Deal value: undisclosed

Solicitors to the sellers

*“The legal acumen of the Moore Blatch team combined with their extensive experience providing legal advice on deals such as this played a pivotal role in bringing about this strategic move.”*

**Sue Stokely**

Managing Director,  
Coach in a Box Holdings  
Limited

*“Moore Blatch are leaders in the field. We were delighted with the advice Moore Blatch provided us. In particular, Peter Jeffery’s experience and knowledge of our sector was invaluable, along with the support of his wider corporate and specialist teams.”*

**Neil Murphy**

Managing Director,  
Bytes Technology Group  
Limited

## IT

### **Bytes Technology Group Limited**

Leatherhead based major Microsoft LSP acquired public sector focused Phoenix Software Limited, one of the most established UK IT resellers

Deal value: undisclosed

Solicitors to the buyer

## Transport

### **Tructyre Limited**

Sale of TFM Holdings Limited, the parent company of Tructyre Limited, a multi brand national tyre service and fleet maintenance company, to Associated Tyre Specialists (Investment) Limited, a Michelin Group company

Deal value: undisclosed

Solicitors to the seller

*“Thank you to everyone who made this possible. I am sure there will be other opportunities in the future to work again together.”*

**Glenn Sherwood**  
Managing Director,  
Tructyre Limited

*“Top notch legal advice from Moore Blatch plus the commitment shown by the whole legal team enabled us to reach a deal with GCI that we are very happy with.”*

**Richard Cook**  
Managing Director,  
Blue Chip Data Systems  
Limited

## IT

### **Blue Chip Data Systems Limited**

Sale of leading national IT services company Blue Chip Data Systems Limited to technology provider GCI

Deal value: undisclosed

Solicitors to the sellers

## Property

### **Project Stone**

Acting for a well-known property development company in relation to their court approved capital reduction

**Deal value: £21 million**

Solicitors to the company

## Media and telecoms

### **AccelerComm Ltd**

AccelerComm Ltd, a company specialising in mobile communications technology, received significant investment from leading intellectual property commercialisation company IP Group plc

**Deal value: undisclosed**

Solicitors to the company

*“I would like to thank the team at Moore Blatch for their excellent advice and ensuring a smooth sale.”*

**Alex Fuller**  
Managing Director,  
Fuller Group

## Marine and transport

### **Deacons Boatyard Limited**

South coast marina operator, Dean & Reddyhoff Ltd, purchased Solent based Deacons Boatyard and Marina from Guernsey based marine property investment and development company Fuller Group

**Deal value: undisclosed**

Solicitors to the seller

IT

**Inframon Ltd**

Ensono, a leading hybrid US IT services provider, acquired Reading based specialist cloud service provider Inframon Ltd

Deal value: undisclosed

Solicitors to the management sellers

*“Our thanks to Peter Jeffery and the team at Moore Blatch enabling this complex and important transaction to go through”*

**Sean Roberts**  
Director,  
Inframon Ltd

*“We are grateful to the team at Moore Blatch who provided excellent legal support throughout the process.”*

**Ian Brown**  
Executive Chairman,  
SecureData Finance Limited

IT

**SecureData Finance Limited**

SecureData Finance Limited, a leading cybersecurity services and solutions provider, acquired cybersecurity company Cygnia Technologies Limited

Deal value: undisclosed

Solicitors to the buyer

## IT

### **Datapipe Europe Limited**

Acquisition of Datapipe Europe Limited, a managed services leader across public and private clouds, by Rackspace

Deal value: undisclosed

Solicitors to the Adapt shareholders

## Manufacturing

### **Project Insignia**

MBO of a company specialising in manufacturing, distributing and selling of commercial badges, labels, nameplates and fascias

**Deal value: £6 million**

Solicitors to the management team

*“The process was extremely easy thanks to the advice and support afforded by Jeremy Over and his team at Moore Blatch.”*

**Mick Pilsworth**  
CEO,  
Chrysalis Vision Limited

## Media

### **Chrysalis Vision Limited**

The team behind the long running Midsomer Murders franchise, who in 2014 founded Chrysalis Vision Limited, has received significant investment from Sky plc

Deal value: undisclosed

Solicitors to the company

## Transport

### Standset Limited

Sale of a multi-franchise motor dealership and motorhome dealership group, trading as the Freeborn Motor Group, to Jarretts Motors Limited

Deal value: undisclosed

Solicitors to the sellers

*“I really appreciate the quality and professionalism of Moore Blatch and the flexibility you’ve shown is exactly what was needed.”*

**Andy Jones**  
Director,  
Standset Limited

*“Thank you all for your intensive work to get the deal closed last week. I greatly appreciate all your efforts to push everything through on time.”*

**Mike Austin**  
Director,  
Fresh Relevance Limited

## IT

### Fresh Relevance Limited

Investment in Fresh Relevance Limited, an SaaS email marketing and web personalisation platform, by Foresight Private Equity

Deal value: undisclosed

Solicitors to the company



## Manufacturing

### Project Disc

MBO of a specialist fencing company

**Deal value: £6 million**

Solicitors to the management team

## Transport

### Project Night

Sale of Northern based car parts and products dealer

**Deal value: £2.1 million**

Solicitors to the sellers

*"I would like to thank the team at Moore Blatch for their diligence and hard work in getting this deal over the line for us."*

**Stuart Bennett**  
Founder,  
Directories Today Ltd

## Media

### Directories Today Ltd

Directories Today Ltd, one of the UK's leading online sellers of graphics and text fonts, has been purchased by Malaysian based global stock photographs and image provider '123RF'

Deal value: undisclosed

Solicitors to the management sellers

## Telecommunications

### Project Dial

3 separate acquisitions of B to B telecommunications companies by a leading telecommunications company

**Aggregate deal value:  
£6.8 million**

Solicitors to the buyer

## Motor Industry

### Havant Motor Factors

Sale of Havant Motor Factors, a family run business of over 25 years, to Alliance Automotive

Deal value: undisclosed

Solicitors to the sellers

*“Our thanks to Moore Blatch for providing excellent legal advice and for ensuring this important acquisition went through as smoothly as possible.”*

**Jeff Dodd**  
CEO,  
entrustIT Limited

## IT

### entrustIT Limited

entrustIT Limited, the UK's leading hosted desktop provider, completed a majority acquisition of Tiva IT Solutions Limited

Deal value: undisclosed

Solicitors to the buyer

## MEET THE TEAM



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Our team advises both private and public companies on:

- Mergers, acquisitions and disposals
- Private equity
- Fundraisings
- Management buy-outs and buy-ins
- Stock market listings and flotations
- Domestic and international deals



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Moore Blatch is the trading name of Moore Blatch LLP, which is a limited liability partnership registered in England and Wales.

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