

Sector
Energy & Utilities

Location
Norwich, Norfolk

Deal
Minority
Investment



JDC Corporate Finance



Cornwall Insight on JDC

"I found the advice and input from JDC to be invaluable, providing clear direction on what was required, working alongside the team to ensure all the deliverables were met. I am under no doubt that without the support of Dave and Adam in leading and managing the transaction, alongside James in the creation of the detailed financial models, that we would not have concluded the process within the agreed time-frame."

We would strongly recommend JDC to companies who are looking to unlock growth and achieve their full potential and look forward to continuing to work with JDC as our trusted advisers in the future."

Gareth Miller,
Director of Cornwall Insight

Minority Investment in Cornwall Insight

CORNWALL INSIGHT

CREATING CLARITY



The business

A leading provider of specialist consultancy, intelligence and training services, relating predominately to regulatory, policy and commercial aspects of the Great British energy and water markets.

Long-standing reputation with a wide ranging customer base, incorporating the 'Big 6' energy firms, global gas and electricity producers, regulators and governments.

Operating from premises in central Norwich, with wide ranging coverage of the UK and mainland Europe.

The deal

Minority investment from the Business Growth Fund, the UK and Ireland's most active investor in small and medium sized growing companies.

Partial exit and cash out for the founding and legacy shareholders, with significant equity for the senior management team.

Substantial development and acquisition capital investment to support the business plan, incorporating the opening of new offices and international expansion.

JDC value add

Worked with the Company since 2015, advising on market valuation, the various strategic options available to the board and advice on timing.

Acted as lead adviser to both the Company and shareholders, sourcing a number of equity investors and then negotiating and managing the investment through every stage to completion.

Achieved a valuation and equity structure that met the requirements of both the shareholders and the management team.





Raising the bar

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