

Press Release



19th October 2011

New World Corporate Finance Advises on Sale of Waterflow

New World Corporate Finance ("NWCF"), the UK-based M&A boutique, has successfully negotiated and advised on the sale of The Waterflow Group Plc ("WF") to The UK Drainage Network Ltd ("UKDN").

The sale marked the conclusion of a process which effectively began 3 years ago when NWCF began working closely with the owners and management of WF to prepare the business for sale.

Waterflow, founded in 1965, is one of the UK's leading providers of specialist drainage, sewer, civil engineering and asset management services to rail, water, highways, construction and facilities management clients, including Thames Water, Anglian Water, Network Rail, London Underground, Balfour Beatty, and The Highways Agency.

UKDN, in which Lyceum Capital holds a majority stake, is the largest drainage claims manager in the home insurance market, offering remediation, validation, investigation and repair services for most of the UK's largest household insurers.

With the merger of the two businesses, a clear market-leader and the biggest independent in the sector of specialist drainage services has been created, providing customers with an increased range of services, geographic coverage and technical expertise.

Philip Robertson, Managing Director of Waterflow, commented: "the senior management teams for both businesses see this as an exciting opportunity and fantastic news for our employees and our customers". "This transaction sees two industry leaders coming together to create the UK's largest 'total drainage solution provider' with a turnover of £50 million and which employs more than 500 people across a nationwide network of 17 depots".

Philip further commented "It has been excellent working with Stephen as our Corporate Finance Adviser. We really appreciated his effort, expertise and determination in helping us throughout the entire process".

WF Advisers

- Stephen Altman led the transaction for NWCF
- Legal advice was provided by Paul Glassberg of Finers Stephens Innocent LLP

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Notes:

New World Corporate Finance is a leading UK based, independent adviser specialising in advising on the acquisition and sale of companies typically with deal values ranging from £5m to £75m.

Founded in 2000, NWCF have successfully completed transactions across a broad range of industry sectors and has developed particular expertise in the Leisure & Travel, Consumer & Retail and Financial Services sectors.

The New World team are highly entrepreneurial senior corporate finance professionals with significant UK mid-market experience, committed to:

- providing the highest standards of client service
- long-term relationships
- providing objective advice without conflict

Our clients include owner managers, public and private companies, management teams and private equity houses.

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