

Adviser to Chiltern Capital as it supports the MBO of IMD Group



Deal overview:

Wilson Partners Corporate Finance were delighted to support Chiltern Capital with financial and tax due diligence on its backing of the management buyout of IMD Group, provider of management consultancy services for complex digital transformations.

Chiltern has taken a majority stake in IMD and will play an active role in supporting the experienced management team of Dean Taylor (MD) and Graham Joyce (COO) to continue driving growth. Alan Gaby, former CEO of data consultancy firm Tessella, joins the Board as Chairman.

Dean Taylor, MD, commented: "IMD is on the next stage of its ambitious and exciting growth plan and Chiltern have provided the investment and strategic advice to help us on the path to achieve our vision. We look forward to the next phase in IMD's journey, supported by the professional advice and assistance from Chiltern."

Thomas Holroyd, Investment Director at Chiltern, added: "Dean and Graham have achieved a tremendous amount with IMD over the last four years. We are delighted to be supporting such an experienced team with their plans to grow the company, expand the consultant base, and diversify into adjacent sectors."

About the parties:

Based in Bristol, IMD supports both public and private sector clients to successfully implement complex digital transformation projects to deliver operational effectiveness improvement. IMD has grown significantly year on year since being established in 2015. IMD works across a number of Government departments including the MoD and Home Office, and Nuclear markets, providing security cleared specialists to deliver critical projects.

Chiltern Capital focuses on investing up to £15 million of equity in growing businesses with ambitious management teams which will benefit from strategic, financial and operational support, and which have the potential for significant growth and value enhancement.

"Dan and the team at Wilson Partners did a stellar job supporting us with financial and tax due diligence. Their senior-led team provided insightful advice which allowed us to quickly understand IMD's business and operating model."

Thomas Holroyd, Investment Director, Chiltern

"IMD have experienced explosive growth in recent years, penetrating a niche market with significant experience and expertise. The business is well-positioned to continue that growth profile under Dean and Graham and with the support and guidance of the experienced investors at Chiltern. It was great to be involved with the deal and we wish them all the best."

Dan James, Director, Wilson Partners