

Lead Advisor to the Shareholders of Jupix Limited on the sale to The Property Software Group (backed by LDC)



Deal overview:

Wilson Partners Corporate Finance are pleased to announce that we recently advised the Shareholders of Jupix Limited on their sale to Property Services Group (PSG) backed by Lloyds Development Capital (LDC).

Jupix is a leading and fast growing property software business based in Brackley, Northamptonshire. The transaction provided a successful exit for the shareholders, placing the business into a perfect fit with the growth ambitions for PSG. It was also a success story that started over a coffee with Mark Goddard the CEO of PSG, and was ultimately negotiated honestly but aggressively in the knowledge of all parties that this was an opportunistic, non-competitive process.

Not unusually, the deal only came about by combining a number of elements: fit, price, structure, integration, timing and trust, coupled with strong negotiation from the outset to set the scene for a clear and structured deal with a well-planned roadmap to completion for all parties.

About the parties:

Founded in 2005, Jupix is the fastest growing property software company in the UK, with an innovative cloud-based estate agency and property management software system used by more than 5000 estate and lettings agents.

The Property Software Group is the UK's largest supplier of software, technology and design solutions to the property industry. Its portfolio includes market leading residential sales and property management software and web design services.

Oliver Gleave, Managing Director at Jupix said: "I can confidently say that, without Adam and his team at Wilson Partners, this deal could not have happened, and was managed in a way that there was very little disruption to the business."

Mark Goddard, CEO at PSG said: "Adam and the team at Wilson Partners ran a professional and tight process from the start to ensure the deal structure, timetable and subsequent information flow was clear and consistent at all times. This allowed for a fast deal in a straightforward way."

Adam Wardle, Director at Wilson Partners added: "We are delighted for Oliver and Tom on completion of the sale and we can already see the smooth integration into PSG."