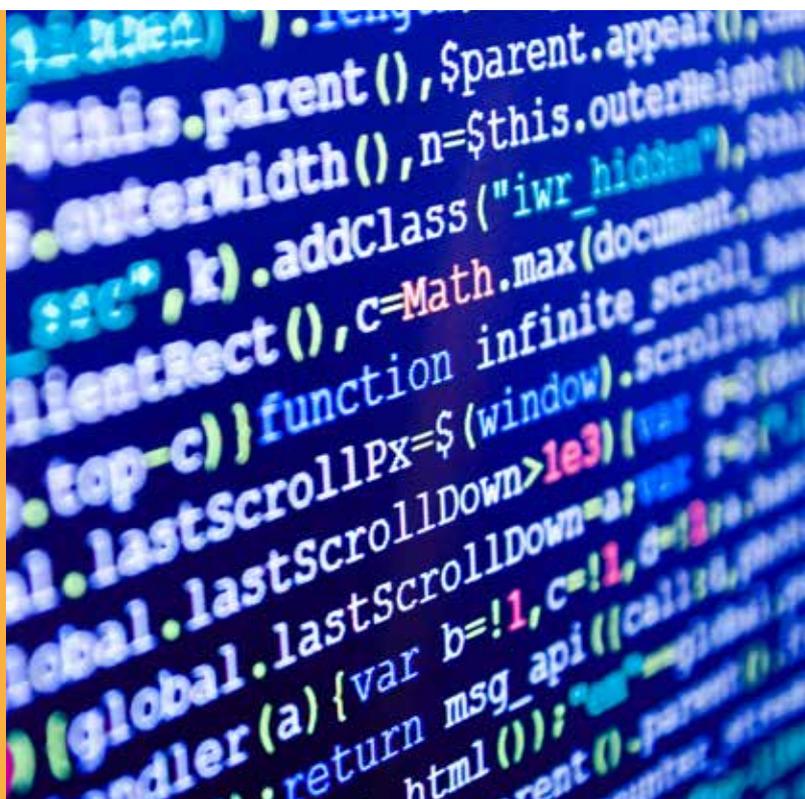


Deal alert.



In brief:

Adviser to BGF on a £10.5m investment in cyber security business, e2e-assure.

“We continued to be impressed by Dan and his team during the e2e-assure transaction, providing high quality and timely insights against the backdrop of a demanding timetable. It’s a pleasure working with the Wilson Partners team and we look forward to working together on future deals.”

Alex Snodgrass, Investor, BGF

Who:

BGF has completed a £10.5 million minority investment in e2e-assure, an established, fast-growth cyber security business based in Oxfordshire. The funding will be used to facilitate international growth and expand its go-to market offering.

What:

Wilson Partners Corporate Finance provided financial and tax due diligence and deal support to BGF on the investment.

Cyber security with neurodiversity at its core

Deal overview:

Wilson Partners Corporate Finance was delighted to support BGF with financial & tax due diligence and deal support on the £10.5 million minority investment in e2e-assure, an established, fast-growth cyber security business based in Oxfordshire. The funding will be used to facilitate international growth and expand its go-to market offering.

Rob Demain, chief executive of e2e-assure, said: “We were looking for an investment partner to help us scale and ran an exhaustive selection process to find the right partner to achieve an outcome that fitted with e2e-assure’s culture and customers. BGF was the right choice at the right time for our business.”

Alex Snodgrass, investor at BGF, said: “e2e-assure is a fantastic business that is well positioned to capitalise on rapid market growth. Under the guidance of Rob Demain, they have created a market leading business and platform that delivers huge value for its clients. We’re also extremely excited to support a business that has diversity at its core and is challenging traditional working practices. This is a significant investment at a period of rapid growth for the cyber security sector and we relish the opportunity to support e2e-assure on the next stage of its growth.”

About the parties:

e2e-assure was established in 2013 by cyber security expert, Rob Demain. It provides software and Security Operations Centre (SOC)-as-a-service, Managed Detection and Response (MDR), and monitoring solutions to government, mid-sized private organisations, and enterprise clients around the world. e2e-assure’s SOC-as-a-Service infrastructure is run on its proprietary ‘Cumulo’ software and can integrate with existing customer deployed solutions to lower total cost of ownership. e2e-assure’s services are provided as a full outsource or as a hybrid operating model, working closely with existing customer teams.

In addition to its SOC-as-a-Service offering, e2e-assure focuses specifically on its social impact via a highly regarded neurodiversity hiring initiative. It actively recruits, trains, supports and retains people with different ways of thinking, providing a supportive and positively challenging working environment for its neurodiverse analysts.

BGF was set up in 2011 and has invested more than £1.8bn in over 260 companies, making it the most active investor in the UK and globally by number of transactions.

BGF has £2.5bn to invest in UK SMEs and in Ireland, and an additional €250m to support Irish businesses. BGF is a minority, non-controlling equity partner with a patient outlook on investments, based on shared long-term goals with the management teams it backs.

“e2e has demonstrated an ability to grow rapidly by securing large multi-year contracts to deliver business critical operations to a diverse client base. Having invested for growth and underpinned by a strong recurring revenue base and rapidly evolving market, the future looks very exciting.”

Dan James, Director,
Wilson Partners Ltd