

## Deal alert.



### **In brief:**

Adviser to Bestport Private Equity on a £19m equity and debt investment to help support the continued growth of Energy Saving Lighting (ESL).

“Dan and his team at Wilson Partners provided us with excellent support and analysis on the transaction and worked well with the business to understand and evaluate the key issues facing the business.”

James Stoddart, Managing Partner, Bestport

### **Who:**

Berkshire-based Energy Saving Lighting (ESL), a trading name of Smart Electronic Technologies Ltd, is a lighting consultancy and installation company, specialising in LED lighting and energy efficient solutions, and has received an £19m equity and debt investment from Bestport and ThinCats to fuel future growth.

### **What:**

Wilson Partners Corporate Finance provided financial and tax due diligence and deal support for Bestport Private Equity.

## Lighting the difference

### Deal overview:

Wilson Partners Corporate Finance was delighted to support Bestport Private Equity with financial and tax due diligence and deal support for its £19m equity and debt investment to help support continued growth of Energy Saving Lighting (ESL).

Paul Daly, Founder and CEO of ESL, says: “We are delighted to partner with Bestport and recognise that they will bring expertise and funding to help deliver the next phase of growth for the business. It is an exciting time to be delivering energy efficient solutions to both the public and private sectors.”

James Stoddart, Managing Partner of Bestport, says: “We are excited to be partnering with Paul on the next stage of the company’s journey. ESL is an ambitious, fast growing business delivering energy saving benefits to the critical economy. We also see a big opportunity to build on the company’s success in delivering more energy efficient solutions to the commercial sector.”

### About the parties:

Energy Saving Lighting (ESL), a trading name of Smart Electronic Technologies Ltd, is a lighting consultancy and installation company, specialising in LED lighting and energy efficient solutions. ESL helps all types of organisations in all industry sectors light their buildings more efficiently. Switching to LED has saved customers serious amounts of CO2 emissions and thousands of pounds on their electricity bills.

Established in 2008 at the beginning of the new emerging LED market ESL were one of the first lighting consultancies to offer LED solutions complete with finance packages across all sectors including commercial, domestic, public sector and social enterprise across the UK. Their team of experts provide full project management however big or small the requirement and offer a complimentary no obligation survey as a standard to see how much you could save.

Bestport Private Equity is an independent and entrepreneurial provider of private equity funding to support MBOs and accelerated organic growth opportunities. Bestport typically invests between £3m-£10m in fast-growing, cash generative businesses with a minimum EBITDA of £1m at the point of investment. A potential Bestport investee company will have a highly focussed and ambitious management team and strong growth prospects either through organic growth and/or carefully targeted acquisitions.

“ESL has experienced rapid growth over the past 18 months through securing large public and private sector contracts. There is a real opportunity in the sector for ESL to continue its growth trajectory with the support of the team at Bestport.”

Dan James, Director,  
Wilson Partners Ltd