

Deal alert.



In brief:

Adviser to Queen's Park Equity on the investment to support the MBO of TelcoSwitch.

“Dan and Stephen provided excellent support throughout the process. The financial and tax due diligence output was focused and insightful. It was a pleasure to work again with the Wilson Partners team and we look forward to working together on future transactions.”

Sami Igout, Investment Manager, Queen's Park Equity

Who:

TelcoSwitch is a leading provider of unified communications and compliance solutions, recognised in the Sunday Times Tech Track 100 and the FT 1000: Europe's Fastest Growing Companies, and has partnered with Queen's Park Equity to drive its next phase of growth.

What:

Wilson Partners Corporate Finance provided financial and tax due diligence and deal support for Queen's Park Equity.

Unlocking growth

Deal overview:

Wilson Partners Corporate Finance was delighted to support Queen's Park Equity with financial and tax due diligence and deal support for its investment in TelcoSwitch.

The investment will enable TelcoSwitch to explore further M&A opportunities, broaden its channel-focused product suite, increase headcount to better serve its customers and surpass 400,000 active users by the end of 2024. This will follow on from the series of successful acquisitions completed in the last 18 months, including OneVoice, PBX Hosting and SureVoIP.

Russell Lux, TelcoSwitch founder and CEO, said: "This is a hugely exciting time for everyone involved with TelcoSwitch. In under six years we've grown a successful channel business that continues to challenge the status quo in our industry with powerful products and services. The team at QPE share our energy and enthusiasm, and we're delighted to have their long-term support in accelerating our strategy and ambitions."

Nick Manning, Investing at QPE added: "We are very excited to be supporting TelcoSwitch to build on the impressive growth the team have achieved in recent years. Their success is testament to both the quality of the underlying technology and the strength of the management team which has positioned TelcoSwitch perfectly to continue its exceptional growth story."

About the parties:

TelcoSwitch is a leading provider of unified communications and compliance solutions supporting 140,000 active daily users across 65 countries. TelcoSwitch has been recognised in the Sunday Times Tech Track 100 and the FT 1000: Europe's Fastest Growing Companies.

TelcoSwitch is the eighth partnership investment from Queen's Park Equity Fund I, which was oversubscribed and closed at its hard cap of £202m in December 2020. QPE is focused on providing capital and expertise to high-quality, entrepreneur-led businesses within the Tech Services, Health & Pharma and Education sectors, with an ambition to accelerate their growth.

"Delighted to support the QPE team on another platform deal. TelcoSwitch provides an exciting opportunity to back a great management team in a fast growing sector and we wish them all the best for the next phase of their journey."

Dan James, Director, Wilson Partners Ltd