

2017 has seen a high level of continued M&A activity in the TMT sector. Knight have completed 7 deals in the first 5 months of the year with continued demand from well-funded buyers for high quality acquisitions. Knight founders are also launching fund:tmt, a new fund that will support growth and scale up opportunities in the sector



Knight advised Nexus Telecommunications on its disposal to Chorley based Elite Tele.com.

“We have been working with Knight for a number of years, they understood our business and the aspirations of the shareholders, and helped to unlock value in our business that was eventually realised through the disposal to Elite. Knight managed each aspect of the sale process and their experience and relationships with both the buyer and our team proved fundamental in ensuring the transaction completed. The shareholders are all delighted with the outcome and Knight’s involvement, I’m also very excited about the opportunity to join Elite as part of the Group Leadership Team.” Rob Sims, CEO of Nexus



Knight CF advised Streamwire on the funding for its acquisition of EACS, enabling a small but growing IT business backed by a strong management team, to acquire a significantly larger peer to create a combined It managed services business with revenue of around £20m. Kevin Timms, CEO of Streamwire commented ““We appointed Knight as we knew the deal made strong commercial sense. Knight sourced a range of funding options and we were able to select a party that was able to meet our timescales with a structure that ensured we completed the acquisition and retained control of our business.”



Adam Zoldan of Knight commented “New sources of alternative funding are offer a wide range of finance packages that are focussed on helping business meet their strategic objectives. We worked with Streamwire to identify and deliver funding, to ensure that the acquisition was achievable and delivered to a strict timetable. We are delighted to have been able to assist

Streamwire/EACS and this transaction offers a real working example of how businesses should ensure they are aware of all the options available when considering their growth plans whether they are organic or by acquisition.”

≥ fund:tmt

In partnership with experienced fund managers Spark Impact, Paul and Adam are launching a new investment fund focused on the TMT sector.

The fund will have a set of differentiating factors from more traditional institutional investment funds:

- Targeting a funding gap identified by Knight’s experience in the market
- Supported by a highly experienced team of TMT entrepreneurs and financial professionals
- Access to off-market deal flow
- Flexible use of funds
- Genuine value added investment

The fund’s criteria for businesses looking for investment plays to the strengths of Knights experience in the sector:

- TMT
- Established
- Owner managed
- Recurring revenues
- Clear investment exit

To find out more contact Paul or Adam

New Website Launch and New Starter

This week saw the launch of our new website which you can see at www.knightcf.com.

We are also delighted to announce that Ajay Shah will be joining Knight from ACC Liverpool in July as Marketing & Business Development Manager

2017 EVENTS

Knight will continue to support TMT channel events throughout 2017 including:

Comms Business Awards Knight are sponsoring the Services to the Channel category at the Comms Business Awards in London on 15th June which this year will be hosted by comedy legend Al Murray

Margin in Voice & Data Knight sponsor at Comms Dealer's Margin in Voice & on June 22nd in the Forest of Arden

Channel Live Knight are sponsoring the inaugural Channel Live conference in Birmingham on 12th/13th September

English Half Marathon Knight are sponsoring the Corporate Challenge for this event that passes by our Warrington office on September 17th. To enter a team contact us

Comms Dealer Awards Knight are sponsoring the Entrepreneur of the Year Award at the CNA in London on 12th October

CommsVision Knight will be Hospitality Sponsor at CommsVision in Gleneagles on 8th, 9th and 10th November

Recent KnightCF Success

freedom

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The Communications Company



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Strategy Funding Acquisitions Exit

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