



MANAGEMENT BUY-OUT OF FISHAWACK COMMUNICATIONS LIMITED, FOLLOWED BY ACQUISITION OF ASCENDANT COMMUNICATIONS, INC

Consideration: ~ £6m MBO, Ascendant acq'n n/d
Client: Management team and shareholders of Fishawack Communications Limited



Fishawack is an established, specialist healthcare communications agency focusing on the medical sector, with clients including Sanofi-Aventis, Pfizer, GSK, Bayer-Schering and Shire.

Langtons Corporate Finance acted as lead adviser to the management team and shareholders of Fishawack in the MBO of the business. Langtons' role included assisting in the preparation of a comprehensive business plan and projections, structuring the transaction, and introducing potential funding partners.

Langtons was successful in securing a funding package for the MBO from YFM Private Equity and Co-operative Bank and continued to assist the Company throughout the due diligence and legal process, to ensure a successful outcome.

Subsequently, Langtons has further assisted the company to acquire a US-based medical communications group, Ascendant Communications, Inc. Langtons assisted the company throughout the acquisition process, including negotiation of the transaction, managing the legal and due diligence process, and structuring the finance required to complete the successful acquisition.

The acquisition gives Fishawack a strong presence in the large US domestic healthcare market.

