

Fawcus Corporate transaction wins Italian/UK Cross-Border Environmental Deal of the Year 2012

Fawcus Corporate acted as Corporate Finance Lead Adviser to FoundOcean Ltd in their negotiations with Italian Private-Equity company Ambienta SGR SpA, which resulted in Ambienta taking a 35% stake in the UK offshore wind engineering company.

This highly successful transaction has recently been awarded Italian/UK Cross-Border Environmental Deal of the Year 2012 by Acquisition International magazine, who first reported on the transaction immediately following completion.

'We were delighted to be appointed by FoundOcean as their Corporate Finance Lead Adviser in these complex negotiations, where both parties would need to work well together post transaction.' said David Fawcus: "There was a strong team rapport working with the FoundOcean directors and their corporate lawyers BP Collins LLP. PricewaterhouseCoopers, and the law firms McDermott Wills & Emery and Burges Salmon were both advising Ambienta. We had a series of meetings with Ambienta to agree the main points of principal and detailed sessions with the professionals to conclude the deal."



Fawcus Corporate provides Corporate Finance Lead Advisory services in M&A transactions for entrepreneurial company directors and shareholders. 2012 has been a busy year with a number of successful completions led by David Fawcus, including the sale of a third generation family owned precision engineering supplier to the AgustaWestlands helicopter group. The deal pipeline for 2013 looks strong with other transactions already at Heads of Agreement stage.

David also undertakes strategic planning assignments for director/shareholder teams planning the next stage of their business direction, including succession or exit planning. A couple of recent assignments have included facilitating away days to develop the business planning in a positive environment, and to ensure that management team members are aligned.

David Fawcus was an invited guest speaker at the Finance Directors Forum held at Savoy Place in June 2012. David said "We had the opportunity for some really useful interactive discussions with the directors of FTSE 350 and larger private companies looking for strategic acquisitions that would make a good complimentary fit. Ideas were exchanged on deal structures to align the motivations of both vendors and purchasers and ensure a successful outcome that adds value for both parties."