



FUTURESOURCE SOLD TO PRIVATE EQUITY



Corbett Keeling advises Futuresource and its founders on joining a private equity backed family of high growth businesses

TRANSACTION TYPE	INDUSTRY	HQ LOCATION	SIZE RANGE	DATE
Partial Sale of Equity	Data & Consulting	St Albans, UK	£10m - £25m	2017

About Futuresource

Futuresource is a specialist research and knowledge-based consulting company specialising in market forecasts and intelligence reports.

Futuresource provides essential data and strategic insight to a range of clients with an interest in the dynamic electronics and media industries including the largest well-known global brands.

The founders of Futuresource had built a successful business over 20+ years and were looking to reduce their financial commitment and find a good home for the business as they stepped back.

“As with most entrepreneurs, we have poured our hearts into our business and, although realising we would at some point need to step back, were cautious about beginning the process. The team at Corbett Keeling really were excellent at guiding us through the options and, when the time came, ensuring we secured the best deal with the best partner.”

Sarah Carrol, Co-founder, Futuresource

“None of the Futuresource team had fully realised how much effort goes into preparing for and executing a transaction. I am extremely pleased we had the Corbett Keeling team working with us side-by-side throughout, their input was essential and added value both for the exiting founders and for the ongoing business.”

Ian Roper, CEO, Futuresource

Transaction Rationale

Futuresource operates globally out of its UK offices, and is planning expansion to new international offices.

The buyer is a buy and hold US-based financial investor offering a range of optional centralised services and expansion expertise on the ground in multiple global locations.

This transaction provides both a great home for Futuresource’s business and tools required to execute management’s growth plans.

Our role and added value

Corbett Keeling was engaged to find and execute the best solution for Futuresource and the founders.

We worked closely with Futuresource’s senior management over a number of months to identify and assess their strategic options, develop targeted business plans and structure the deal to capture value.

Our approach achieved an optimal valuation for the exiting founders and a great home for the business.

“We love this business and the management team’s plan for it. My thanks go to Corbett Keeling for connecting us to this opportunity and helping build a deal that works for all sides – they clearly know what we are looking for and drew out the key points.”

Eric, Private Equity Principal