

Expanding capabilities for financial institutions

DEAL FLASH | BUSINESS SUPPORT SERVICES | SEPTEMBER 2021

DEAL SNAPSHOT

Grupo BC, the leading provider of mortgage management and other BPO and digital services to financial institutions, has acquired Legal Business Services Advisors, SL (Lexer).

Grupo BC provides complex critical business process outsourcing (BPO) services to the main financial institutions in Spain, Portugal, Mexico, Chile, Peru, Colombia and Brazil. In each geography, the group is the clear market leader in mortgage management outsourcing, covering the complete value chain from origination to signing and administration, thanks to its in-depth knowledge of the legal processes and its unique software platform and network of offices.

Lexer is Spain's main independent provider of legal business services, such as legal defense for corporations in mass litigation cases, court agents and debt recovery, both in-court and out of court.

With this acquisition, Grupo BC consolidates its position as provider of critical processes to the main Spanish financial institutions and increases the potential for Lexer to expand in Latin America while continuing to consolidate the Spanish debt collection sector.

OAKLINS ASSISTS IN FINDING THE OPTIMAL OPPORTUNITY

Oaklins' team in Spain supported Grupo BC throughout the process, from the initial identification of the opportunity until the closing of the transaction. The team advised the shareholders on the disposal of the company to L-Gam in 2015 and, since then, has continued to support Grupo BC and its new shareholders in analyzing growth opportunities in Spain.



has acquired

Lexer/

“The acquisition of Lexer by Grupo BC is a perfect example of the capacity of tech-enabled BPO services providers to complement their organic growth by expanding into adjacent markets with new industrialized processes, consolidating their service offering to their client base, and thus generating a high level of cross-selling synergies.”

JOSÉ FALGÁS
PARTNER
OAKLINS, SPAIN

MARKET TRENDS & DEAL DRIVERS

This transaction reflects the trends of BPO players towards diversification in adjacent, value-added services in order to achieve scale and broad industry expertise and spread the cost and benefit of digitalization through a larger platform.

M&A VALUATION ASPECTS

Financial details of the transaction have not been disclosed.

The transaction was conducted under extraordinary circumstances due to COVID-19, which affected both the financial performance of Lexer and the competitive process run by the sellers.

TALK TO OUR ADVISOR



✉ **JOSÉ FALGÁS**

Partner

Spain

T: +34 913 08 30 37

José has over 30 years of experience and has worked on many M&A and capital markets transactions with most of the large Spanish financial institutions, including Banco Santander, BBVA, La Caixa/Bankia and Banco Sabadell, as well as quoted companies such as Endesa, Repsol, Telefónica and Naturgy. In recent years, he has worked on numerous transactions involving local and international private equity groups. In business support services, José was part of the initial team that worked on the disposal of Grupo BC to L-Gam, and has continued to collaborate with the company since then. He was also part of the team advising Tinsa, Spain's leading residential real estate appraisal company, on its international M&A expansion plan, and advised Cinven on the acquisition of Tinsa in 2016. Other assignments in the sector include advising PFS, a provider of consulting and software development services in the fields of debt collection, legal and other financial areas, on its M&A strategy.



OAKLINS HAS CLOSED 631 DEALS IN BUSINESS SUPPORT SERVICES

Oaklins is the world's most experienced mid-market M&A advisor, with over 850 professionals globally and dedicated industry teams in more than 45 countries. We have closed 1,700 transactions in the past five years.

Oaklins

© 2021 Oaklins. All rights reserved.

Oaklins is the collective trade name of independent member firms affiliated with Oaklins International Inc. For details of the nature of affiliation, please refer to www.oaklins.com/legal.