



Fostering growth and value creation through digital innovation and international expansion

DEAL FLASH | BUSINESS SUPPORT SERVICES, PRIVATE EQUITY | JANUARY 2022

DEAL SNAPSHOT

Grupo BC has been acquired by Silver Lake, a leading global technology investment firm based in California, USA.

Grupo BC is the leading mortgage management, business processes outsourcing (BPO), legal and digital services provider to the financial sector in Iberia and Latin America. Throughout its mortgage management, BPO and real estate, legal and digital divisions, Grupo BC provides solutions across the complete mortgage value chain. Besides Spain and Portugal, Grupo BC also operates in Mexico, Chile, Colombia, Peru and Brazil. With more than 500,000 mortgage files processed per year and 5,300 employees, Grupo BC is the market leader across its key focus areas.

Silver Lake is a global technology investment firm with more than US\$88 billion in combined assets under management and committed capital, and a team of professionals based in North America, Europe and Asia. With this acquisition, Silver Lake aims to support Grupo BC in its next development phase, including strengthening its solution range, fostering digital and data innovation, and expanding internationally through organic and inorganic growth.

OAKLINS FOUND THE BEST PARTNER TO EXPAND THE BUSINESS

Oaklins' team in Spain advised the shareholders of Grupo BC in the design of the process, identification of potential buyers, negotiations and closing of the transaction.

Oaklins previously advised the shareholders of Grupo BC in the disposal of the company to L-Gam in 2015, and since then it has continued to support Grupo BC and its new shareholders in analyzing growth opportunities in Spain. In April 2021, the team advised Grupo BC in the acquisition of Lexer, the leading Spanish provider of legal services for debt proceedings and mass litigations.

“The entry of Silver Lake into Grupo BC’s capital marks the beginning of a new growth stage and challenges for the Group. It validates the strategy and all the work done by its management team and employees, with the support of its shareholders over the years. I would like to thank the Oaklins team for their hard work, professionalism and dedication during these months, which helped us to achieve this extraordinary result. They demonstrated a deep understanding of the BPO services sector, the group and its need to undertake its future growth plan, and, most importantly, they were absolutely trustworthy and put the interests of the shareholders and the management team above all other considerations. I am therefore confident that Oaklins will continue to advise Grupo BC in the coming years.”

XAVIER COSTA
CEO, GRUPO BC, SPAIN



MARKET TRENDS & DEAL DRIVERS

This transaction reflects the trends of BPO players partnering with sophisticated financial investors to accelerate their transformation towards a tech-enabled company with a focus on digital and data analytics services, and further product diversification through inorganic growth.

M&A VALUATION ASPECTS

Financial details of the transaction have not been disclosed.

The valuation reflects Grupo BC's market leadership and growth potential in all its geographies, strong current trading and the group's digitalization opportunity.

TALK TO OUR ADVISOR



✉ **MARK PARSON**

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Mark has over 25 years of M&A experience. He advises on both domestic and cross-border transactions across a broad range of sectors with a focus on private equity related transactions. Multinational industrial clients include Accelya, Club Internacional del Libro, CMVC, Colegios Laude, Novozymes, Parques Reunidos, PFS, Philips, Printeos, Sanitas, Skiold, Statoil, Vivo Diagnóstico, Vinci and Wallenius Wilhelmsen. In addition, Mark has worked with most private equity funds active in the Spanish market. In business support services, Mark 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, including advising Grupo BC in the acquisition of Lexer. 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.

"The acquisition of Grupo BC by Silver Lake is the perfect example of the interest of financial investors for tech-enabled BPO services providers, as they see the potential for value creation through digital innovation, expansion of complementary services and entry into adjacent markets."

MARK PARSON
MANAGING PARTNER
OAKLINS, SPAIN



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.

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