

CATALYST PUMPS OUT WASTE WATER DEAL

Catalyst Corporate Finance, the award winning mid market corporate finance advisory business, has advised the shareholders on the sale of Pims Group, a UK market leading waste water support services business.

Established in 1972, Pims Group comprises Pims Pumps, dealing with the design, installation and commissioning of the pumps and Pims Services which deals with their maintenance and service contracts. The business has operations in Stoke on Trent and Farnborough and provides domestic and commercial sewage and rainwater pump systems and services throughout the UK to a wide range of clients including Tesco, Persimmon, Sainsburys and McAlpine.

The company operates in a fragmented marketplace estimated to be worth about £725 million in 2007 with few competitors of similar scale and coverage. The scale of the marketplace rises to £1 billion when service, installation and consultancy services are added to product sales.

Catalyst advised the shareholders, Gresham Private Equity and management, on the sale of the business to Inflexion Private Equity. Inflexion now has the majority equity share holding and the management also invested in the business going forward.

Andy Currie, Managing Partner at Catalyst commented:

“The Waste Management sector is one where we anticipate increased M&A activity over the next few years as our recent research report on the industry indicated. Following our appointment by Pims we undertook a focussed auction process to a small number of buyers which created a high level of interest from a number of potential buyers, an indication of the appetite for investment in the sector. This approach enabled us to deliver a deal in a short timeframe and achieve a favourable price for the shareholders.”

End

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ACQUISITIONS
MONTHLY
UK INDEPENDENT
CORPORATE FINANCE
HOUSE OF THE YEAR 2007

unquote”
CORPORATE
FINANCIER OF THE
YEAR 2007

Note to editors

Catalyst Corporate Finance

Catalyst is a leading independent corporate finance advisory firm and was recognised by the 2007 Acquisitions Monthly awards as the Independent Corporate Finance House of the Year and “unquote” magazine award for the 2007 Corporate Financier of the Year.

With a focus on providing strategic corporate finance advice to owner managed businesses, public companies and management teams, Catalyst is committed to supporting clients in growing and realising their shareholder value.