



**Issue date: 9 June 2008**

## **NVM EXITS MAJOR DEFENCE SERVICE PROVIDER FOR OVER 70% IRR**

NVM Private Equity Ltd has sold its stake in Product Support Limited (PSL), one of the UK's leading suppliers of logistics services to the defence industry, to Wincanton, realising an IRR of over 70%.

NVM initially invested £6.7 million in a Management Buy Out in December 2006, since then the company has grown sales by 27%. PSL provides warehousing and logistic support services, including packing and kitting, for complex defence equipment such as helicopters and fixed wing aircraft.

**Peter Hodson who managed the deal from NVM commented:** "The PSL management team have done an excellent job in developing the business since our investment 18 months ago. We are delighted with the return on investment for NVM and its shareholders and believe the deal cements NVM's position in the mid-market deal arena."

In recent years the Ministry of Defence has developed its strategy to partner with industry. Logistical services have formed a major part of this initiative creating a big opportunity for PSL to support prime equipment providers. PSL's focus on low volume, high value items within the defence industry allows it to work with partners in a market currently experiencing strong growth.

**Andrew Sheppard, Managing Director of PSL, added:** "Since the MBO we have outperformed our plans and made significant investments. Our business will be stronger as part of a larger group and with the backing of Wincanton it will help provide even better supply chain solutions for our valued customers."

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### **NVM Private Equity Limited (NVM)**

NVM is one of the UK's leading independent private equity businesses focussed on making equity investments of between £2 million and £10 million in unquoted UK companies. NVM manages over £200 million of funds and is differentiated by having executives living and working in regional business communities throughout the UK.

### **NVM**

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