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**WIRED FOR SUCCESS
NVM PRIVATE EQUITY BACKS MBO OF OPTILAN**

NVM Private Equity Limited (NVM) has invested over £5 million in the management buy-out of Coventry based telecommunications network provider, Optilan Ltd. The company design, install and maintain telecoms systems for the oil & gas, transport and power and utilities industries. All these sectors are experiencing high levels of investment which is forecast to continue, even when growth in other parts of the world economy may be slowing.

Optilan provide their customers with everything from the initial system design through to installation, commissioning and maintenance of fibre optic cabling. The company operates from a head office in Coventry with satellite offices in Moscow and Qatar. Optilan has circa 200 employees, the majority of whom are engineering and technical staff.

NVM has backed CEO, Richard Buckland, to lead the MBO. He was one of the original founders of the business and as CEO has led its expansion into new markets; recruiting a strong team around him in the process. The company has built a strong reputation for delivering against the demanding regulatory, quality and reliability requirements of its customers and is well placed to take advantage of the forecast global growth in its end markets.

The deal that was structured by BTG McInnes Corporate Finance, sees Richard Buckland and his fellow directors Chris Yarwood and Bal Kler acquire a controlling interest in the firm for an undisclosed sum.

James Arrowsmith who managed the deal for NVM Private Equity commented:

“Richard Buckland has been instrumental in the development of Optilan and its continued growth. He is ably supported by a great management team and we believe they have a great platform to take advantage of growing markets and realise their expansion plans”

Richard Buckland, CEO of Optilan added: “We are delighted to be working with NVM to take the company into its next growth phase. This will include the expansion of our overseas activities as well as selective development in new markets where our technical skills will be valuable to customers.”

Iain Lownes of BTG McInnes commented: “All of Optilan’s key sales markets are experiencing high levels of investment that are largely resilient to slow downs in the world economy. The firm’s experienced management taking a stake, coupled with its reputation in a niche market gives the business excellent prospects for further growth.”

Additional Bank funding was provided by AIB and GE Commercial Finance.

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Notes to editors:

NVM’s Advisers

NVM’s legal advisers were Wragge & Co LLP; financial adviser was Baker Tilly Birmingham; and commercial due-diligence was completed by Deloitte M&A Strategy.

Vendors’ Advisers

The vendors corporate advisors were Cobbetts Birmingham.

Management and New Co were advised by Cobbetts Birmingham, BTG McInnes Birmingham and Deloitte Birmingham.

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 £190 million of funds and is differentiated by having executives living and working in regional business communities throughout the UK.

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