



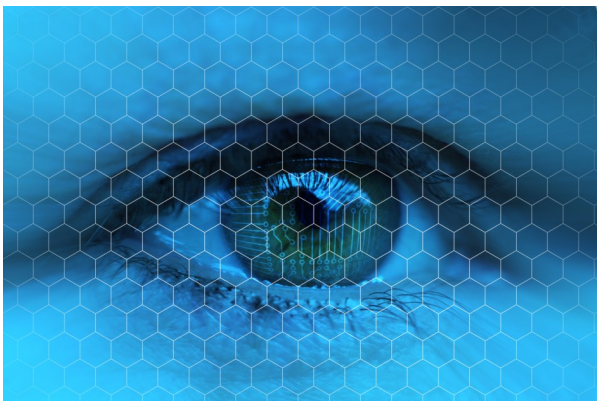
# PENETRATION TEST

Operating in the high-growth cybersecurity market, NTA Monitor is one of the UK's longest independent service providers and a founder member of several recognised security regulatory bodies with operations in UK and Malaysia.

Formed in 1996 the company is a trusted supplier to both public and private sector organisations and has a first-class reputation for quality of service and customer care.

The global growth of cloud computing, combined with government and industry regulatory pressures, continues to drive growth in the cybersecurity compliance and penetration testing market.

With its solid foundations in Government, Banking, Financial Services and Insurance, NTA Monitor is well placed to continue its strong growth and represented an exceptional acquisition opportunity.



## STATS

162  
Companies profiled  
and contacted

63  
Information Memoranda requested

19  
Potential Investor meetings

7  
Offers

For EvolutionCBS, the pressure was on from the start as NTA Monitor had previously had an unsuccessful approach to market and were, understandably, anxious about the whole process.

EvolutionCBS has a very hands-on approach to selling businesses. We believe that our high-touch, low volume and high value approach generates the best results for our clients.

We appointed a specialist team, led by Client Director Steve Barry, who were dedicated to the NTA Monitor project.

NTA Monitor presented an excellent acquisition opportunity with:

- Technology independence with no hardware or software sales.
- Long pedigree in cybersecurity and a trusted supplier to Government, public and financial services sectors.
- Robust client base with many long-term clients.
- Financially strong and highly profitable, with good year-on-year organic growth.
- Strong and realistic growth forecasts.
- Protected Intellectual Property.
- Scope to increase market share in fast growing Asia Pacific market



When the business was presented to the market it attracted a significant amount of interest from more than 60 parties, both trade and Private Equity.

This resulted in a total of 19 meetings and ultimately offers from seven companies.

Having met all bidders, the shareholders accepted the bid from Intertek Group plc

Intertek is a leading Total Quality Assurance provider delivering bespoke Assurance, Testing, Inspection and Certification solutions to a global client base.

There was considerable synergy between the two companies as Evolution's Client Director commented:

"Whilst there was a huge amount of interest from a broad range of potential buyers, there was an obvious fit with Intertek, and NTA Monitor will complement their growing cybersecurity services operation".

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**"EvolutionCBS' approach was, in our experience, professional yet pragmatic and the support we received throughout the process was intensive. As a result we achieved an excellent result that will see NTA Monitor realise its position as a leading player in the Cybersecurity market"**

*Roy Hills, CEO*

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