

ABL 1-TOUCH

EvolutionCBS secures investment from Mobeus Equity Partners, enabling our Clients to realise the value of their 26-year investment and the incumbent management team to spearhead the continued growth of the business.

Founded in 1994, ABL is one of the UK's leading independent providers of vehicle accident damage repair services, though a 13-site network of premium vehicle body shop repair outlets known for its technical innovation, low cost and environmentally friendly 'repair over replace' methodology, and market-leading levels of customer satisfaction.

The Company has impeccable 'green credentials' and, conscious of the industry's environmental impact, it effected several initiatives for energy reduction, the use of green parts, recycling and environmentally friendly finishing systems all of which minimised its carbon footprint.

The Company has a strong corporate culture which has always been fundamental to its growth strategy and is based on values of service, quality and the wellbeing of its staff.

Our Clients were keen to find an investor that would ensure that the incumbent management team would be supported by an investor who shared their vision for the future of the business.

STATS

88

Companies profiled

8

Potential Investor meetings

4

Offers

"Our investment will enable ABL 1Touch's ambitious management team to take the business to the next stage of its growth trajectory. Jonathan, Graham and Duncan have impressive forward-thinking plans and we are delighted to be backing such a leading service provider in the industry."

**Freddie Bacon,
Mobeus Equity Partners**

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The Information Memorandum, which provides the key information buyers need to initially evaluate a potential investment, highlighted the key opportunities that our Client presented, including:

- Contracted revenues from a long-term client base of major insurance companies
- A bespoke digital platform providing clients with a fully audited digital journey from initial claim to job completion
- Potential to generate new revenue streams from licensing of software and services
- Technical integration with key insurance group clients
- Accurate first-time costings and fast turnaround for repairs with minimal disruption to vehicle integrity
- Highly scalable, lean operational model underpinning organic growth
- Strong, experienced senior management team with no owner reliance
- Centralised HQ functions for client liaison, finance, procurement and administration.

When the business was presented to the market it attracted significant interest from the Private Equity community.

After 8 meaningful meetings and 3 offers our Clients accepted an offer from Mobeus Equity, in a deal led by Freddie Bacon, alongside Mobeus Partners Richard Babington and Matthew Gordon-Smith.

EvolutionCBS Managing Director, Mike Whittle, who led the deal in association with Senior Client Director Steve Barry, commented: ***“We are delighted to complete this transaction for our client, enabling them to step back from the business and enjoy a well-earned retirement. From day one our Client was keen to find a backer for their experienced management team and allow them to take this business forward”.***

We were pleased to receive this comment from our Clients, David and Sue Morriss:

Evolution were there all the time for us.....If we ever had a problem or concern, we'd drop them a quick text asking for a chat and literally within hours we'd be on the phone to each other. Then towards the end we were having daily calls and the actual push to make it all happen, get it over the line, was unbelievable. The guys were working to half eleven at night then back on it at eight in the morning. This wasn't just weekdays – it was Saturdays and Sundays as well along with everybody that Evolution had recommended to us – they were all equally committed to get us over the line.