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COLE ASSOCIATES ADVISES IMC WORLDWIDE ON SPANISH ACQUISITION

Teams from the Manchester offices of Cole Associates Corporate Finance and lawyers DAC Beachcroft have advised their mutual client IMC Worldwide Group on its acquisition of Spanish management consultancy firm Aninver.

IMC Worldwide, an international development consultancy has broadened its global offer with the acquisition of Aninver, a market intelligence and advisory firm based in Malaga, Spain, as part of its continuing drive to diversify its services and clients.



Jose de la Maza, Aninver Director, centre left, shakes on the deal in Malaga to join the IMC Family with IMC MD, Gavin English, centre right. Jeremy Cole, Cole Associates Corporate Finance is to Gavin's left

Aninver combines skills in management consulting with private sector development, investment and financing. It works on global projects in Public Private Partnerships; tourism and hospitality; entrepreneurship; development and technology for clients spanning Development Finance Institutions, the public sector and companies such as Ikea Group. The company also owns and operates two specialist online market intelligence platforms: www.infrappworld.com (for PPPs) and www.ippjournal.com (for Private Investments in the Energy sector).

IMC's Spanish acquisition follows its purchase last year of a US-based Monitoring, Evaluation and Learning consultancy, ISG – now trading as IMC US, on which Cole Associates also advised IMC.

Jeremy Cole and David Middleton of Cole Associates Corporate Finance advised IMC on the Aninver acquisition, raising finance from Barclays Bank. Paul Ellaby, partner at DAC Beachcroft in Manchester liaised with his colleagues in the Madrid office to provide legal advice to IMC.

Gavin English, Managing Director of IMC Worldwide, said: 'Aninver is a wonderful addition to the growing IMC family. We share a commitment to change lives through our work and we are excited about the potential to develop services in new areas so, together, we can make a bigger and connected impact. The acquisition of Aninver is an important milestone in the growth and diversification of IMC Worldwide. Being based in Spain it will also allow us to continue to target and win EU projects despite Brexit.'

Jose de la Maza, Aninver Director, will continue to lead the 13-strong Spanish company as part of IMC Worldwide, and Alvaro de la Maza, former Director, will provide support during a transition phase. Alvaro and Jose said: 'We are delighted to join the IMC Worldwide family. IMC was always a role model

company for us as managers of Aninver and we are sure the combination of both companies will be a great success for our clients, employees and other shareholders.'

IMC Worldwide is an international development consultancy based south of London, with ten offices across the globe. We help connect the most disadvantaged populations with services, resources and one another so they can advance - for the benefit of us all. IMC helps countries develop 'hard' infrastructure such as disaster-resilient schools, water networks and roads that link rural communities to markets. We also advise on 'soft' infrastructure, such as the institutions, systems and skills required to deliver public services, strengthen the private sector and support inclusive growth. www.imcworldwide.com

Aninver is a global market intelligence and business advisory group. We are an innovative and dynamic firm serving public authorities, governments, development finance institutions and private clients around the world through a wide variety of consulting assignments. Our team has a unique combination of experience in management consulting and public and private sector development, investment and financing. Although we are a generalist firm, there are some sectors in which our firm and our team has profound expertise: construction, infrastructure, energy, public-private partnerships, real estate, tourism and hotels, technology and knowledge platforms, entrepreneurship and private sector development, among others. www.aninver.com

For more details contact Jeremy Cole, jeremyc@cole-group.co.uk, 07711 435814