

Browne Jacobson advise Leicestershire based tech compliance specialists Obsequio Group on two key investment deals for build and buy strategy

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Browne Jacobson's corporate dealmakers have advised Obsequio Group on its investment into Nottingham based fire and security company, APS Security & Fire for an undisclosed amount.

The UK and Ireland law firm have also advised Obsequio on its recent investment by Beech Tree Private Equity, which will support the tech focused compliance and safety solutions provider in its growth ambitions and fund its future buy and build strategy. Obsequio Group has also secured an additional acquisition facility that the business secured from Beechbrook Capital.

Leicestershire headquartered Obsequio Group operates across three brands including CDS, Genex and Drax. The business specialises in the provision of a diverse range of technology driven compliance solutions to a national client base that includes hospitals, universities, local authorities, leisure centres and student accommodation providers.

APS Security & Fire, which was established over 20 years ago is an NSI Gold approved company. The business designs, installs, monitors and maintains intruder and fire alarms, Close Circuit Television (CCTV), Access Control and Integrated Systems and works across various sectors including commercial and industrial, public sector, housing associations, hospices, schools, and retail.

The Browne Jacobson deal team included lawyers from the firm's Birmingham and Nottingham office and was led by **corporate partner, Mike Jackson** and **senior associate Clare Hanna** who were supported by **associates Sonia Bains and Matthew Dorman. Partner Paul Ray**, and **associate Patrick Berry** advised on the banking and finance elements of the transaction.

Clare Hanna commented: "It was a pleasure to have been involved in both of these key strategic deals for our long-standing client. Both Obsequio Group and APS will perfectly complement each other, with both having a strong reputation in the same private and public sector markets, as well as having similar long term strategic goals. APS's tech enabled support services and experience will be a great boost to the Obsequio Group portfolio and puts them firmly on the path to becoming a market leading digital compliance services business."

Simon Abley, Managing Director at Obsequio Group said: "Having already acquired six businesses over the last two years, Obsequio is eager to acquire more complementary businesses in the life safety and compliance services arena and is in active discussions with a number of potential targets. Beech Tree's investment and the follow-on acquisition facility provided by Beechbrook gives the business significant firepower to execute this strategy. Beechbrook have also rolled over their existing facility as part of the transaction.

"I would like to highlight the excellent support we have had from the Browne Jacobson team on these two important business milestones. Having worked with them since 2015 on previous deals whilst we were part of TCL, we know that the quality of their transactional work matches up with their market reputation. Their ability to immerse themselves into the offering of Obsequio Group and APS, and to understand the synergies and spot early on the commercial opportunities that these transactions presented really impressed us."

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