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MY DETAILS

MY SAVED DEALS

MY SAVED SEARCHES

EVENTS

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## TOP STORY



### The rise and fall of an LBO superpower

The Royal Bank of Scotland's ignominious exit from the leveraged finance market this year ends another chapter in the history of a minnow that grew to dominate the industry. But the story may not be over yet.

Tuesday, 24th March 2009

## LAW

Debt

Due Diligence

Equity and Taxation

Regulation

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DUE DILIGENCE

PEOPLE



## ARTICLE

### MML backs management buyout of EIC

Monday, 7th July 2008

Print Friendly  
 Email Article

MML Capital Partners has backed the management buyout of EIC, a UK provider of mechanical and electrical services to the public and private sectors. The total consideration for the deal was around £40m.

EIC reported turnover of around £75m in 2007, servicing a wide customer base including Tesco, Marks & Spencer, Enterprise Inns and BP.

The company was founded in 1971 by the fathers of the two current managing directors, who were subsequently joined by a third partner. It employs more than 650 employees on a permanent basis and is headquartered in Alcester in West Midlands, operating out of another eight regional offices.

The family owners have realised a significant amount of capital from their stakes, but the company remains independent and will continue to be owned and managed by the sons of the founders.

The deal was introduced to MML by the Livingstone Partners. The Royal Bank of Scotland provided senior debt facilities.

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## LEADER



### Succession in recession

Never afraid to court a little controversy, secondaries doyen Jeremy Collier

stunned a packed room into silence – punctuated with nervous laughter – when he predicted that up to 50 per cent of private equity firms were destined to collapse within the next 12 months, at the EVCA Investor Forum dinner held in Geneva earlier this month.

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## FEATURE



### Jon Herbert: Lloyds Banking Group

The head of acquisition finance for Lloyds Banking Group on having the

government as a stakeholder, pressure to repatriate and maintaining relationships when the going gets tough.

## COMMENT



### From distress to success

Following NBGI Private Equity's acquisition of collapsed restaurant

chain Smollensky's in January, Real Deals questioned the ability of