



# THE 2023 DEALS

Joelson

Certified



Corporation

# 2023 DEALS SUMMARY



**40+ DEALS  
COMPLETED**



**£521M IN M&A  
TRANSACTIONS**

**£650M+ IN TOTAL  
DEAL VALUES**



**£78M IN  
FUNDRAISING**



**£77M IN  
LENDING**



1998

With Intelligence are a leading provider of data on and for the alternative asset management industry. They deliver a unique and rich blend of data and intelligence that includes profiles, fund information, people, indices, news, performance metrics, valuable analyst perspectives and their own renowned investors' intentions and preferences.

Founded in 1998 originally as Pageant Media, we have worked with Founder and CEO Charlie Kerr since the business started and continue to work alongside them on key legal matters, including a variety of legal projects and M&A transactions.

In July 2023, we advised Charlie Kerr and the management team on a majority stake investment by Motive Partners, a specialist private equity firm focused on financial technology.

This investment will accelerate With Intelligence's remarkable growth enabling them to grow the private markets offerings and execute the next phase of the partnership and M&A strategies.

2023

*"Joelson have been our trusted legal partners since we started the business and have been instrumental in supporting our growth over the last 20 years.*

*Joelson have supported us on the last two major transactions where we have received investment from private equity to continue with our growth. They have been a great legal partner and we look forward to working with them for many years to come."*

**Charlie Kerr**  
Founder and CEO of With Intelligence

# MERGERS & ACQUISITIONS



ADDISON LEE

## ADDISON LEE

Joelson advised Addison Lee, the largest London-based premium taxi and car company, on its acquisition of Green Tomato, Brunel and Travelhire.



## CLEAN KITCHEN CLUB

Joelson advised Clean Kitchen Club, a vegan restaurant, on the sale of its former site in Notting Hill.



## DL PET SOLUTIONS LIMITED

Joelson advised Safer Pet and its associated company DL Pet Solutions, on the business purchase of a pet microchip company.



## ICELAND SEAFOOD UK LIMITED

Joelson advised Iceland Seafood UK, an industry-leading international seafood company on the sale of its UK business to Danish manufacturer Esperen A/S.



## JJB BARS

Joelson acted for JJB Bars on the sale of a chain of Gin Bars.



## WITH INTELLIGENCE

Joelson advised With Intelligence on the acquisition of Foliometrics, a leading provider of software solutions for the investment community.



## MALLOW & MARSH

Joelson advised Mallow & Marsh, a premium marshmallow brand, on its sale to confectionary maker, Serious Sweets.

# Talan<sup>★</sup>

## TALAN

Joelson has advised Talan, the Global consulting group, on the acquisition of Gemserv (UK), a professional service firm of experts in energy and digital transitions.

## nashbond

### NASH BOND

Joelson advised Nash Bond, a specialist retail property practice, on their sale to Savills Plc.

## pentad

### PENTAD ALLIANCE, INC

Joelson advised Pentad Alliance, owner of cutting-edge, New York-based, global creative & production studio, Versus, on their acquisition of the AI-driven brand engagement platform, Codec.



### SOS OXYGENE

Joelson advised SOS Oxygene, the leading French respiratory therapy and equipment provider, on the acquisition of an NHS provider.

## Matthews INTERNATIONAL<sup>®</sup>

### MATTHEWS INTERNATIONAL CORPORATION

Joelson advised Matthews International Corporation, a global provider of brand solutions, memorialisation products and industrial techniques, on their sale of Guidance Automation Limited.

## with. Intelligence

### WITH INTELLIGENCE

Joelson advised With Intelligence, provider of investment intelligence for fund-raising in public and private markets, on a majority stake investment by Motive Partners, a specialist private equity firm focused on financial technology.

## Joelson

### HAWRIDGE PROPERTIES

Joelson advised Hawridge Properties on its acquisition of Inland Strategic Land Limited.



### LSX LIMITED

Joelson advised the Founders and shareholders of LSX Limited, a specialist life sciences events business, on the sale of the company to Informa, one of the largest global events and media businesses.



2022

Dash Water, the British award winning, sparkling water infused by wonky fruit, has recently started working with Joelson, a very deliberate choice as it moved into its next fund raising phase. Joelson supported Dash most recently on its Series A fundraise of £8.7 million, led by Managing Partner, Paul Chiappe.

The funding has enabled Dash to expand across Europe and Australia and will see it continue to invest in research, development, production and distribution.

Dash has hit the drinks category by a storm as the UK's leading seltzer brand with 40% category share and is being sold in over 10,000 stores globally, including in Starbucks, Tesco, Sainsbury's and Waitrose.

The two Co-Founders of Dash are Alex Wright and Jack Scott, both of whom are passionate about raising awareness on the issue of food waste, particularly when it comes to misshapen or wonky fruit. In 2020, Dash achieved B Corp certification and was one of the many clients to inspire Joelson to progress its own B Corp certification, sharing similar ESG and sustainability values.

2023

*"Joelson were selected for this next stage in our development coming highly recommended from industry leaders and we were delighted with the outstanding service we received. Thank you team Joelson!"*

Alex Wright  
Co-Founder of Dash Water

# INVESTMENTS & FUNDRAISING



## SUSTAINABLE VENTURES

Joelson advised Sustainable Ventures on a significant £3 million investment by Barclays.



## ALLPLANTS

Joelson advised allplants, a plant-based meal delivery company looking to inspire the planet to eat more plants, on their fundraising for equity and venture debt.



## BIG WAVE BRANDS LTD

Joelson advised Big Wave Brands, a distillery, on their share exchange to SEIS investors.



## DASH

Joelson advised sparkling water manufacturer, Dash, on its Series A fundraise.



## JAMJAR INVESTMENTS

Joelson advised JamJar on their investment into Runna, the subscription-based running app.



## EEDI

Joelson acted for EEDI, an education support software company, on a capital restructure and sale of shares to invest £3m in Series A Seed Shares and Ordinary Shares.



## ENTITYX

Joelson acted for digital ad-tech business, EntityX, on a Seed fundraise.



### UNREST

Joelson advised B2C impact accelerator, Unrest, on an investment round. Joelson is also a partner to the accelerator programme, providing support to the exciting cohort businesses.



### ZEELO LIMITED

Joelson advised Zeelo, the smart bus platform for organisations, on their Series A funding round and issues of shares to investors.



### EVARI BIKES

Joelson advised Evari Bikes on their funding round.



### ETM GROUP HOLDINGS

Joelson advised ETM Group Holdings on their allotment of shares pursuant to a joint venture agreement between St Austell Brewery Company Limited, individual investors and Regional Taverns Limited.



### JAMJAR INVESTMENTS

Joelson advised JamJar on their investment into Townhouse, a premium nail salon business.



### THE LITTLE COFFEE & BEAN COMPANY

Joelson acted for The Little Coffee & Bean Company on their fundraise and investment.



### LOOM CLUB

Joelson advised Loom Club, an event and work space start up, on its EIS funding round via Seedrs and private investors.



### MY EMISSIONS

Joelson acted for My Emissions, a food carbon footprint measuring platform, on their funding round investment.



### MYKOR

Joelson acted for Mykor, female-founded, innovative, carbon-negative construction materials manufacturer, on their Seed fundraise.



### OGGS

Joelson acted for Oggs, a plant-based egg alternatives and sweet treat company, on their Series A fundraise.



### PLUM FINTECH

Joelson acted for the maker of Plum, developer of personal savings assistant solutions for customers, on their fundraise.



### REDRICE VENTURES

Joelson acted for Redrice Ventures, the seed-stage investment firm, supporting founders creating premium consumer brands, on its investment in Castore, a premium sportswear brand.



### SOFI HEALTH LIMITED

Joelson assisted Sofi, a plant-based welltech company improving mental and physical well-being, on their investment from a health, nutrition and Bioscience investment company.



### JAMJAR INVESTMENTS

Joelson advised JamJar on their Series B co-investment in Flash Pack Travel Ltd.

# simplicity.

### SYMPPLICITY FOODS

Joelson acted for Symplicity Foods, a plant-based and clean label food manufacturer, on its equity raise.



**2022**

Talan is a global consulting group focusing on innovation and transformation through the use of technology.

In 2023 Joelson advised the group on the acquisition of Gemserv (UK), a professional service firm of experts in energy and digital transitions. Joelson's advice through the acquisition, allowed both Talan and Gemserv to combine their offering in terms of clean energy transitions, cyber security, and wider technology spaces.

The deal marked a significant moment in Gemserv's journey with plans to double the size of Talan's current UK offering. The Talan group has a presence on four continents and has a sector specific offering focusing on energy & utilities, banking & finance and insurance.

**2023**

The deal was led by Managing Partner, Paul Chiappe at Joelson, who coordinated the work across Corporate, Real Estate and Employment teams.

*"We are delighted to have had Joelson work with us on this exciting acquisition and during this period of growth for Talan. We were led by an excellent team of lawyers who brought humour, fun and patience to each interaction we had with them."*

**Lauren Dherbecourt**  
M&A Director at Talan Group

# LENDING



## ALTERNATIVE BRIDGING CORPORATION

Joelson advised Alternative Bridging Corporation in respect of multiple investment and development loans.

# Joelson

## LENROSE CAPITAL PARTNERS

Joelson worked with Lenrose, a real estate investment group focused on the UK market.

# Joelson

## AB GROUP LIMITED

Joelson advised AB Group on their loan for investment.



## MIZRAHI TEFAHOT BANK LIMITED

Joelson assisted Mizrahi Tefahot Bank with a number of property finance matters.



## CENTURY CAPITAL

Joelson worked with Century Capital on multiple short-term bridging loans.

# sancus

## SANCUS

Joelson assisted Sancus in respect of various property loans provided.



## BREWHOUSE & KITCHEN LIMITED

Joelson advised long-standing client on a refinance of its lending arrangements.

**WE  
CHAMPION  
YOUR BUSINESS.**

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