

Newsletter  
Autumn 2025



## Welcome to Our Autumn 2025 Edition!

Dear Clients & Friends,

As autumn returns, Verdier & Co. reflects on a year marked by a recovery in investment banking and clients' activity.

The M&A market evolved in response to shifting financing and generally challenging macroeconomic conditions, alongside continuing geopolitical uncertainties. Market participants have had to adapt, and so they did.

In Europe deal volumes are still lower than last year, particularly amongst most private equity players, though in the US overall transaction values remain strong, with marked pick-up in 3Q, while in the UK we start to feel the rippling effect with the resurgence of transaction appetite. This environment is pushing both investors and advisers to be more selective and inventive; for instance, buyers focus on fewer, higher quality opportunities.

At Verdier & Co., we see this first-hand in the rise of structured deals. To bridge valuation gaps and manage risk, today we often turn to transaction structuring mechanism of earn-outs, deferred considerations, minority stakes and phased investments to better align expectations and incentives. As financing conditions are still challenging, private credit and flexible capital structures are increasingly central.

These dynamics have generally played to the strengths of focused M&A firms like ours, where technical expertise, creative structuring and tailored advice are valued by long-term clients. Highlights for us have been mandates across business services —

notably facilities management (e.g., Apleona's acquisition of Corrigenda), energy efficiency & sustainability advisory, and water & waste management — as well as in software and consumer (animal protein), across the UK, France, Portugal, Italy, and the Nordics.

Our advisory-led target mapping, deal origination and outreach proposition (“Extensive Mapping Intelligence<sup>SM</sup>”) has gained further popularity over the past twelve months from private equity investors (e.g. Eurazeo, Investindustrial).

We are proud to announce that we have been re-certified B Corp. with an improved score of 86.9 (83.2 in November 2022).

In our ninth year we upheld our founding values of “Excellence - Perseverance - Results<sup>SM</sup>” and relentlessly focused on our clients and team.

Hope you enjoy reading this newsletter. Don't hesitate to get in touch, and to leave us a comment in the question box at the end if you would be interested to join our next Executive Breakfast.

Warm regards,

**The Verdier & Co. Team**



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## **Recent Transaction Announcement: Apleona's acquisition of Corrigenda**

This August, Verdier & Co. acted as exclusive financial adviser to Apleona, one of Europe's leading integrated facilities management providers, on its acquisition of Corrigenda, a UK-based facilities services specialist. Apleona has been a client for

the last 4 years and it is a pleasure assisting the group with its ambitious pan-European buy & build strategy, including all three of its acquisitions in the UK to date. Corrigenda strengthens Apleona's regional footprint and enhances its mobile maintenance, technical and energy management capabilities.

Leading the approach and dialogue with Corrigenda, and its advisers, to secure a bilateral process, we guided our client through every stage of a swift and efficient process - from valuation and offer structure, to managing due diligence, and leading key negotiation aspects. The successful transaction exemplified our ability to combine sector expertise with a pragmatic and tailored client approach, ensuring a seamless outcome.



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## Client Testimonial

*“On Project Victoria, I was particularly impressed by the way you and the team combined technical expertise, a personal touch, and a strong grasp of the facilities management sector. It was a clear demonstration of how you consistently go beyond the role of a traditional M&A adviser. Your insight into both our organisation and Corrigenda’s ensured the process remained focused and efficient throughout. After several successful transactions together, the collaboration now feels seamless. Thank you again for your outstanding support.”*

**– Adrian Connor, Managing Director, Apleona Group**

Press Release

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# Extensive Mapping Intelligence (EMI)

This year, our *Extensive Mapping Intelligence* (EMI<sup>SM</sup>) service has continued to evolve, with new layers of precision, speed, and sector coverage enhancing the way we identify and qualify hard-to-find acquisition opportunities. Building on the success stories of 2024, our refined approach has already helped clients uncover pathways to growth in increasingly competitive markets.

For instance, since early 2025, we have had the pleasure of assisting Eurazeo in their proactive approach to sourcing and initiating proprietary conversations on two investment strategies, with potential targets across Europe. The objective: assisting the deal team in accelerating the deployment of freshly raised funds as well as therefore further demonstrating their attractive investment theses to LPs.

We were delighted to see EMI<sup>SM</sup> recognised in the media: in January 2025, *Maddyness* published an article highlighting how our service is redefining competitive edge in the M&A market.



[Read More](#)

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## Corporate Finance Insights: Technology Consulting 2025

The UK and European IT consulting and digital transformation market continues to expand at pace, driven by accelerating adoption of cloud platforms, data analytics, cybersecurity, and AI-enabled solutions. Corporates across both large and mid-market segments face pressure to modernise legacy systems, digitize customer engagement, and embed automation into core processes.

From a corporate finance perspective, the sector is attractive, underpinned by structural growth, stronger revenue visibility, and sustained investor appetite. This is reflected in resilient M&A activity, with private equity and trade buyers pursuing platform acquisitions followed by consolidation plays in high-growth areas such as cloud consulting, cybersecurity, and AI integration. Within this environment, while valuations have returned to more reasonable levels, premium valuations can still be achieved by firms that combine digital expertise, scalable delivery models, and access to scarce talent, particularly when tied to multi-year transformation programmes and managed service contracts, while narrower, project-heavy businesses face pressure from wage inflation, skills shortages, and macroeconomic uncertainty.



## Corporate Finance Insights: Technology Consulting 2025

Investor Appetite in IT Consulting  
and Digital Transformation



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## B Corp Recertification

We are pleased to announce that after several months of hard preparation, **our B Corp certification has been renewed**, hence reaffirming our commitment to high standards of impact and integrity. In 2022 Verdier & Co. became a Certified B Corp, **the first Anglo-French independent corporate advisory firm** to achieve this milestone.

Concretely, over these years we have embedded responsible growth into our advisory work, assisted numerous corporate and private equity clients in identifying sustainable acquisition opportunities (Tikehau, Eurazeo, Investindustrial,...), reduced our carbon footprint, supported local communities, increased sustainable focus within our supply chain and strengthened team benefits and governance. In parallel,

advocacy remains in our DNA, where we joined the Better Business Act coalition of 3,000+ UK businesses promoting for company law to require directors to consider people and planet alongside profit, a reform supported by 77% of UK voters. We are proud of this progress and remain focused on using business as a force for good.

Why does it matter? Apart from our own rationale, clients tell us they value independent sustainability certification as it supports their own sustainability goals, strengthens their brand reputation, and ultimately creates a de-risked, more resilient and trust-based partnership.



## Corporate & Social Events



Team Offsite



15th Edition of our Executive Breakfast with Steve Rigby, Co-CEO, Rigby Group Plc and moderated by Louisa Bojesen, former CNBC anchor



Co-hosted Cocktail Evening with Fried Frank featuring Sir Andrew Likierman



October 2025: Royal Parks Half Marathon in support of Emmaus UK



IPEM 2025:



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Cocktail & canape evening reception with Isomer Capital & Coler Capital at Hotel Molitor, Paris

12th November 2025:  
16th Edition of our bi-annual Executive Breakfast



Our 9th Participation at Ipem Cannes on the 4th & 5th

## We'd Love Your Input!

Let us know how you'd like to take part in our upcoming Executive Breakfast. We are hosting our 16th edition Executive Breakfast series on 12 November in London titled:

***“Is your deal under pressure? How elite operators anticipate risk, resolve disputes, and close negotiations.”***

[Invite Me \(If I Am In London\)](#)

[Send Me The Key Takeaways](#)



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