

Deal Completion:

Deloitte Ireland lead M&A advisor to the shareholders of Cross Rental Services Group on their private equity investment from Lonsdale Capital Partners

Transaction Overview

Cross Rental Services (“CRS”) was established in 2006 and has become one of Ireland’s leading providers of temperature control and Equipment as a Service (“EaaS”) rental equipment.

The business is forecast to generate c. €12 million of revenue to the year ending December 2018, with strong growth over the past number of years. With Lonsdale’s support, CRS will focus on continuing this recent growth, consolidating its position in the Irish market, alongside a significant focus on the UK.

Deloitte provided lead advisory and tax advisory services (led by David Shanahan) to Cross Rental Services to support the transaction.

Anya Cummins lead advisory Partner commented:

“We are delighted close out the year concluding this transaction and to have supported the CRS shareholders and management team on this journey. This transaction represents a fantastic opportunity for all involved, with a great partnership between the shareholders, management and Lonsdale. This was a great opportunity for multiple teams within Deloitte to work together to deliver for our clients. It was a real pleasure to work with the Cross Rental Services team and we would like to wish them and Lonsdale every success on the next phase of their journey”

“ I cannot speak highly enough of the entire Deloitte Financial Advisory Team. They have a strength and depth that allowed us to move seamlessly through the various stages of the process. From initial meeting, right through to completion, the professionalism and attention to detail were exemplary. ”

Ken Keating

Executive Chairman, Cross Rental Services Group



Transaction brief

Deal size	Undisclosed
Deal type	Private Equity Investment
Sector	Equipment Rental
Geography	Ireland/ UK

Deloitte.

Advised the shareholders of Lowe Rental on their PE investment by Perwyn LLP.

c. €60m
March 2018

Deloitte.

Lead advisor to MML Growth Capital Partners on the investment into insurance broker Sheridan Insurances Ltd.

€undisclosed
November 2018

Deloitte.

Advised the shareholders of Rothco on their sale to Accenture.

€undisclosed
December 2017

Deloitte.

Advised the shareholders of Voxpro on their sale to Telus International.

€undisclosed
August 2017

Deloitte.

Advised One51 Plc on the acquisition of Macro Plastics a leading US manufacturer of rigid plastic bulk bins.

\$140m
June 2017

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