

23 January, 2024

Headway Capital Partners is excited to partner with Cadence Equity Partners on its investment in The SCCI Group and looks forward to supporting the business as it executes on its strong growth trajectory.

**SCCI GROUP LIMITED WELCOMES SIGNIFICANT INVESTMENT FROM CADENCE EQUITY PARTNERS LIMITED**

Cadence Equity Partners is pleased to announce that it has made a majority investment in SCCI Group Limited ([www.sccigroup.com](http://www.sccigroup.com)), one of the largest, independent providers of design, installation and maintenance solutions for next generation networks and related connected devices and systems. Service lines include the provision of In-building Networks, Fire & Life Safety services as well as specialist Fibre services.

SCCI has a large portfolio of blue-chip clients across service lines and end markets characterised by long tenure and underpinned by quality of service. Customers range from Social and Private Housing operators, with particular focus on Multi-Dwelling Units, Corporate clients (including Leisure & Hospitality and Healthcare), as well as Telcos/Alternative Networks Operators. As a trusted supplier of scale, SCCI has demonstrated its ability to meet customers' evolving technological requirements and growing regulatory/accreditation requirements, particularly in the Fire & Life Safety sector. SCCI has a successful record of innovation (including the recent 4Fibre proposition) and evolving its proposition in response to market and technological changes.

The group is led by David Fogelman who, together with his senior team, has created a group with revenues in excess of c£85m and c450 staff operating from 8 offices including its HQ in Harlow, Essex. Following the transaction, they will hold an increased minority ownership stake in the Group.

As part of the transaction, existing majority investor Lonepiper will retain a minority stake.

David Fogelman, CEO of SCCI said: "This is an exciting development for the business. This strategic investment demonstrates significant backing of the existing management team as we continue our longestablished strategy, focused on technical excellence and innovation and customer success. We will look to use the additional resources and expertise provided by Cadence, to strengthen, grow and evolve our business organically and through relevant acquisitions."

Cadence's team was led by Partners, Pieter Hooft and Jamie Szpiro, who will both join the board as NonExecutive Directors, and Bala Krishnan. They commented: "David and his team have created a unique business with a spread of complementary capabilities across different verticals underpinned by a very strong service ethic and record. Over time, SCCI has consistently proven it can successfully meet the needs of large operators with demanding

procurement, service and quality requirements and evolving technological needs. We believe the group is ideally placed to exploit opportunities in the Connected Future as the increased provision of converged in-building networks drives growth in related connected devices. We see the group as an attractive and stable platform for further organic growth, expansion into new markets and accretive M&A”.

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**About Headway Capital Partners**

Headway Capital Partners is a London based private equity firm with advised funds of over €1.3 billion. Headway provides bespoke liquidity and capital solutions to private equity GPs and managers, investing globally in a full range of co-investment and secondary transactions, with a focus on small to mid-size independent sponsor co-investments and GP-led transactions in Europe and North America.