

News update - deal information

10 August 2022

Graphite Capital sells YSC Consulting to Global Strategic Buyer

Graphite Capital, a leading UK mid-market private equity specialist, has sold YSC Consulting, the leading independent global provider of leadership strategy consulting and advisory services, to a global professional services company.

Graphite led the buy-out of YSC Consulting in 2017 and has worked closely with the management team to transform the business. Under Graphite's ownership YSC expanded its client base, broadened its range of services and strengthened its international presence. It strategically repositioned its services towards the C-Suite and established a dedicated private equity practice, currently serving over 40 global private equity funds.

Graphite also invested in and supported YSC in enhancing its digital and data capabilities to complement its existing service offering. This culminated in the launch of YSCQ, its proprietary technology platform which offers dynamic and real-time data insights to YSC's clients.

Based in London and New York, YSC operates across more than 50 countries and has worked with approximately 45% of the FTSE 100 and 15% of the Global Fortune 500. It is a highly regarded thought leader in its industry and has built an impressive reputation in combining customised expertise in leadership development with data-driven insights.

Rachael Baker, Partner at Graphite Capital, said 'YSC is a best-in-class business with outstanding expertise and a highly differentiated proposition. It has been a pleasure to work with Eric Pliner and his team in supporting the firm's expansion into international markets and strengthening its commercial and technology functions. The business has a great future in a large and fast-growing market.'

Eric Pliner, chief executive of YSC Consulting, commented: 'Graphite has been highly supportive in helping us develop our technology platform and build new operational delivery tools. Their investment has been key in helping us grow our presence in the US and expand our global private equity practice. We now look forward to working with our new partner on the next phase of our exciting growth story'.

In addition to Rachael Baker, Mike Tilbury, Senior Partner, and Investment Manager May Sulaiman managed the transaction for Graphite.

William Blair acted as financial adviser and Macfarlanes as legal adviser to the shareholders.

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