

# BUY & SELL



39 – 40 Upper Mount St., Dublin 2, Ireland  
T: +353 (1) 661 0866 F: +353 (1) 661 0883

## McCabe Exits After MBO At Waveform

A management buyout has taken place at Waveform Solutions, the Dublin-based mobile solutions provider. Financial details were not disclosed. The company has been bought by managing director Alan Carroll, and Philip Moore, technical director, who have been with the company since 2000. Waveform Solutions was established in 1988 and provides data capture and mobility solutions. The selling shareholders were Enterprise Ireland, which owned 70%, and founder David McCabe, who owned 30%. McCabe has now exited the business. The management team was advised by Origin Corporate Finance. Waveform's latest filing shows a loss of €40,000 booked in 2007. Accumulated profits totalled €642,000 while net worth was stated as €709,000.



Alan Carroll and Philip Moore celebrate their MBO with Waveform colleagues

## Enterprise Ireland And AIB Invest In Datakraft

Dublin software company Datakraft has raised funds to develop its management software. Datakraft, which employs ten people, develops software that allows food and drink firms to track their distribution of products and customer relationships. The company was founded in 2004 by Carol McKeon and French-born Jacques Lefebvre. Enterprise Ireland has invested €300,000, while the AIB Seed Capital Fund has invested €250,000. Private investors Joe Duffy, Martin Duffy, Derek Feeney, Brian Moroney and Oliver O'Reilly have invested €10,000 each, while Eoin Scolard has invested €75,000. Before setting up Datakraft, Lefebvre and McKeon worked for Anchem, a software agency established by DIT and the Department of Education.

## Creganna Snaps Up Swedish Firm's Assets

Galway medical device manufacturer Creganna has acquired the technology and patents of Micromuscle, after the Swedish firm entered liquidation. Financial details were not disclosed. Creganna will retain

some Micromuscle technical staff.

Creganna makes devices used in minimally-invasive surgery while Micromuscle has technology to control the movement of devices and the release of drugs. The Swedish firm had raised significant venture capital funding but sought voluntary liquidation after a venture capitalist withdrew from the company.

Creganna, an unlimited company, was established in 1979 and claims annual revenues of €50m. The company employs 500 people and is owned by its founders, Ian Quinn, his wife Enda and his brother Niall, while Altaris Capital Partners, a New York private equity firm, has a 29% stake.

## Limerick Firm Raises €5.25m In Equity Funding

Advanced Manufacturing Control Systems, which provides tech solutions to the waste and recycling industry, has raised €5.25m in equity funding. The funding round was led by the UK-based clean tech fund WHEB Ventures. Other funding came from the Ulster Bank Diageo Venture Fund, managed by NCB Ventures in Dublin. AMCS chief executive Jimmy Martin said the

investment will be used to finance the company's international expansion and to support new product development.

NCB Ventures took a stake of 11% in AMCS in 2006 and this has now been raised to around 20%. WHEB Ventures is understood to also own around 20%. Shannon Development also invested three years ago for a 10% shareholding; the balance of the equity is owned by Martin and co-founder Austin Ryan. AMCS currently employs 50 people and plans to double the headcount by 2010.

## ILP Pays €56m For Full Control Of Cornmarket

Irish Life & Permanent plc has taken full control of insurance broker and pensions adviser Cornmarket Group Financial Services with a cash payment of €56.3m. ILP bought a 75% stake in Cornmarket, formerly Savings & Investments, in June 1999, for initial and subsequent payments amounting to €32.1m.

Cornmarket's parent is Vestone Ltd, where the non-Irish Life shareholders are directors Michael O'Brien (25%), Robert Power (25%), Michael Norris (10%), and the estate of founder Mervyn Percival (40%), who died in

## O'Loughlin, 70, Checks Out After 50 Years



Left to right: Hilary Haydon, Joe McNally, Patrick O'Loughlin, Rose Marie McNally, Colin Halion, Anna O'Loughlin, and Suzanne Darcy

**F**rozen food distributor McNally Foods has acquired Barbeque Products Ltd for an undisclosed sum. The enlarged group will have turnover in excess of €15m per annum. McNally Foods was founded in 1981 by Joseph and Marie McNally and distributes frozen and chilled food products to the foodservice, catering

and retail sector, primarily in Dublin. Barbeque Products was established 50 years ago by Patrick O'Loughlin (70). The company wholesales and retails fresh poultry, eggs and frozen foods. Accountants Hilary Haydon advised McNally Foods, while McDowell Purcell did the legals for Barbeque Products.

December 2007. Vestone also operated a shareholder scheme for staff and other directors, with 19.8 million shares issued under the scheme. These shareholders will also benefit from the takeover transaction, though the proceeds split between the controlling shareholders and other directors and staff is not known.

Ownership of the 19.8 million shares issued under Vestone's share agreement is broken out as follows: Roddy Murphy 13%; Maple Nominees Ltd 12.3%; Michael Carroll 9.4%; Ivan Ahern 6.1%; Justin McCarthy 4%; David Tyrrell 3.5%; Joe Coleman 3%; Marc Evans 3%; Alain Rolland 2.8%; Joe Egan 2.5%; Ray O'Leary 2.5%; Vincent O'Sullivan 2.5%; Colin Creagh 2.5%; Liam O'Connor 2.5%; Ian Lennon 2.4%; Colm Nolan 2.3%; Michelle

Somers 2.2%; Sam Geddis 2%; Michael Pitt 2%; Dermot Ryan 1.9%; Hugh Margey 1.6%; Brendan De La Harpe 1.6%; Stuart Hannon 1.5%; John Power 1.5%; Paul O'Connor 1.3%; Tony Tierney 1.3%; Sean Ford 1.3%; David McKendry 1.2%; Dermot Styles 1.1%; Andrew King 0.9%; Joe McLaughlin 0.8%; Mike Kelly 0.8%; Richard Donovan 0.5%; John Kavanagh 0.4%; John Plower 0.4%; Brendan Reilly 0.4%; Damian Ryan 0.4%; and Niamh Loneragan 0.4%.

Cornmarket's niche is selling financial services to public sector employees such as teachers and nurses. In 2007, the company had 330 employees, of whom 190 were in sales. Turnover in 2007 was €43m and the net profit was €14m. Net worth at year end was €49.4m.

## OTHER ACTIVITY

**E**ddie O'Connor's wind energy venture, **Mainstream Renewable Power**, has closed a €26m loan note arranged by Dolmen Corporate Finance. The finance will be used to provide working capital for Mainstream's development programme of renewable energy projects. The loan note pays a coupon of 12% per annum over a three-year period and a portion of the loan note is convertible into equity in Mainstream at the end of this period. The latest deal means Mainstream's equity and loan funding bow amounts to €72m.

Internet firm **Revahealth.com**, which is developing a search engine of health services around the world, has raised €1.25m in funding.

**Mianach Venture Capital**, which includes Irish technology industry veterans Paul Devine, Mike Fitzgerald, Paddy Holohan, Declan Hogan, Paul McKeon and Hugh O'Neill, has invested €500,000, with the same amount coming from **Enterprise Ireland**. RevaHealth founder Caelen King developed the website idea receiving hospital treatment in Thailand. Founded in 2006, the company generates its revenue from clinics that advertise on the site.

Directors and staff at **Merrion Capital** have completed an MBO of the firm from **Landbanski**. The consortium, led by the company's co-founder John Conroy, has bought back an 84% stake in the stockbroking firm that was sold to the troubled Icelandic bank a few years ago.

Irish technology firms raised €243m in venture capital in 2008, up 8% on the previous year, according to the Irish Venture Capital Association. The association said Irish VCs still have €600m available for investment. In Q4, VC investment in 40 firms amounted to €69m, down from €85m in the same period of 2007.