

Mayfair Equity Partners Backs Management Buyout of Access Partnership to Accelerate Global Growth and Delivery of Tech Advisory Services

- *Global firm providing advisory services to the technology sector on regulation and public policy matters, with an established track record of facilitating high value outcomes for 100+ blue-chip clients*
- *Driven by a high-service culture aligned to its “Fair Tech” principles, the Company enables its clients to achieve market access for their latest technology products, and supports the development of appropriate regulations for tech*
- *Mayfair’s investment will support the Company’s continued expansion, development of digital offerings and execution of its M&A strategy*
- *Mobius Equity Partners exits in full, while Mayfair’s majority investment will support Management in the Company’s exciting next phase of growth*

LONDON July 8, 2022 – Mayfair Equity Partners (“Mayfair”), a dedicated consumer and technology focused private equity investor with over £1 billion in assets under management, is pleased to announce that it has backed a management buyout of Access Partnership (“Access” or “the Company”), a leading global firm providing advisory services to technology businesses globally in the fields of regulation and public policy.

Founded by its CEO Greg Francis in 1999, Access advises blue-chip technology and telecom clients on achieving entry to new markets on fair terms and maintaining access to existing markets around the world. Access also advises governments, multilateral organisations, and regulatory authorities to ensure that new technology is appropriately regulated. Headquartered in London, with offices in Washington DC, Brussels, Singapore, Abu Dhabi and Johannesburg, the Company services clients globally.

Through its Active Partnership Model, Mayfair will support Access’s ongoing global expansion alongside the development of new services. The Company’s attractive base of large and long-term clients, combined with a proposition centred on offering highly specialised and strategic advice, has driven revenue growth of over 50% CAGR, alongside EBITDA margins exceeding 30%, in recent years.

Access operates in a multi-billion-dollar market that is expected to continue growing annually at double digit rates. Growth is being driven by the need for companies and regulators around the world to adapt quickly to an increasingly digital and technology-driven agenda.

“Through the development of more effective policy, we can create a more sustainable technology market, while improving consumer and business participation, trust, and excitement,” said Greg Francis, Access’s Founder and CEO. “Mayfair’s passion for and successful track record of supporting global growth in tech and tech-related businesses set them apart from the start. We are excited by the potential of our new partnership and what this will deliver for our team and clients.”

“Data and technology are now fundamental to the strategy of almost every company around the world,” said Daniel Sasaki, Managing Partner at Mayfair Equity Partners. “Our investment and specialist support will help Access expand its range of services and continue to address the challenges presented by the innovation, commercialisation and regulation of new technology.”

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About Access Partnership

Access Partnership is the world's leading public policy firm dedicated to opening markets for technology. We shape national, regional, and international policies to ensure a fair and long-lasting environment for technology that drives growth. Our teams across the globe uniquely mix policy and technical expertise to drive outcomes for clients operating at the intersection of technology, data, and connectivity. For more information, please visit <https://accesspartnership.com/>.

About Mayfair Equity Partners

Mayfair Equity Partners is a dedicated technology and consumer investor, with two private equity funds and assets under management of over £1 billion. Mayfair's investment philosophy centres on backing people and their ideas, working in Active Partnership with founders and management teams to help them realise their ambitions. Mayfair's model of Active Partnership includes a senior team of dedicated functional Specialists who support portfolio companies with business process improvement initiatives that help to unlock their full potential.

Mayfair has an established track record in supporting fast-growing and sector-defining companies, including LoopMe, a leading brand-focused mobile advertising platform, Snowfox Group, a leading international, multi-channel Japanese food business, Pixomondo, one of the world's leading independent providers of visual effects and virtual production, and Tangle Teezer, the category defining British haircare brand. For more information, please visit www.mayfairequity.com.

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