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ICG gets down to work on RSEA management buy-out

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Management and shareholders of RSEA Group have stitched together a \$145 million buyout of the fast-growing workwear retailer.

As flagged by Street Talk in March, London-listed debt funder Intermediate Capital Group is backing the deal following an exclusive due diligence period granted by private equity owner CHAMP Ventures.

ICG submitted the bid in partnership with RSEA's management, led by Brandon Chizik, which has been seeking to position RSEA as Australia's leading national workwear distributor.

The alternative asset manager, which has €27.4 billion (\$44 billion) in assets under management, is expected to support management's growth strategy to roll out new stores and continue to invest in its service infrastructure.

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ICG saw off mid-tier private equity firm Archer Capital during the two-stage auction which attracted tyre-kickers keen to capitalise on the east coast infrastructure boom.

The acquisition also marks the first investment in ICG Asia Pacific Fund III since Sydney-based managing director Ryan Shelswell was named regional head.

Management was advised by Intrinsic Partners and Herbert Smith Freehills, while Clayton Utz, KMPG and LEK Consulting tended to ICG.

Allier Capital managed the sale process for CHAMP Ventures.