



SECTOR
Technology

Invested 2019

Timeline

- **2006** - FluidOne founded
- **2018** - Launches 'Platform One', an aggregated UK broadband and mobile platform
- **2018** - Launches on-demand Ethernet service
- **2018** - Launches Secure SD-WAN solution
- **2018** - Launches G.FAST, an ultrafast FTTC enhancement
- **2019** - Livingbridge invests
- **2019** - Ranks 32nd in the Best Companies to Work For in London
- **2019** - Achieves Investors in People silver accreditation
- **2019** - CEO recognised in CEO Today United Kingdom Awards 2019

Data delivery network

FluidOne provides a range of quality data connectivity services to UK businesses across the construction, hospitality, hotels, professional services and retail sectors. The business helps its diverse and loyal customer base to securely connect any device to business-related data and applications through its unique, integrated technology platform.

The business is managed by CEO Russell Horton, CFO Hemant Patel and COO Chris Rogers (a co-founder of FluidOne) and has demonstrated strong financial growth since its inception in 2006. FluidOne has ambitious targets for the coming years, aiming to be the best quality data connectivity provider to UK businesses.

The market for network connectivity across IOT, Cloud and Mobile is a fragmented and growing one. As companies across all sectors recognise the need for digital transformation, we see multiple opportunities for FluidOne to gain market share, not least as the fibre optic broadband network continues to roll-out across the UK.

The company's unique platform is both well-invested and scalable meaning the business is on track for both organic and acquisitive growth. Our investment will support FluidOne in the significant opportunities it has identified for cross-selling, targeted sales, marketing campaigns and new product development. In November 2019 the business announced its agreement on a material new debt facility with a leading bank. FluidOne is building a strong M&A pipeline in a growing market that is poised for consolidation.

"We have demonstrated impressive growth over recent years and have significant ambition for the future, so it's very pleasing to have Livingbridge's support as we look to exploit the numerous opportunities and develop a strong M&A pipeline in this expanding market."

Russell Horton
CEO, FluidOne

About Livingbridge

Livingbridge is a mid-market private equity firm with offices in the UK, the US and Australia, investing in fast growing companies valued up to £300m.

Our team have been backing growing businesses together for twenty years. We've done it over a hundred times, turning many into household names both at home and abroad. We get growth.

We understand the people behind growing companies in consumer markets; healthcare and education; technology, media and telecommunications; financial services and business services, and help them achieve what's right for them and their business.

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