

## Merrill Corporation Case Study



The world's leading premium schools organisation – Nord Anglia - relies on Merrill Corporation to support growth by handling its financial printing, secure content sharing, disclosure and regulated communications.

### Background

Nord Anglia, the world's leading premium schools organisation, embarked on a rapid growth strategy to build its brand and global footprint in select regions of the world. Originally based in the UK, the firm relocated its headquarters to Hong Kong in 2011 and has grown to become a global family of 41 international schools serving more than 32,000 students in 15 countries.

### The Challenge

To support its global growth, Nord Anglia's management team launched a comprehensive fundraising and acquisition strategy that required them to gather, store and share large amounts of confidential documentation between their own team, their advisors, investors and potential schools for acquisition. They needed a document management partner with experience in capital raising events, mergers and acquisitions, and divestitures. They also wanted to work with a firm that could manage all transactions "under one roof."

### The Solution

#### Financial Printing – Virtual Data Room – Contract Management – Conference Facilities

Nord Anglia initially chose Merrill Corporation to print its offering memorandum for a 2012 debt deal, and has since relied on Merrill to produce several additional offering memoranda, the F-1 prospectus for its US IPO listing and an F-3 prospectus for a follow-on equity offering. Merrill also now prints Nord Anglia's school catalogues, administrative documents and more.

Most recently, Merrill provided financial printing for Nord Anglia's capital raising activities to fund the acquisition of six new schools.

*"We successfully raised \$575million through a combination of loan, bond and equity capital raising events to support our latest acquisition," said Vanessa Cardonnel, Corporate Finance and Investor Relations Director at Nord Anglia. "Merrill's expertise in financial document management was extremely helpful to us in achieving our goal."*

"We needed a partner to help us securely manage high volumes of financial documents, both online and in print. Merrill fits the bill."

—Vanessa Cardonnel  
Corporate Finance and  
Investor Relations Director -  
Nord Anglia Education

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Today, Nord Anglia draws on Merrill for:

- **Start-to-finish financial print services** for complex business documentation, including typesetting, printing and production.
- **Hosted virtual data room (VDR) services for due diligence.** By adopting Merrill's VDR platform, Nord Anglia has gained the assurance that all due diligence is managed according to the financial industry's best practices.
- **A secure document management platform for school administration.** Nord Anglia has begun to use Merrill's VDR as a secure web-based platform to manage school service and supply contracts and student administration for multiple locations.
- **Convenient worldwide conferencing facilities.** Merrill's central location provides Nord Anglia with an effective, efficient workplace to manage and complete deals. Nord Anglia also uses Merrill's worldwide facilities network to keep projects moving and meet deadlines across global time zones. For example, for its US IPO, the document drafting was performed at Merrill's Hong Kong facilities and printed by Merrill in New York.

## The Results

Nord Anglia has succeeded in achieving its growth strategy helped by leveraging Merrill's services. Nord Anglia is now able to:

- **Enhance speed to market** by reducing the time spent on financial document management.
- **Communicate quickly and securely** with a global audience in a secure online environment, reducing the time and cost of travel.
- **Accelerate and assure thorough due diligence** on projects via Merrill's VDR platform, which provides efficient online access to more than 200,000 pages of documentation.
- **Reduce time-consuming administrative tasks** by providing staff with a web-based repository to search and access information.
- **Rest assured of first-class security** since all documents are stored and managed according to the industry's most stringent security standards.
- **Work with an integrated document management solution** via Merrill's "one-stop-shop" approach to better manage its complex business documentation and tight scheduling requirements.

**To learn more about how Merrill can help support your business' growth, email us today at [info.asia@merrillcorp.com](mailto:info.asia@merrillcorp.com)**

## Merrill Corporation

Merrill Corporation ([www.merrillcorp.com](http://www.merrillcorp.com)) provides technology-enabled platforms for content sharing, regulated communications and compliance services. Merrill clients trust our innovative cloud-based applications and deep subject expertise to successfully navigate the secure sharing of their most sensitive content, perfect and distribute critical financial and regulatory disclosures, and create customised communications across stakeholders. With more than 3,800 people in 47 locations worldwide, Merrill clients turn to us when their need to manage complex content intersects with the need to collaborate securely around the globe.

"Merrill's online VDR solution makes it so much easier for our team to work with clients, partners and advisors all over the world."

—Vanessa Cardonnel  
Corporate Finance and  
Investor Relations Director -  
Nord Anglia Education

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