



Case study:

We advised the shareholders on the sale of a majority shareholding manufacturing business to a Private Equity firm.

Our role

- Identifying and confidentially approaching potential buyers/investors
- Preparing sales documentation
- Deal negotiations
- Assisting with due diligence enquiries
- Advising on financial and taxation aspects of the legal contracts
- Proactive deal management throughout

Client:

Project Pilot (Identity of business undisclosed for confidentiality purposes)

Industry sector:

Manufacturing

Transaction:

Business sale

Size of deal:

Undisclosed

Key highlight:

Confidentiality was of utmost importance to our client. With this in mind, we approached only a shortlist of non-trade prospective acquirers/investors. This ensured confidentiality was preserved, whilst still securing a highly competitive sale price and deal structure. A buyer committed to preserving the strong values and culture of the business.



Comments

Managing Director of Project Pilot, said:

"Our sincere thanks go to James and Hannah for the pivotal role they both played in this process and for the support they gave us along the way. We absolutely could not have done it without their professional expertise, hard work, and patience - from the very first discussions, right through to the final squeaky moments of getting it over the line. The way the team worked so closely together and with the wider team made a huge difference. We truly feel we've had a premium team on our side."

James Lay, Corporate Transactions & Business Advisory Partner, said:

"It was an absolute pleasure advising such a hard-working, dedicated group of directors and shareholders on their successful sale. Our working relationship with the sellers first started in 2018 and since then we have been in regular contact to make sure the business was well positioned for sale. I have no doubt the business will continue to go from strength to strength, and Hannah and I wish the team all the very best for the future."