



Case study: Blayhall Marine Limited

Larking Gowen assisted the shareholders in the sale of the business to Jonas Software.

The deal

Blayhall Marine Limited is the holding company for Star Marina Solutions Limited, an established market leading provider of marina management systems, which sits at the hub of operations for marinas, harbours and waterways.

Larking Gowen assisted the shareholders in the sale of the business to Jonas Software, a Canadian headquartered software giant with over 70 independently-owned software businesses within its portfolio.

Our role

Larking Gowen Corporate Transactions was asked to undertake the following:

- Preparing the sale documentation
- Approaching potential buyers
- Reviewing offers and negotiating with interested parties
- Choosing the preferred bidder and agreeing heads of terms
- Tax advice and structuring the deal
- Assisting solicitors to draft the legal paperwork

Client:

Blayhall Marine Limited

Industry sector:

Marina management services

Transaction:

Business sale

Key highlight:

Larking Gowen used a rigorous and inventive range of techniques to identify and approach potential buyers. This generated significant interest in the business.

We negotiated an attractive deal for our client, which we project managed through to completion.



Comments

Dylan Evans, Director and shareholder of Blayhall Marine Limited, said:

"Jack and the team at Larking Gowen have been extremely responsive and professional throughout the assignment. They are clearly very knowledgeable and experienced in deal negotiations and were tenacious in ensuring the best deal for the shareholders and we believe we got the best result we could by using Larking Gowen."

Jack Minns, Larking Gowen Partner, said:

"It has been extremely satisfying to advise the shareholders throughout the sale process. We found much interest from both independent and large multi-national buyers, and feel the undoubted synergies with Jonas will enable further growth and development of the business in the future."