Larking Gowen
Corporate Transactions

Committed to you.

Case study:
We advised the shareholders of family owned school photography business on its sale to a Strategic Buyer

The deal

The business is a well-established, family-owned school photography company, providing high-quality photography services to schools across the UK. Built over many years, the company has developed a strong reputation for reliability, service quality, and long-standing client relationships.

Larking Gowen managed the transaction with a strategic buyer, who provides an excellent platform for future growth and continued development of the business both within the UK and internationally.

Our role

- Deal negotiations
- Coordination of due diligence enquiries
- Advising on finance and tax aspects of the legal contracts
- Proactive deal management

Client:
Confidential –
Project Silhouette

Industry sector:
School Photography

Transaction:
Business sale

Key highlight:
We worked closely with the shareholders to clearly articulate the true underlying profitability of the business and to document a compelling growth story for potential acquirers. This enabled us to present the business in the strongest possible light, resulting in a significant uplift from the buyer's initial off-market approach and achieving early deal alignment to deliver best value for the shareholders.

Comments

The shareholders of the business said:

"From the outset, Larking Gowen demonstrated a clear understanding of our business and our objectives. The process of selling a long-established family business was not without its challenges, however we felt supported throughout. They guided us carefully through each stage, managed negotiations effectively and ultimately delivered a successful outcome.
We would have no hesitation in recommending their services."

Jack Minns, Corporate Transactions Partner, said:

"I am really pleased to have supported a fantastic family business through the sometimes, difficult nature of a trade sale, and to have achieved a successful outcome for the shareholders. I am sure the business will continue to thrive under its new ownership"