



## Case study:

### Sale of Knowledge Point Print Services Limited (KPPSL)

#### The deal

We advised the Directors of KnowledgePoint Limited on the carve-out and sale of their Print Services business to US-based Buyer, Mimeo.

KnowledgePoint is a leading provider of on-demand print and fulfilment services to the Learning and Development sector, specialising in training materials. We brokered the deal with Mimeo, who will continue to serve the existing customer base with the same high standards of quality and lead times they've come to expect under KnowledgePoint's care.

#### Our role

- Prepared sales documentation
- Identified and confidentially approached potential buyers
- Negotiated deal terms
- Coordinated due diligence enquiries
- Advised on finance
- Delivered proactive deal management throughout

#### Client:

KnowledgePoint Limited

#### Industry sector:

On-demand printing

#### Transaction:

Carve-out and business sale

#### Key highlight:

We structured the transaction to enable a tax-efficient carve-out of the Print Services Division from KnowledgePoint's ongoing trade ahead of the sale to US-based buyer, Mimeo.



#### Comments

Paul Gibbons and Andre Philpot, Directors and Shareholders of KnowledgePoint Limited, said: "We went through an advisor selection process and felt confident that Larking Gowen would be a good fit for our business sale needs. As first-time business sellers, we were very grateful for their great support throughout the sale process which, starting with the preparation of sales documentation through to deal management, was evidenced by the successful sale of our print business."

Jack Minns, Corporate Transactions Partner, said: "We were instructed by Paul and Andre due to our expertise in the printing industry and strong demonstration of our ability to source and advise on transactions with overseas buyers. I am confident that KPPSL will continue to thrive as part of the Mimeo Group and wish this same success to Paul and Andre in their next chapter as well."