

Background and Problem

The octogenarian owner of an engineering business retained the Hill Scanlon Partnership after having engaged another firm of advisers during the previous twelve months. The business turned over £1 million and erratic annual profits rarely exceeded £100,000. The previous advisers had secured just one bid of £600,000 to be paid over a three year earn-out period.

Actions Taken

Hill Scanlon Partnership rewrote the Information Memorandum and remarketed the business to 123 target purchasers in Europe and the USA. 10 of these received the Information Memorandum under a confidentiality agreement and 5 met the client

The Result

3 bids were received for the business. The business was sold for £1,020,000 in a single cash payment on completion, which took place twelve months after Hill Scanlon Partnership was first engaged. All employees who wished to stay with the new owner kept their jobs.

**If you want to find out more about any of the areas covered in this case study
and how we can support your business – contact us today.**