

Case study: ECS (Holdings) Limited

Larking Gowen assisted the vendors to value and sell ECS (Holdings) Limited to the existing management team, enabling the majority shareholder to enjoy retirement from the business.

The deal

ECS (Holdings) Limited and its subsidiary company specialise in the integration of building management systems, access, security, CCTV, power distribution panels, HVAC control panels and electrical installation of such systems.

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Our role

Larking Gowen Corporate Transactions was asked to undertake the following:

- Share valuation of the subsidiary, ECS Power & Control Ltd
- Share valuation of ECS (Holdings) Ltd
- Advise on the tax consequences of proposed sale of shares and explore alternative options
- Agree sale to management buyout team
- Assist in negotiating legal points to completion

Client:

ECS (Holdings) Limited

Industry sector:

Building management systems integration

Transaction:

Management buyout

Key highlight:

Larking Gowen worked closely with the vendors to negotiate the best price.



Comments

Trevor Chapman, majority shareholder of ECS (Holdings) Ltd, said:

"From the initial interview I felt at ease that I had chosen professional advisors with depth of knowledge and expertise, such extended throughout the sale negotiations, making sure even the simple things like I's were dotted and T's were crossed. When I required, Larking Gowen stepped up to the plate and dug deep. They certainly gave the support of a well-oiled professional team all in readiness and in one building.

"I certainly will not hesitate in seeking Larking Gowen's support in the future."

Ian Nelson, Larking Gowen Senior Manager, said:

"It was very satisfying to successfully demonstrate to the purchasers the extra value in the company and to work closely with Trevor throughout robust negotiations to obtain a good price for our client."