



## Case study: ABC Power Limited

Landfill site operator Enovert has acquired ABC Power Ltd, the UK's leading gas engine repair and overhaul specialists. We implemented and managed the confidential sale process and achieved a sale deal significantly above the initial off-market approach, attracting multiple offers for the business.

### The deal

Based in Norfolk, ABC Power Limited provides gas engine parts, site maintenance and full engine overhaul services for major gas engine manufacturers across the UK. With more than 40 years' experience in providing site-based landfill gas engine maintenance, the acquisition of ABC Power will strengthen the Enovert Group's ability to provide a complete range of landfill gas services.

All of ABC Power's senior management team and staff will be retained and it will continue to operate as ABC Power Ltd, providing services to landfill operators across the UK.

### Our role

- Preparing the sale documentation
- Marketing the business for sale, including identifying and directly approaching potential buyers
- Reviewing offers and negotiating
- Choosing the preferred bidder
- Coordinating due diligence
- Advising on financial and tax aspects of the legal contracts

### Client:

ABC Power Limited

### Industry sector:

Gas engine repair specialists

### Transaction:

Business sale

### Key highlight:

We were first introduced to our client, ABC Power, after a deal they had received off-market fell through.

We marketed the business for sale and managed to receive multiple offers from trade and private equity before securing ABC a deal with Enovert, which was significantly above the original deal.



### Comments

Ronnie Blyth, Director of ABC Power, said:

"We found the professionalism of Jack and Will to be outstanding. They sought potential clients that we had never thought of and received multiple offers. They helped us through every step of the process.

"All at ABC Power are delighted with our new owners and would like to express our gratitude to Larking Gowen. We strongly recommend Larking Gowen to any business owner who may be considering selling their business."

Jack Minns, Larking Gowen Partner, said:

"It was incredibly satisfying to deliver such a landmark transaction for our client that demonstrated a significant improvement on the initial off-market approach. Generating competitive tension is key to getting the best deal. We wish the team at ABC all the best."