



Case study: We advised the shareholders of Amber Home Improvements on their sale to Citium Capital Ltd.

The deal

Amber is one of the region's leading home improvements businesses, providing conservatories, windows, orangeries and more. The business has been trading for over 25 years under the same ownership.

The vendors were keen to see continued succession of the business and facilitate their eventual retirement. The acquirer provides the perfect home to continue the local, professional service of the business long into the future.

Our role

- Identifying and confidentially approaching potential buyers
- Preparing sales documentation
- Deal negotiations
- Coordinating due diligence enquiries
- Advising on financial and tax aspects of the legal contracts
- Proactive deal management throughout

Client:

Amber Home Improvements Group Limited

Industry sector:

Home improvements (construction)

Transaction:

Business sale

Key highlight:

Finding the right acquirer, who fits the ethos, values and financial aspirations of the vendors, required a wide research project.

The eventual acquirer, who was based overseas, was introduced through our wide network and was not operating in the industry pre-acquisition.



Comments

Paul Edwards, Director and shareholder of Amber, said:

"I would like to convey my gratitude to Jack Minns and Will Gibbs, who dealt with our sale transaction. I have to say they handled our affairs with great professionalism; they totally understood the dynamics of Amber Home Improvements. Being in sales myself, I liked the way they were very direct and to the point. They always kept our team in the loop from day one and even after the sale was completed. I would strongly recommend Jack and Will to anybody considering selling a company. They are a great asset to Larking Gowen."

Jack Minns, Corporate Transactions Partner, said:

"It was a pleasure to assist the shareholders with this transaction. It was a challenging mandate due to the lack of natural trade buyers in the industry but, despite this, we managed to attract multiple offers for consideration through our network of buyers and, in Citium Capital and Paul Quirk, found the perfect buyer for the business to build on the great foundations laid by the previous owners."