

Sector

Wholesale and Distribution

Location

Norwich, UK

Deal

Trade
Disposal



JDC Corporate Finance



J&S on JDC

“After receiving a direct approach from a US based buyer, we were referred to JDC by an industry colleague who had instructed JDC in the successful sale of his own business.

We were surprised at how complicated and complex the transaction process was and without Jon’s guidance and the JDC team’s assistance in several key areas, we are certain the deal would not have successfully concluded.

We would not hesitate to recommend JDC, as their negotiation skills, expertise and experience in managing the sales process proved pivotal to us in achieving a great result and completing the deal.”

Ben Rodwell,
Founder shareholder of J&S Products

Trade Sale of J&S Products



The business

Specialist automotive tools distributor established in 1992 and based in Norwich.

Grown to offering a wide range of over 6,000 automotive products, including own brand tools, for onward distribution to mechanics and engineers across the UK.

Van based distribution model with significant growth potential.

Owned in equal shares by three founder shareholders.

The deal

Sale of entire share capital of J&S to \$1 billion turnover Integrated Supply Network LLC (ISN).

ISN are the largest automotive tools wholesaler and distributor in America. ISN are backed by private equity firm Audax, with \$9 billion of assets under management.

This was ISN's first acquisition within the UK and European market.

Exit for the three founding shareholders in a 100% cash on completion deal structure.

JDC value add

Instructed by shareholders to negotiate deal terms, act as lead advisors and introduce legal representation.

Advised shareholders on the best strategy to maximise value and negotiated an increase of 20% in the proposed consideration.

Managed the full scope multidisciplinary due diligence process engaging with ISN's international advisors.

Maximised working capital and other price adjustments in the share purchase agreement.





Raising the bar

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