

Sector
Manufacturing

Location
East Anglia

Deal
Trade
Disposal



JDC Corporate Finance



Project Platform on JDC

"We selected JDC over other advisers due to their specialism in selling SME businesses, their hands on approach and the obvious depth of expertise within the team. Dave and Adam worked with us closely throughout, ensuring we were fully aware of the process at every stage and what to expect, identifying a number of buyers who we had not even considered would be interested. The deal that was negotiated met all of our expectations and JDC were pivotal in ensuring that the deal happened.

All in all we would have no hesitation in recommending JDC and view their fee as the best money we have ever spent!"

**50% Shareholder and Director of
Project Platform**

Trade Sale of Project Platform

CONFIDENTIAL

The business

The market leading supplier of an extensive range of access products, manufactured in-house on a made to measure basis.

Unique specialism within the rail industry, supplying train builders, operators and the London Underground.

Operating from premises located on the Norfolk/Suffolk border, with a client base located across Europe and North America.

50/50 ownership between the two founder shareholders.

The deal

Sale of 100% of the shares to a private equity backed group with an international presence in over 50 countries.

The buyer is a leading provider of access systems and working at height safety equipment.

Continued commitment from the purchaser to the current operation and the future growth of the business.

JDC value add

Identified a selection of buyers in horizontal and vertical markets who had a strategic rationale to be interested in acquiring the business.

Created a suite of marketing documents that demonstrated business growth potential and the key factors that drove perceived value.

Ran a competitive, confidential process acting as lead advisers through every stage, negotiating an attractive deal package that surpassed expectations.





Raising the bar

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