



Regional Corporate deal round-up 2024-25

Below is a selection of deals completed by our M&A partners in Sussex and Surrey over the last financial year.


We are seeing continuing demand for succession planning/exits by founders, through sale, MBOs, and EOTs. Increasing CGT rates are increasing the popularity of EOTs, typically where there is no obvious sale option. However, M&A remains strong for established larger businesses, despite continuing economic uncertainty (macro issues). The uncertainty is causing deal timetables to lengthen, and we are seeing price renegotiation as soon as target performance slips.

Trade buyers, private equity backed trade groups, plus longer-term investment businesses have been active over the last year.


Strong sectors included:

- **Travel** – Martin Randall Travel to Carthage Buyer and sale of non-core businesses for a leading travel group.
- **Wholesale / Food & Drink** – Venus Wine and Spirit Merchants PLC sold to Booker/Tesco, Good Food Vibes acquisition of Nix & Kx, The Drinks Company sold to Stocks Spirits Group, and JM Posner to Ingå Group Limited.
- **Media** – Raw Cut Ventures (independent TV production company) sold to an AIM listed buyer and the management buyout of a media planning and buying agency.
- **Engineering** – Sale of SOWGA to Pareto, the management buyout of JS Air Curtains, and sale of a secure ID and cashless payment systems provider.
- **Manufacturing** – CP Cases sold to Lagercrantz, and British Wool's investment into NexGen Tree Shelters.

SHARE SALE



Acted for the selling shareholders of Venus Wine & Spirit Merchants PLC in the sale of 100% of the issued share capital to Booker Limited

 DMH Stallard

WHOLESALE

SHARE SALE




MARTIN
RANDALL
TRAVEL

Acted for the shareholders of Martin Randall Travel Limited on the sale of 100% of the issued share capital of the business to Carthage Buyer Ltd


 DMH Stallard

TRAVEL

SHARE SALE



Advised the selling shareholders of Canary Limited (trading as Brookwood Global) on the sale of the entire issued share capital of the company to BioPhorum (a Rothschild backed buyer)


 DMH Stallard

PHARMA

MBO



Advised JS Air Curtains Limited on its management buyout of the air curtains business previously run by Condair Limited

 DMH Stallard

ENGINEERING

SHARE SALE



Advised the selling shareholders of JM Posner Ltd (a supplier of specialist ambient baking and dessert ingredients to the food industry) on their sale to Ingå Group Limited

 DMH Stallard

FOOD & DRINK

SALE



Acted on the sale of CP Cases (a market leading designer and manufacturer of high end protective cases) to Swedish conglomerate / investment business Lagercrantz (acquiring an 87% stake in the business)

 DMH Stallard

MANUFACTURING

SHARE SALE



Acted on the sale of SOWGA to Pareto (a national provider of compliance and technical services to the built environment, backed by Pictet PE)

 DMH Stallard

MECHANICAL ENGINEERING

INVESTMENT




Acted on an investment by the British Wool Marketing Board into NexGen Tree Shelters (a manufacturer of eco-friendly biodegradable tree guards / shelters)


 DMH Stallard

MANUFACTURING

SALE



Advised The Drinks Company (an importer and distributor of spirits and specialties, best known for its distribution of the Sierra Tequila brand) on their sale to Stocks Spirits Group

 DMH Stallard

FOOD & DRINK

SHARE SALE



Advised the sellers on the sale of shares in Raw Cut Ventures Ltd, a leading TV production and distribution business to AIM listed Zinc Media Group plc

 DMH Stallard

MEDIA

ACQUISITION



Acted for GoodFood Vibes (aka Jet Drinks) in the acquisition of the business and assets of Nix&Kix Limited (a soft drinks company based in the Netherlands)

 DMH Stallard

FOOD & DRINK

SHARE SALE




Acting for the shareholders of Blockbusters Contracts Limited on their share sale to London Drainage Facilities, a leading provider of planned, emergency and drain repair services across London and the South East


 DMH Stallard

PLUMBING SERVICES

SHARE ACQUISITION



Acted for an education and training services organisation on their purchase of a professional education training provider

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EDUCATION & TRAINING

SHARE SALE




Acted for an investment business in its sale of shares in a publisher which develops innovative online learning resources


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EDUCATION / E-LEARNING

MBO




Acted for the selling director on a management buyout of a full-service media agency


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MEDIA

SHARE SALE




Acted for the selling shareholder on the sale of the entire issued share capital of a supplier of secure identity and cashless payment systems


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TECH / ENGINEERING

SHARE SALE



Acted for the seller in the sale of the entire issued share capital of both a sports travel business and a provider of VIP corporate hospitality to market leading sports hospitality organisation

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TRAVEL

SHARE SALE



Advised the shareholders of an IT service company on the sale of 100% of the issued share capital of the business to a technology investment organisation

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TECHNOLOGY

SHARE PURCHASE



Acted for an acquisitive investment business on the acquisition of the entire issued share capital of an employee services business

 DMH Stallard

EMPLOYEE SERVICES

MBO




Advised on the management buyout acquisition of an award-winning architects specialising in the education sector


 DMH Stallard

ARCHITECTS

SHARE SALE



Acted for the sellers in the sale of the entire issued share capital of a property special purpose vehicle (SPV)


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REAL ESTATE

SHARE SALE



Acted for a shareholder in a leading facilities management company in relation to the sale of his shareholding to an FM services group

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FACILITIES MANAGEMENT

SHARE SALE



Acting for four shareholders in the sale of a commercial freight forwarding business and its holding company to a global air freight services organisation

 DMH Stallard

FREIGHT TRANSPORTATION

Key Corporate contacts across Sussex and Surrey



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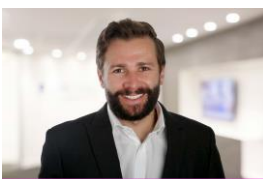
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Contact us via 03333 231580, enquiries@dmhstallard.com or visit dmhstallard.com.

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