

Dealsflash

VERTU MOTORS ACQUISITION OF HUGHES GROUP HOLDINGS LIMITED

COMPANY ACQUISITION

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Vertu Motors has acquired the Mercedes-Benz businesses of Hughes Group Holdings in the Thames Valley.

Vertu Motors already has a significant Mercedes-Benz presence in the M4/M40 corridor and is the sixth largest motor retailer in the country.

Following this acquisition, the Group's network of sales and aftersales outlets across the UK has increased to 125 outlets. In total, six sales outlets have been added to the Group as a result of this acquisition which the Board expects to be earnings enhancing in its first full year of ownership.

Hughes has represented Mercedes-Benz for over 40 years, operating outlets in Beaconsfield and Aylesbury, which is an adjacent market area to Vertu's existing Mercedes-Benz operations in Reading, Ascot and Slough. The acquisition also brings the Mercedes-Benz Commercial Van franchise to the Group for the first time through the operation in Aylesbury.

THE DEAL

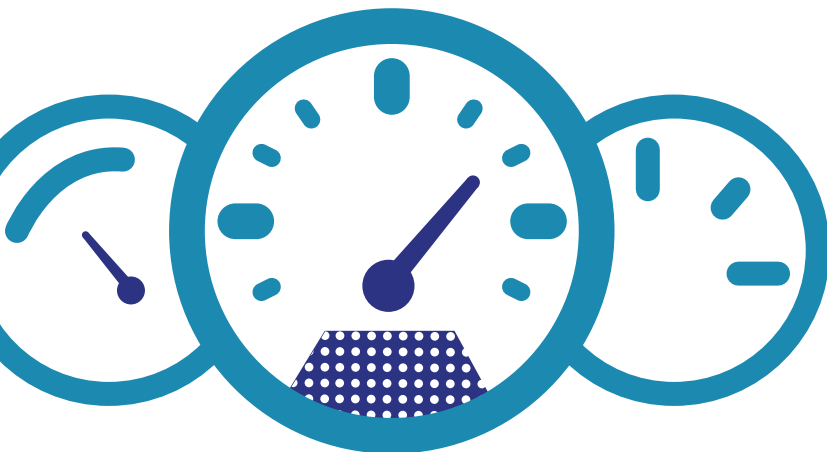
Our automotive team, led by Paul Daly, advised the management of Vertu Motors on the purchase.

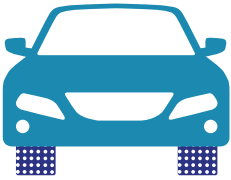
Commenting on the acquisition Robert Forrester, CEO of Vertu Motors said: "The Hughes business has operated in the Beaconsfield area for over 40 years, and is very well established in this attractive market area, serving an excellent demographic profile for the Mercedes-Benz brand."

"Our disciplined approach to allocating shareholders' funds has meant that this is our first acquisition for over two years. Given the strength and location of the business and franchises we are acquiring, the Board is confident to make this investment which will be earnings enhancing in its first full year of ownership. We would expect the acquisition to bring synergies and we also expect there to be opportunities to reduce working capital levels."

"We are delighted to announce the addition of two excellent Mercedes-Benz dealerships to the group which represent a further step in the growth of our premium business, adjacent to our existing Mercedes-Benz operations in the Thames valley."

Robert Forrester,
CEO
Vertu Motors





"With Vertu Motors already operating the Mercedes-Benz brand in the surrounding territories, it made strategic sense for them to acquire this business."

Paul Daly
Automotive partner
UHY Hacker Young

HOW WE CAN HELP YOU

Our team of automotive specialists at UHY have significant experience in advising and supporting business owners with their exit planning. Whether you are looking to buy or sell a business, our services are tailored to meet your individual requirements.

We can advise you on the entire transaction, from initial approaches to negotiations and completion, or carry out individual tasks, including:

- selection of target or finding the best buyer;
- initial approaches;
- timetable and planning;
- assessment and/or due diligence;
- negotiations and deal structuring;
- raising finance;
- valuation and getting the right price; and
- tax mitigation and investment planning.

THE NEXT STEP

For further advice please contact:

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Or visit our dedicated automotive page for further information:

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