



March 2017

Dealsflash

“
We are still seeing plenty of transactional activity going on out there in the market as the consolidation continues.”

David Kendrick
Head of automotive

COMPANY SALE

SALE OF CAMBRIAN GARAGES TO RUBERY OWEN

The shareholders of Cambrian Garages in Aberystwyth have sold their business for an undisclosed sum to Rubery Owen, who trade as Shukers Land Rover, in a deal advised by the UHY Hacker Young automotive team.

Rubery Owen, who were representing Land Rover at a single site in Ludlow having sold their Shrewsbury Land Rover dealership to Hatfields back in 2016, will now be back to representing the brand in two locations with the addition of the Aberystwyth dealership.

Cambrian Garages have represented Land Rover in the territory since 1998 and added the Hyundai franchise in 2008.

THE DEAL

David Kendrick, who leads UHY's automotive team, advised the shareholders of Cambrian Garages on the deal. David was also involved in the sale of Rubery Owen's Shrewsbury dealership to Hatfields in 2016, so was aware of their desire to increase their portfolio with JLR.

The deal has allowed Rubery Owen to progress their plans, with further development of the Aberystwyth business ahead, and has enabled all of the staff and management to be retained.

David said of the deal: "We have seen a significant amount of change within the JLR network and this acquisition fits very well with their existing site and has a very similar demographic so we have no doubts that it will work well for everyone involved.

Q1 is looking like it will deliver some very strong results, with what we imagine will be a significant number of vehicle registrations, most likely to be ahead of last year."

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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