



Dealsflash - November 2017

SALE OF KEN BROWN MOTORS

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Jon Taylor, Managing Director
Now Motor Retail

COMPANY SALE

SALE OF KEN BROWN MOTORS LTD

Now Motor Retail have acquired Ken Brown Motors, for an undisclosed sum.

Now Motor Retail also operates eight Vauxhall dealerships; six across North and West London and two in Swindon and Marlborough. This purchase marks the Group's first venture outside of the Vauxhall brand.

Ken Brown Motors is a long established, second generation business which operates the Kia franchise in Stevenage and Harlow. Peter Brown, the majority shareholder of the business will retire post sale.

THE DEAL

Our automotive team, led by David Kendrick, advised the vendors, Ken Brown Motors, on the sale. The transaction is a great match for both parties, as Peter gets his well-earned retirement and Now are able to further their growth strategy with a new brand partner. With some of the uncertainty around the Vauxhall brand at present, adding Kia to the portfolio is a huge plus point.

Jon Taylor, Managing Director of Now said: "We have been considering expansion outside of our existing brand portfolio for some time and this acquisition fits the criteria we were

looking for perfectly. Kia is a brand on the up and with the strong reputation that the Ken Brown business already has we will look to expand on this. The businesses both have strong and stable teams which will certainly compliment the wider group."

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:

www.uhy-uk.com/automotive

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