

UHY Hacker Young Manchester advises Motorline shareholders on their sale to Marshall Motor Holdings

Leading automotive retail group, Marshall Motor Holdings Plc has this morning announced the strategic acquisition of Motorline Holdings Limited for a cash consideration of £64.5m, funded from the group's existing cash resources.

Motorline, a leading multi-franchise dealer group currently headquartered in Canterbury, Kent, was listed 34th in the Car Dealer Top 100 list of most profitable dealers last year, with revenue in 2020 at £695.2 million and profit before tax at £6.1m. Estimates for 2021 are a turnover closer to £850m, making it one of the largest privately owned businesses in the country.

The deal

Our UHY corporate finance team, led by partner David Kendrick, advised the Motorline shareholders on the deal. Having worked closely with the Obee family for over 10 years, the UHY team helped guide Motorline through a number of acquisitions and new franchise representation points, taking them to a total of 48 dealerships on exit. With the group expected to deliver a record profit performance in 2021 and representing some much sought after brands, the timing to explore the potential exit was well timed, with Marshalls being an obvious choice due to the brand and geographic fit.

The sale, which the team have been working on for eight months, adds immediate scale to Marshalls representation with the addition of Toyota, Lexus and Hyundai plus significantly increasing its representation of Nissan, Peugeot, Volkswagen, Audi and Skoda.

Glen Obee, ex-Chairman, Motorline, commented:

"Following a period of almost 50 years from when our father founded Motorline in 1972 and having worked within our family business for over 40 years, my brother Thomas and I have decided to retire from the industry that we have enjoyed working within throughout our careers.

We would like to pay tribute to the hard work and commitment of our employees and to our brand partners for their support and contribution to the outstanding success Motorline has been able to achieve.

Under the excellent leadership of Daksh Gupta and his management team, the newly expanded Marshall Motor Group will be even better placed to embrace the future dynamics of the changing motor sector."

David Kendrick, added:

"Delighted to have assisted the Motorline shareholders on the sale of their substantial group. The business has grown a huge amount over the last decade and not only introduces Toyota, Lexus and Hyundai to the Marshall portfolio, but also significantly increases their footprint across the UK. One of the biggest deals done in a very long time and it remains a very active market elsewhere too!"

How we can help you

Our team of corporate finance specialists at UHY have significant experience in advising and supporting all types of client from private, owner managed companies and fellow professionals to quoted companies and institutions.

Whether you are looking to buy or sell a business, raise finance or support with business valuations or financial modelling, 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:

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

The next step

For further advice, please contact:



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Or visit our [dedicated corporate finance page](#) for more information.

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