

Dealsflash

UHY Hacker Young advises Ashford Orbital on their sale to JCB Group

JCB Group has started 2024 with the acquisition of established dealer group, Ashford Orbital, who represent Kia, Mazda and Suzuki in Ashford.

Having completed the purchase of Tunbridge Wells Volkswagen in December, this latest acquisition further bolsters their presence in the region. The group also represents other brands including Volkswagen, Renault, Cupra, VW Commercial Vehicles and Skoda in the South East of England.

Ashford Orbital, which occupies a prominent 2.5 acre site, was purchased from Drake and Fletcher back in 2008 by Jeff Wilson and Oliver Barford. Having developed the business to becoming one of the leading sites in the area, this transaction sees it being added to the ever growing JCB portfolio, with the current owners moving on to focus on other business interests.

David Kendrick, Head of Automotive at UHY Hacker Young, who represented Ashford Orbital Limited with the sale said:

"We have worked with Jeff and Olly for some time now and they have built up a lovely business. The site, coupled with the franchise portfolio, was prime for being

acquired by one of the bigger groups and there was a lot of interest in the business, however it makes complete sense for JCB to bring it into their ever growing South East portfolio."

Jonathan Bischoff, Managing Director of JCB Group said:

"The Ashford Orbital business has been one that I have had my eye on for some time. Jeff and Olly have built a fantastic business on a very attractive freehold property that sits adjacent to some of our other businesses, therefore it complements the portfolio perfectly. We look forward to welcoming our new colleagues into the business which continues to develop every day.

As a group we continue to grow and have been supported very well by Ian McMahon and the UHY team, therefore if any dealers in our region are considering an exit, we are keen they contact Ian."

Jeff Wilson, Managing Director of Ashford Orbital said:

"We are proud of what we have achieved with our team in Ashford, however it feels the right time to pass the business on to a larger group who can further develop and grow it. We would like to thank our amazing team and wish Jonathan and JCB all the best for the future."



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How we can help

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- Business valuations
- Financial modelling
- Raising finance
- Selection of acquisition targets or sourcing strategic purchasers
- Structuring and negotiating initial 3rd party approaches
- Financial and taxation due diligence
- Negotiations and deal structuring to maximise shareholder value; and
- Tax mitigation planning.

The next step

For further advice please contact one of our corporate finance experts, or visit our dedicated corporate finance page for further information.

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