

Case study

As a business owner, it can be tricky working out how to take a step back.

What PwC did

Our client has been in business for more than 30 years, employing over 60 people specialising in manufacturing and installing air-conditioning ducting in commercial buildings.

To free up time and money, the owners decided to transition out of the business over time.

We worked with our client to understand their business and personal goals, and realised the best outcome would be a transitional approach to their sale process. The shareholders would step back, but continue to work within the business. We were also able to connect the client with suitably qualified buyers through our DealConnect buyer database. With us, they were looked after throughout the whole transition process.

Outcome

- Our client received several offers and was able to choose the buyer that best matched the goals and value expectations of both the owners and the purchaser.
- The purchaser ended up buying 80 percent of the business up front, with the remaining 20 percent to be bought over the next three years.
- Our client got their guaranteed exit from the business and freed up some money.
- The purchaser got a commitment from the existing owners that they would stay involved in the business over the short/medium term.

Value

We understood the objectives of our client and identified the most appropriate way of structuring and executing their sale process. The approach taken was tailored to the client and matched the purchaser's requirements.

Our client had peace of mind knowing we were there, supporting them throughout the transition process.

PwC supported me through the entire sale process and persevered until we got a deal that matched our goals.

- Vendor

PwC was able to structure a deal that helped me transition my way into the business, which worked for me, my bank and the owner.

- Purchaser

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