



exit planning & business sales

Case Study

Valuation to allow shareholders to exit – ah! the black art

Client Challenge

After 10 successful years in business, the owners of Made in Wonderland and the Wonderland Dream Factory decided to call it a day.

Approach

Having established that the business had dipped in the last year or two, it was felt that a trade sale was unlikely to achieve the value the shareholders required.

Peter Kroeger was called upon to value the business as a whole. There were some complications – as ever:

1. Minority interests in subsidiaries; there was a non-wholly owned subsidiary in the UK which had a subsidiary in Germany.
2. Translating German management accounts to English and establishing and removing the “inter company trading”.
3. Considering the fluctuating forecasts for all companies.

Outcome

A negotiation toolkit was produced which focused the minds of the shareholders on the possibilities to extract value. The companies were eventually split and DFUK Creative rose as the Phoenix to continue the excellent body of work built up over the last 10 years.

" I wanted to drop you a line and say thanks. I really can't thank you enough. I hope our paths cross again some time very soon. Your very satisfied client"

Joe Pisano, Managing Director, DF UK

KLO Partners www.klopartners.co.uk

22 Pinewood Gardens, Tunbridge Wells, Kent TN4 0NN

Peter Kroeger peter@klopartners.co.uk 01892 731 272 / 07904 766230



Peter Kroeger is accredited by the Institute for Independent Business