



exit planning & business sales

## Case Study

### KLO Partners: Assisting with shareholder exit

*Our role in negotiating the deal with the remaining shareholders and advising on the legal process to completion.*

#### Background

Corrigenda was founded in 2000 by Patrick Saddington and Paul Spencer. Operating across the public, private and not-for profit sectors, Corrigenda delivers maintenance services that ensure legislative compliance and optimum energy efficiency for mechanical, electrical and public health systems. The company had grown to £20m in annual revenues.

#### What we did

Patrick Saddington was seeking an exit and engaged Peter Kroeger of KLO Partners to negotiate his exit with Paul Spencer and to advise him on the commercial aspects of the deal.

*“KLO Partners did an excellent job both in negotiating a deal which worked for both parties and keeping everything on an even keel through the process”*

*“Thanks for your efforts, your advice and for helping me make sense of all the many things that need to be considered to achieve a good, clean exit.”*

**Patrick Saddington, exiting shareholder,  
Corrigenda Ltd**

#### Patrick Saddington

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Peter Kroeger is accredited by the Institute for Independent Business