



Case study: We assisted the shareholders with the sale of Brown & May Marine to RSK, a global leader in the delivery of sustainable solutions.

The deal

Brown & May Marine (BMML) has 35 years' experience of providing services associated with fish ecology, commercial fisheries and other marine activities for numerous national and international offshore developments. With offices in Eye, Suffolk and Brest, France, BMML operates across the UK, Europe, the Caribbean and North Africa.

BMML will work alongside RSK's existing marine team to help expand their service range around the United Nations Sustainable Development Goals, particularly Goal 14: Life Below Water.

Our role

We undertook the following:

- Identifying and confidentially approaching potential buyers
- Preparing sales documentation
- Deal negotiations
- Coordinating due diligence enquiries
- Advising on financial and tax aspects of the legal contracts
- Proactive deal management

Client:

Brown & May Marine Limited

Industry sector:

Fisheries and marine environmental consultancy

Transaction:

Business sale

Key highlight:

Following an initial off-market approach, we undertook a focused marketing exercise to attract offers from the wider market.

The eventual deal significantly exceeded the initial off-market offer.

This demonstrates the tangible benefit that we offer our clients by creating competitive tension amongst buyers.



Comments

Stephen Appleby, Director/ shareholder, said: "For the recent successful sale of our company, James and Will provided invaluable service in identifying the most suitable buyer, negotiated a very attractive sale price and steered us through the, at times, challenging process.

"Throughout the process, we had every confidence that they were working in our best interests, leaving us extremely happy with the outcome."

James Lay, Larking Gowen Partner, said: "Stephen and his team have built up a hugely impressive consultancy business and it was enormously satisfying to deliver a deal which rewarded this hard work whilst also securing the long term success of the business.

"Every deal presents its own unique challenges along the way and this was no different, so it was a real pleasure to work with Stephen to achieve a successful outcome."