

PKF FRANCIS CLARK DEALS REVIEW

This section features a range of transactions that the PKF Francis Clark Corporate Finance team undertook during 2019. The deals that have been chosen reflect the range of transaction activity that our clients have been involved with during the year.

The range includes:

DEAL SIZE - in many transactions the deal size is confidential but the transactions selected range in value from £1m to many millions of pounds.

TYPE - the transactions are grouped together by principal type; disposals, management buy-outs and fundraising, acquisitions and due diligence and energy & infrastructure.

LOCATION - the team have undertaken transactions across the UK, so while there are a majority based in the South West, transactions outside the team's region have also been included, most notably with our Energy and Infrastructure expertise.

SECTOR - the team has expertise supporting clients across a range of sectors.

ANDREW KILLICK
HEAD OF CORPORATE FINANCE
PKF FRANCIS CLARK



BHG MARINE AND WILLOW MARINE LTD

Advised on the sale of two marine businesses to Lymington Marina Limited

Legal adviser: Scott Bailey

Sector: Leisure & tourism

The family businesses BHG Marine and Willow Marine, run by father and son team David and Paul Martin, was acquired by Lymington Marina, a subsidiary of Berthon. BHG Marine, based in Lymington, specialises in the sales, service and parts for Yamaha outboards, Jeanneau motor craft and Zodiac inflatables and RIBS.

BHG distributes in Europe the range of PropGuards and Hurley Davits, and in the UK it distributes Turboswing and Motortoter plus the Linder range of aluminium dinghies and canoes.

Willow Marine trades as BHG Service through two sites at Bucklers Hard. The original garage site services and repairs all brands of outboard motors and small craft while the chandlery and boat yard operation offers additional inboard diesel engine servicing and maintenance. Willow Marine distributes the range of Rigiflex boats in the UK.

Fellow British Marine members, First Peninsula Marine acted as lead advisers with PKF Francis Clark providing the sellers with accountancy and tax advice.

Both BHG Marine and Willow retained their 21 staff and existing operations in Lymington and Bucklers Hard, with Paul, who has more than 30 years' experience, staying on as a consultant.

PKF Francis Clark Partner, Dan Tout, said the firm had supported the Martin family and their growing marine businesses with accountancy and tax advice for more than 30 years. "For a long established family businesses, a sales process can be a once in a lifetime transaction, so it has been a pleasure supporting David and Paul."

"We have had a long-standing relationship with PKF Francis Clark and Scott Bailey so I had no hesitation in using both firms for what is the largest transaction I am likely to undertake. We are extremely pleased with the outcome together with the service and professionalism delivered and executed."

PAUL MARTIN
MANAGING DIRECTOR, BHG MARINE