

M J WILSON GROUP

EvolutionCBS completes the sale of M J Wilson Group to Cairngorm Capital

M J Wilson Group Limited is one of the UK's largest distributors and service providers of process instrumentation, valves & controls, pipe fittings, flanges & gaskets, studbolts, fastenings & engineering consumables.

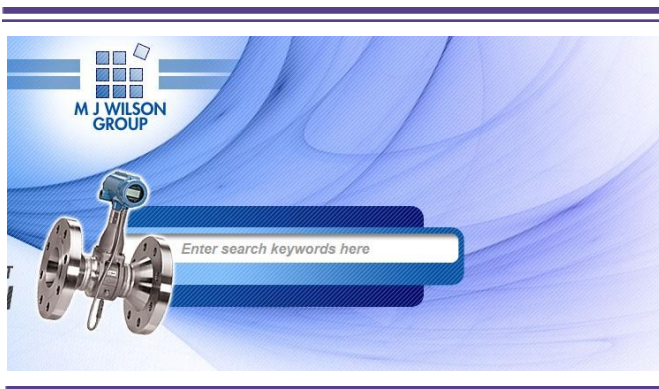
Its product portfolio is profiled carefully to offer customers the very latest products and technology. The company has distribution agreements in place with a broad spectrum of world-class manufacturers.

This family business has demonstrated consistently strong growth, achieved both organically and by a number of strategic acquisitions, the company has offices throughout the UK, enabling it to offer sales, repair, hire, service, calibration, system design, installation and technical Support nationwide.

We first met M J Wilson Chairman and majority shareholder, Gareth Wilson, as part of another transaction for a company in a similar sector.

Gareth had been considering an exit but wasn't quite ready to take the final step. However, impressed by the results we achieved for another client, he decided that the time was right to sell up.

After meeting the Evolution team to discuss his plans, EvolutionCBS was instructed to conduct the sale of the group.



STATS

128
Companies profiled
and contacted

34
Information Memoranda requested

10
Potential Investor meetings

6
Offers

Following a detailed Discovery Meeting, which provided the EvolutionCBS team with a detailed understanding of the M J Wilson Group business, we began preparing the marketing documents and researching the tightly profiled list of potential buyers.

The Information Memorandum, which provides the key information buyers need to evaluate a potential acquisition in the early stages, highlighted the strengths of the M J Wilson Group and why it represented such an exceptional opportunity, including:

- Consistent revenue and profit growth
- No dependence on any particular sector or on any client within its blue-chip customer base.
- A strong 94% repeat business rate
- No owner reliance; the company is run by an experienced management team, under the stewardship of its Chairman and majority shareholder.
- A robust nationwide infrastructure and a skilled, experienced workforce.
- Enormous potential to scale up the business by increasing its range of products and services and by expanding geographically.

When the business was presented to the market it attracted a significant amount of interest with more than 50 parties, from both trade and Private Equity, expressing serious interest. This resulted in a total of 10 meaningful meetings and ultimately 6 companies making offers, all of which were in the right range.

But often it's more than price that determines whether a bid is successful or not.

Having met all bidders, the shareholders accepted the bid from Cairngorm Capital, a specialist private investment firm that provides investment and management expertise to ambitious UK companies such as M J Wilson Group.

Cairngorm had considerable experience in the manufacturing, distribution and services sector and they shared M J Wilson's vision for the future of the company.

Together they plan to add to M J Wilson's capabilities, investing in its infrastructure and marketing, along with expanding its product range and distribution network.

Evolution's client director, commented:

"There was a great deal of interest in this business, with 6 excellent offers received. The partnership with Cairngorm Capital is a great result for our client and for the M J Wilson Group. The company has all the attributes for a successful deal and together with Cairngorm I am certain they will achieve even greater success."

Our client, Gareth Wilson, will remain in the business as a consultant for a transitional period.

"M J Wilson is a family business and it was, therefore, very important that a new owner would not only see its potential but also value the people whose skills had made it successful. Cairngorm Capital met these criteria and have the skills and resources to ensure M J Wilson Group's continued growth on its journey to becoming the UK's leading national MRO distribution business."

Gareth Wilson

