

5th February 2018

## EvolutionCBS client M J Wilson Group acquired by Cairngorm Capital

In a deal led by Reading based M&A Advisors EvolutionCBS, M J Wilson Group has been acquired by specialist private investment firm Cairngorm Capital which focuses on the UK manufacturing, distribution and services sector.

Established in 1972, M J Wilson supplies one of the largest ranges of process instrumentation and control products in the UK and has excellent customer relationships with its impressive blue-chip client base. The partnership with Cairngorm Capital will enable the company to pursue new opportunities for innovation and growth.

Outgoing M J Wilson Shareholder Gareth Wilson will remain with the business for a transitional period and Ian Ritchie will join the M J Wilson board to support the existing management team, contributing considerable expertise in the MRO sector. Ian led Brammer UK for 11 years and De La Rue prior to that, transforming performance and delivering sustained growth. Supporting Ian is a world-class team of executives who will help to drive growth over the coming years. Amit Thaper and John Naylor-Leyland of Cairngorm Capital will also join the board as directors.

EvolutionCBS identified Cairngorm as a potential acquirer and the acquisition of M J Wilson is intended to be the first in a series of investments within the MRO industry by Cairngorm Capital, to create a new national and full-service MRO distribution company.

Amit Thaper, Investment Director at Cairngorm Capital, said, "M J Wilson is an excellent example of the sort of business we invest in - we are excited to partner with the M J Wilson management team and Ian Ritchie as we build a national MRO distribution business."

The deal was led by EvolutionCBS Director, Steve Barry who commented:

"There was a great deal of interest in this business, with 6 offers received and 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 – no owner reliance, great team, exceptionally high repeat business rate, and an excellent reputation in its market. Together with Cairngorm I am sure they will achieve even greater success."

### About EvolutionCBS

EvolutionCBS ([www.evolutioncbs.co.uk](http://www.evolutioncbs.co.uk)) works with private business owners helping them to maximise the exit value of their companies. Working with shareholders and investors we advise on all aspects of selling a business, growth to exit strategies and business acquisitions.

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