

## Earnshaw Engineering Ltd

### EvolutionCBS secures a retirement sale for Earnshaw Engineering

**Founded in 1999, Earnshaw Engineering is a Hampshire-based metal fabrication company with a long-established reputation for delivering high quality, high precision and technically challenging solutions for contemporary commercial building designs.**

The company's extensive industry experience and vast technical ability has seen it become a trusted and highly valued sub-contractor to many major construction companies across the UK.

Earnshaw specialises in fast-track, short lead time production – an area where volume manufacturers struggle to compete. Its products are delivered fully assembled, providing clients with the most cost-effective solution that reduces the need for highly skilled labour to complete the installation and also reduces the time between build and completion.

The combination of quality, reliability and fast turnaround times meant that the company had earned an enviable reputation as a trusted supplier, and enjoyed an 85% client retention rate as a result.

Husband and wife team, Lisa and Dave Bell, decided the time was right to retire from the company and gain some time back to pursue their personal interests.

It was extremely important to Lisa and Dave that they found the right-fit acquirer for the business, and after meeting the team at EvolutionCBS, they instructed us to conduct their sale.

#### STATS

100

Companies profiled and contacted

40

Information Memoranda requested

4

Potential Investor meetings

4

Offers

# Earnshaw Engineering Ltd

Following a detailed Discovery Meeting, we began preparing the marketing documents and researching the tightly profiled list of potential buyers.

The Information Memorandum, which provides the information buyers need to initially evaluate a potential acquisition, highlighted the key opportunities that Earnshaw represented, including:

- Active and diverse client base with no client dependence
- Major accreditations including CE marking and Constructionline
- Valued by its clients for its industry experience, technical ability and speed of delivery
- Highly skilled workforce including 12 engineers with extensive industry experience
- Highly scalable, thanks to its design-led process

Whilst the business attracted significant interest when it was taken to market, with more than 40 companies requesting more information, Lisa and Dave were interested in the proposal from a group of investors under the banner of TJD Investments.

The investors recognised the opportunities that Earnshaw represented and wanted to acquire the business and work within it to facilitate the next stage of growth and expansion for the company; bringing with them considerable experience in engineering, logistics, marketing and finance.

Dave and Lisa are now retired from business entirely and intend to use their newly gained freedom for more quality family time, as well as exploring the world on-board their fantastic motorhome.

EvolutionCBS Client Director, Mike Whittle, who led the deal, commented:

*“It has been my pleasure to work with such professional, well-organised clients and go on this journey with them. From the outset Dave & Lisa were committed to finding the right acquirer for their business and it is always pleasing to find the right people and the right deal for both my client and the longevity of Earnshaw Engineering.”*

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*“From day one the support, knowledge and expertise that EvolutionCBS provided us with was a revelation. Without the impressive IM, introductory meetings, patience, eloquence and negotiating skills of our dedicated Client Director, Mike Whittle, together with his team that provided information throughout the whole process; we would have never completed our sale. We are truly thankful to EvolutionCBS and can’t recommend them highly enough!”*

**Lisa Bell**

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*“Immense gratitude to you and your team for the help and perseverance you provided to us to get the deal over the line. We never believed our business would return such a great price, and know that it could not have been achieved without EvolutionCBS’s dedication and professionalism.”*

**Dave Bell**