



Case study

# Regional Pub acquisition

**Client profile:**  
Owner Managed Business

**Sector:**  
Leisure

**Turnover:**  
£5m

**Personnel:**  
3 Directors 84 staff

**Background**

Regional pub company established in 1970 and operating an estate of 22 outlets comprising a good mixture of traditional town centre bars, community 'locals' and food led pubs. The business has a history of successful trading and a strong regional reputation for quality of offering in a challenging market place.

The company owned a 50% interest in a company operating 6 pubs in the south east. Due to the joint venture arrangement this company was under different management and not operating at its true potential.

**Solution**

Our client acquired the remaining 50% interest in the group. We provided advice on the structuring of the deal, obtaining finance, taxation advice, tax clearance and due diligence to the funder.

**Outcome**

The 6 new units are now managed by our clients' capable management team. Our client has been able to continue with its strategy of expanding its pub estate and improving market share.

