UBS

Pre-sale planning helps create a successful business sale

Highbridge Wealth Management

Private Wealth Management

The situation

Our client owned and operated a dairy distribution company serving thousands of foodservice customers. The business was owned by a father and son, and they became interested in exploring a business sale. The company's diversified product offerings, attractive end markets, loyal customer base, and its reputation in the market made it a highly sought after business.

Our team made a recommendation to the owners based on our strong strategic and financial buyer relationships to work with one of our investment banking partners. We made sure the investment bank understood our client's goals, their brand, legacy, customer relationships and the future potential of the company.

Our approach

Our team has experience in overseeing the wealth management considerations associated with significant liquidity events. We understand that entrepreneurs, founders, and business owners have tremendous demands on their time leading into the close of a transaction.

We worked with our client to help break up the wealth management process into manageable phases. We addressed the time sensitive issues up front and worked across three generations to put a comprehensive plan in place that was centered on their unique objectives.

We tapped into the full resources of the firm to simplify the mandate and create a risk management strategy that was thoughtfully executed.

We worked in tandem with the client's tax and legal counsel to develop a robust plan that allowed us to help the client's objectives across estate planning strategies, liability management goals, and set up an endowment-like approach to investing.

Over the course of seven months, several offers were vetted, which were whittled down to three: two from private equity and one from a strategic buyer.

Outcome

Following the formal marketing process, a private equity firm became the front-runner. The company successfully completed a double-digit EBITDA multiple close, 30% higher than what was initially proposed. Our client felt confident that they had maximized the event.

Our ongoing relationship

Highbridge Wealth Management helped provide a blend of positive cash flow with a diversified blend of growth capital for their estate planning strategies.
In addition, we helped establish strong relationships with three generations of the family and we continue to help simplify their financial lives.

Contact information

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