

PROJECT LEGO

Transaction closed for an automated brick recycling Business, dominant in NSW & QLD



AT A GLANCE

Challenges

In final legal negotiation in March 2020 when COVID-19 freighted the Buyer, halting the transaction.

Result

The Business ultimately sold in February 2021 for **double** the price agreed with the previous Buyer in March 2020 under the strategic guidance of Titan Partners.

BUSINESS OVERVIEW

Established in 1975, the Business has a long track record of supplying recycled bricks for commercial, residential, and public construction projects throughout the eastern seaboard of Australia, as the dominant supplier in NSW & QLD. The Business has a custom-designed ERP and long-term relationships with multiple suppliers to ensure low dependencies.

TITAN PARTNER'S ADVICE & SOLUTIONS

Titan Partners executed a well-run sale process that resulted in numerous offers for the Business pre-COVID. Though due to Covid, the Business sale was at one point suspended with high uncertainty and at risk of dissolution. Titan Partners persisted with the Business and once it was clear the COVID situation was being effectively handled in Australia, Titan Partners was able to reposition the Business highlighting its growth of EBITDA, expanding geographical opportunities, and fast-tracked the sale, ultimately delivering a significantly better outcome.

BENEFITS

Double The Sale Price

The Business is sold for double from the original price agreed upon a year earlier.

Tax Optimisation

Titan Partners structured the sale for optimal tax effectiveness, resulting in significant value retained for the Business.

Guidance Through Elongated Sales Process

The ultimate sale took over 12 months from start to finish, Titan Partners was there leading every step of the way.



"A defined plan with specific actions in the lead up to the sale will lessen the time required by management during the sale process."

Hal Pritchard

Senior Advisor, Titan Partners