



Disposal of retail unit

Our clients, Jessop Jewellers Limited, operates a jewellery franchise and wanted to sell one of their retail unit in order to concentrate on a single site. The client had already held tentative discussions with the buyer about selling but was looking for external support.

EQ Corporate Finance and EQ Taxation were asked by the client to provide negotiation support during the transaction to ensure our clients received maximum post tax value from the terms to be favourable to the seller. The sale illustrated the importance of having a coherent team to deliver a comprehensive service.

The Transaction

EQ were able to structure this transaction to suit the seller by leasing between buyer, seller and legal agents to ensure the information flow remained quick and efficient. We kept the seller up to date, talking them through the due diligence process and warranty disclosures that were required.

The client, despite being successful business owners, had not undertaken a transaction like this before, so it was a daunting process to take on but with our EQ team able to explain the terms of the share purchase agreement in laymen's terms, the client was more secure and confident in the sale process.

By structuring this as a share purchase, the sellers were able to release their proceeds in a tax efficient manner which in turn allowed them to release cash to then invest in their remaining retail site.



For more details on this transaction or to speak to someone about how we can assist you, please contact:

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Or call your local office using the numbers below.