

DEAL OF THE MONTH

CLAIRFIELD ADVISES STUART TURNER ON SALE TO LLOYD'S DEVELOPMENT CAPITAL

**STUART
TURNER** 
ENGINEERED TO EXCEL

was sold to



Advisor to the seller

CLAIRFIELD ACTED AS EXCLUSIVE FINANCIAL ADVISOR TO STUART TURNER

Transaction summary

Clairfield International is pleased to announce that its UK partner has finalized the sale of leading water pump and pressure solutions business Stuart Turner to private equity investor LDC.

The investment from LDC, the UK private equity arm of Lloyds Bank, will enable the existing diverse shareholder base to exit the business and allow Stuart Turner to target further growth in the commercial pumps sector through a buy-and-build strategy, in addition to supporting international expansion.

Profile of the companies



Established in 1906, Stuart Turner has grown to an annual turnover in excess of GBP 22 million and offers an extensive range of pumping products and solutions. The product range caters for almost every application, from residential home boosting pumps, lifting stations and macerator pumps to a wide range of pumps for various commercial applications.



LDC is the most active mid-market private equity investor, having completed over 25 per cent more buyouts and expansion deals than any other player in the last ten years. They back ambitious management teams, partnering with them to add tangible value while allowing them to run their business.

Clairfield role

Clairfield UK has worked with Stuart Turner over the last six years to offer buy-side deal advice on four separate strategic acquisitions including Techflow Products, Walden & Son, Allan Aqua Systems, and Trentclyde Water Solutions.

 acquired 	 acquired Walden & Sons (Henley) Limited	 acquired Allan Aqua Systems	 acquired 
Shower pump	Real estate	Pump sets	Boosting systems

“ Having worked with Clairfield UK over the last six years, they were a natural choice to lead the sale. We were confident that Clairfield UK would find a buyer that would not only enable the business to grow but invest in the established heritage. LDC recognised the growth potential of the business and immediately bought into the existing buy & build acquisition strategy. Importantly, they also saw the opportunities resented by new product introductions and further geographical expansion. ”

Mark Williams, CEO

Deal team: Chris Gregory, Simon Lloydbottom

CLAIRFIELD IS A LEADING MIDMARKET M&A ADVISOR WITH EXPERTISE IN INDUSTRIALS

Thomson Reuters Rankings

EUROPEAN INVOLVEMENT SMALL-CAP RANKINGS

Financial advisor	2017 Rank	# of Deals
Rothschild & Co	1	88
KPMG	2	87
PricewaterhouseCoopers	3	70
Deloitte	3	70
IMAP	5	67
Ernst & Young LLP	6	52
Lazard	7	45
Clairfield International	8	38
Oaklins (FKA M&A Intl Inc)	9	36
Clearwater International	10	33
KBS Corporate Sales Ltd	11	32
RSM Corporate Fin LLP	12	29
Grant Thornton	13	28

Contact



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Transactions closed by Clairfield's industrial team

UK

 sold to 	 acquired 	 was sold to 	 was sold to
Powder coating	Engineered products	High-precision components	Acoustic products

INTERNATIONAL

<p>France</p> sold the Castres production site to 	<p>Italy</p> was sold to 	<p>France</p> and management acquired 	<p>Poland</p> was sold to
Pumps manufacturer	Industrial goods	Pressure vessels	Industrial components
<p>Italy/China</p> sold to 	<p>Germany</p> was sold to 	<p>Mexico</p> received an investment from 	<p>Netherlands</p> acquired
Industrial engineering	Automotive engineering	Construction solutions	Machinery reseller