



Case study: We acted as lead advisors to the shareholders of Belmont Roofing with its sale to GRM Roofing.

The deal

Since 1959, Belmont Roofing Ltd has built a strong reputation for servicing commercial property customers for new build and refurbishment works from their base in Norwich, operating across East Anglia and beyond. Teamwork and customer service have been key to BRL's success, leading to a solid client base of repeat business and referrals, as well as a long-standing and trusted staff base.

The acquisition by GRM, another commercial roofing contractor based in Colchester, creates a sizeable and growing commercial roofing group in the region, offering a strong set of complementary services.

Our role

We undertook the following:

- Identifying and confidentially approaching potential buyers
- Preparing sales documentation
- Deal negotiations
- Coordinating due diligence enquiries
- Advising on financial and tax aspects of the legal contracts

Client:

Belmont Roofing Limited

Industry sector:

Construction:
commercial roofing

Transaction:

Business sale

Key highlight:

Following an initial off-market approach, Larking Gowen explored all avenues to find a suitable buyer for the business, including approaches to other professional advisors through which the eventual buyer was identified.

The team negotiated a good outcome for all parties and ensured the continuation of Belmont Roofing as a successful going concern.



Comments

Paul Arthurs, outgoing shareholder of Belmont Roofing, said:

"Our hope was that Belmont could be taken on by another business in our trade, and Larking Gowen were relentless in the pursuit of a buyer who met our criteria.

"We are delighted with the outcome and Larking Gowen's contribution to the search, support and negotiation required to achieve this deal."

James Lay, Larking Gowen Partner, said:

"Having personally advised Paul and John on the purchase of Belmont Roofing nearly 20 years ago, it was particularly pleasing to help them again, this time with their onward sale.

"Over those two decades they have been excellent custodians of the business, successfully managing the business through both good and challenging market conditions.

"In selling to GRM, they can feel confident that they have left the business in safe hands."