

Lead Advisor on the Sale of PSD Holdings Ltd and Lane Packaging Ltd to Macfarlane Group Plc



Deal overview:

Wilson Partners is pleased to announce that we recently successfully advised the shareholders of Lane Packaging on their sale to Macfarlane Plc.

The sale provided a retirement exit for the shareholders and a perfect home for the ongoing business. Like most owner managed businesses there is a great amount of pride in the people and market positioning of the business so the challenge was not only to negotiate an attractive deal but to find an acquirer whom would be able to seamlessly continue, integrate and build upon the business.

About the parties:

Lane Packaging is a distributor of protective packaging products and services in the UK. National reach means expertise and experience is available to right now, wherever you are based, to protect your products, your brand and your business. They operate through a network of regional distribution centres. Each warehouse is stocked with the widest range of packaging products, to be called off as needed and dispatched in one a dedicated delivery vehicle.

Macfarlane Group PLC operates 3 leading UK based businesses in the packaging and labels sector: Macfarlane Packaging Distribution, Macfarlane Packaging Design and Manufacture and Macfarlane Labels. The Group is headquartered in Glasgow and is listed on the UK Stock Exchange.

Gordon Lane, Managing Director at Lane Packaging said: "Wilson Partners provided expert advice throughout our sale, keeping us calm and focused in what for most owners is a once in a lifetime transaction and no doubt usually a very stressful process."

John Love, CFO at Macfarlane Group said: "We are delighted with the acquisition of Lane Packaging and the acquisition is part of our strategy focussed on good quality businesses, enhancing geographic coverage and improving market penetration. Adam Wardle and his team at Wilson Partners were professional throughout the transaction."