



Corporate Finance

HW CORPORATE FINANCE SERVES UP ANOTHER TASTY DISPOSAL

April 2010

HW Corporate Finance is delighted to announce the completion of the successful disposal of Oasis Foods, the High Wycombe based manufacturer of fine mayonnaise, dressings, sauces and dips to its biggest customer Atlantic Foods.

Charles Whelan, Partner, remarked “Atlantic has purchased an excellent business in Oasis and the transaction makes strategic sense. All parties put in a considerable amount of time and effort to make this winning combination become a reality. We are very pleased it has come to fruition.”



The Vendor and previous Managing Director of Oasis, Martin Ebbetts, first met HW Corporate Finance at one of their business disposal seminars put on for SME entrepreneurs considering an exit. He was impressed and HWCF were appointed in April 2009 and managed the successful sale from start to finish. The transaction wasn't without its difficulties, the key ones being:



- **Demonstrating to Atlantic the considerable strategic value offered by Oasis and structuring the deal so that the final price was acceptable to all parties;**
- **The transaction was part of a larger refinance of Atlantic by a new bank. This meant 7 lines of due diligence on Oasis had to be carefully managed;**

Charles led the team at HW Corporate Finance and was closely supported by Matthew Wright. The deal is HWCF's third of 2010.