

# CASE STUDY

We get the deal done.

The Label Makers acquired by Printeos

INDUSTRIALS

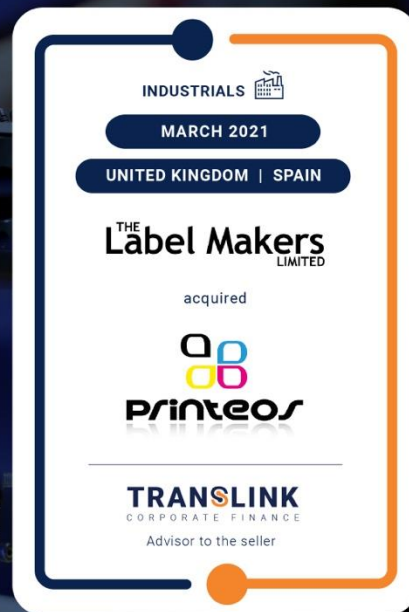


## TRANSACTION ANNOUNCEMENT

Translink advised the shareholders of The Label Makers Limited on its disposal to Printeos

Headquartered in Spain, **Printeos** is a leading European manufacturer of envelopes, labels and other stationery products

**The Label Makers** is one of the UK's leading manufacturers of high quality, premium labels



## TRANSACTION HIGHLIGHTS

Translink Corporate Finance advised the shareholders of The Label Makers Limited (TLM) on its disposal to the Spanish headquartered, multi-national, Printeos. Translink's local knowledge and relationship was pivotal in identifying the perfect purchaser. Competitive tension was maintained throughout the transaction by having close dialogue with Translink offices from origination of potential acquirers through to completion.

## KEY TAKEAWAYS

- Spanish multinational Printeos was selected as the preferred partner amongst significant interest drawn and competitive offers received.
- Printeos entered the UK market with the acquisition of The Label Makers Limited (TLM).
- Translink leveraged in-depth research and local market insight to identify high-quality acquirers, engaging leading industry consolidators and strategic buyers in a global competitive process.

## DEALMAKERS

Hamish Morrison, Matt Scott (UK), Oscar Llaudet (Spain)

**“The decision to sell the family business which I had built up over 35 years was one of the hardest of my life. Translink was selected as our preferred advisor due to their experience, professional approach, and their international connections. I cannot recommend Translink enough, their dedication and global connections meant that we closed the deal well above our expected selling price.”**

- David Webster, exiting Managing Director and shareholder of TLM