

# Deal snapshot

Client	Client nationality	Counterparty	Counterparty nationality	Transaction type	Sector	Deal size in EUR million
Hill & Smith Holdings Plc	UK	Investor Group	UK	Sale	Industrial	5.7



was sold to

**An Investor Group**

Clairfield International in the UK (Orbis Partners) acted on behalf of the Vendor Hill & Smith Holdings PLC

*"Orbis led the disposal process in an efficient and professional manner throughout. Their handling of the negotiations and overall deal management ensured a satisfactory outcome for Hill & Smith in respect of both value and timescale."*

Mark Pegler  
Finance Director Hill & Smith Holdings PLC.

## Client overview

Hill & Smith Holdings PLC is an international group with leading positions in the design, manufacture and supply of infrastructure products, galvanizing services, building and construction products to global markets.

Our client instructed us to lead the sale of their subsidiary Ash & Lacy Building Systems Limited (ALBS), which was no longer core to its existing business.

ALBS is a leading manufacturer of metal-building envelope systems and ancillary products. The business owns the IP over a range of unique roofing products which are produced to the highest quality standards. Products include a standing seam roofing system, rainscreen cladding, specialist fabrication solutions and specialist fasteners.

## Situation overview

Orbis advised on the sale of ALBS to an investor group with significant experience in this sector. The prestigious brand name and market presence of ALBS will provide the buyers with a strong buy-and-build platform in the building products industry.

The disposal completes the strategic repositioning of Hill & Smith away from building and construction activities and enables the group to focus upon the core higher added value businesses involved in infrastructure products and galvanizing services.

## Deal Team:

Chris Gregory  
Hoi-Lem Lee

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