

## Case Study

# Acquisition & Expansion

### Client profile:

Lenstec

### Sector:

Manufacturing

### Background

Lenstec Optical Laboratories is a leading South Wales based supplier of lenses and eyewear to independent opticians across the UK. Lenstec has built a successful business providing surfaced lens and finished glasses for general wear, as well as high-performance sports use, to opticians in the UK. It has developed relationships with some of the world's leading frames manufacturers, and invested heavily in the most up-to-date robotic technology to be able to prepare the highest quality lenses to opticians' specifications. It achieved the ISO9001

certification for quality in 2004 and was recognised as an Investor in People in November 2005.

### Solution

The acquisition of Tant Laboratories of Bishop's Stortford allows Lenstec to move forward its continued plans for expanding the business and creating additional opportunities for expansion of its market share.

Broomfield & Alexander advised on the share valuation aspects and conducted due diligence for Lenstec.

### What the client said about us

"The combined buying power of our two businesses, a strengthened and invigorated management team and our joint technical and IT capabilities will make Lenstec a stronger company, with more opportunities to source investment and create opportunities for further growth at both sites.

Broomfield and Alexander's help in structuring this deal was invaluable."

**Nigel Castle, Managing Director, Lenstec Optical Laboratories**

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