

Case Study

Endless LLP - Karro Food Group

Operational and FMCG Capability Assessment

Background

Endless LLP is a UK-based private equity investor, focused on UK-headquartered businesses with a turnover of between £10million and £1billion. Karro is a leading producer of bacon, gammon, fresh pork, frozen sausage, ham and other cooked meats, supplying these meat products to retail, food service and manufacturing customers across the UK.

Challenge

Endless LLP required operational due diligence support on the prospective purchase of Vion Pork, Poultry and Red Meat divisions, filling a gap in the experience set of Endless with regards to FMCG and operations capability.

Solution

Libra support was defined and broken into four distinct phases:

- 1) Desktop review of the three operating divisions of Vion in relation to the Information Memorandums made available and both market and competitor analysis.
- 2) Site visits and interviews with divisional directors to broaden understanding of performance, sit investment and future capital expenditure requirements.
- 3) Creation of 100 Day Plans for post-acquisition period.
- 4) Post-acquisition support including advising on site development and closures

“Libra’s approach is refreshing. They get you to the answer quickly and give proper advice rather than sitting on the fence”

Chris Clegg, Managing Director - Endless LLP



Results



Comprehensive review, analysis and site visits provided strong supporting information underpinning the decision to acquire Vion Pork

100

100 Day plans were used by management to deliver immediate changes



Site closure and restructure based on analysis conducted by Libra Change