

Regulatory change in cigarette vending

Project Vend

“I am confident we have achieved a good standard of understanding and level of work from each of our teams on the project in these few weeks ”

MD of the client

The situation

The client initially approached us for advice regarding their cigarette vending business which they were hoping to sell. This business was in serious decline due to new ‘dark market’ legislation on the sale and promotion of tobacco.

How we helped

We pitched to the company on the basis that they needed to understand the cost of closure in order for them to evaluate any offers for the business. This resulted in us winning an initial assignment to provide estimated closure costs and a high level closure plan.

Our assessment regarding the probability of a sale proved correct and we were further engaged to provide a detailed closure plan. This involved extensive interaction with the management of the closing entity, assisting them to develop a fully costed operational closure plan (including cash projections).

The outcome

We worked with them on legal and contractual planning, project management, cost assessment and regular reporting to the parent over a four week period.

