IGUAKO CAPITAL · Case study

Ormer Bay Software

Two founders sold seventy per cent of a logistics software company for US$104 million, with the redeployment of the proceeds planned before the sale completed.

YEAR	SECTOR	DIVISION
2026	Technology	Private Wealth & UHNW

JURISDICTION

Jersey

Situation

Ormer Bay Software writes routing and customs software for freight forwarders. Two brothers founded it in 2006 and owned all of it between them. Revenue reached US$46 million in 2025, ninety-one per cent of it recurring, from four hundred and ten customers across nine countries.

Both founders were in their sixties. A trade buyer had approached them twice and both approaches had been handled by the founders alone. They had no structure ready to receive proceeds, no agreement between their two families about what would follow, and no independent view of what the company was worth.

Approach

Private Wealth in St Helier took the mandate in 2025 and did the structuring before the negotiation. A holding company was established for each family and an agreement between the two was signed while the company was still wholly owned by the brothers and therefore simple to divide.

The sale was then run as a process rather than as a conversation. Nine buyers were approached, including the party that had already made two approaches. Seventy per cent of the company was sold at US$104 million, and the founders kept thirty per cent and their board seats for three years after completion.

Redeployment was planned before completion, which is how the firm prefers to work. The four underwriting tests were applied to the expected proceeds while the sale was still in diligence. The family knew where the money was going, and on what timetable, before any of it arrived.

Outcome

The transaction completed in February 2026. Sixty-one per cent of the net proceeds had been redeployed by 30 June 2026: into two structured credit positions the firm sourced, into a direct holding in a logistics data business the brothers already understood, and into deposits spread deliberately across four institutions.

The mandate the firm manages covers US$24 million of that, booked through the private wealth centre in Nassau and reported from St Helier. The rest sits in cash under their own names, on written instruction, until their family investment committee meets in October. Each family reports separately and sees the positions of the other only in aggregate.

Figures

Measure	Value
Sale proceeds	US$104 million
Stake sold	70 per cent
Net proceeds redeployed by 30 June 2026	61 per cent

Colophon