

# Corporate Finance

The Corporate Finance team at PKF Francis Clark was set up in 1995 and has since advised on hundreds of deals.

We combine the advantages of a dedicated Corporate Finance boutique with access to a full range of support services. This includes taxation advice - a critical area in determining the success of any deal.

Our dedicated team means a quick response and ability to devote extensive time to creating, managing and completing deals. Our primary role as dealmakers makes sure you have the best chance of completing the right deal for you or your client.

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### 1. Selling your business

- Discussing your future personal and business ambitions
- Reviewing the current business market and past / future trends and identifying potential acquirers
- Advising on potential valuation
- Reviewing the business operations and structures to suggest alterations to maximise likelihood and value of sale
- Identifying suitable acquirers
- Assist in legal completion

### 2. Management buy-outs / management buy-ins

- Experienced advisers
- Required effective negotiation skills
- In depth knowledge of what is fundable (and what is not)
- The range of contacts needed to be able to maximise available funds

### 3. Finance raising

- Asset backed finance - loans, factoring or invoice discounting, HP and leasing
- Unsecured finance - mezzanine finance and cash flow lending
- Venture capitalists / private equity
- New equity, business angels seeking to contribute funds and experience to specific companies
- Grants

### 4. Due diligence

- Reporting to lenders / investors that what they have been told is fair and that they have been told everything that matters
- Fast response
- Creative and clear reports
- Experienced staff
- Expert tax commentary
- Valuation / deal assessment

### 5. Acquisitions

- Passive or active search to source target
- Negotiating the deal from initial offer to final completion
- Tax structuring
- Due diligence
- Assist in legal completion

### 6. Joint ventures & mergers

- An experienced outside party with the required negotiation skills
- Facilitating the creation of suitable ventures
- Early advice if it seems unlikely that a deal acceptable to all parties can be created

### 7. Creation of business plans

- Assisting in the creation of plans for internal purposes or for banks, venture capitalists and other interested parties
- Different emphasis according to need
- Pro-forma and example business plans
- Spreadsheet projection models
- Brainstorming meetings with the directors and senior management

### 8. Reporting accountants

- Valuation of non-cash consideration
- Issue of prospectus
- Working capital reviews
- Confirmation of fair value

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