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corporate finance

BCF Services

Find us online
www.barrons-cf.com

Selling A Business

Why might an owner want to sell?

- Owners may wish to sell a business due to a number of reasons, including:
- planning to retire,
- considering a sale to a larger corporation to help fuel or support further corporate development,
- seeking to transition ownership to their existing management team or even
- contemplating a sale to their entire team of employees.
- Realising capital to invest in other projects and /or to de-risk

How do BCF help sell a business?

- Begin with market research into companies that may have an interest in buying the company.
- Sales literature and Non-Disclosure Agreements (NDA) are sent to interested parties.
- Commencing negotiations, agreeing Heads of Terms and finally through to completion.

Buying A Business

Types of acquirers we work with

- Large Companies
- Privately owned SME's
- Private Equity
- Foreign
- Investor or Management / Employee led
- Buy and Build acquisitions

Our service includes targeting a suitable seller and includes:

- Pre project strategic advice
- Overseeing the entire approach and acquisition process
- Supporting the due diligence process
- Liaising with legal and finance teams and other stakeholders
- Managing post deal requirements and supporting integration.

Processes of the acquisition

- Researching potential acquisitions
- Negotiating deal value
- Agreeing Heads of Terms
- Financial and Legal Due Diligence enquiries
- Deal documentation finalisation and the completion process
- Holistic support through our Client Services Director
- We can also provide significant funding support through our extensive contacts with legitimate and experienced finance providers and brokers, with whom we can interact and introduce.

Managment and Employee Ownership

When are MBOs or EOTs utilized?

Business managers can reach their decision to pursue an MBO for all sorts of reasons - perhaps they are:

- ✓ Eager for the company to remain in familiar hands
- ✓ Seeking to strengthen the company's performance through sector experience
- ✓ Seeking to build the company through existing talent before an eventual exit
- ✓ Simply wish to secure their future with the company

What are the challenges?

There are a range of challenges that may arise during the process of an EOT/MBO. Primary these can be associated with two primary issues which require extensive planning.

- ✓ The funding strategy: most funders will require the MBO team to contribute their own funds to cover, on average, 10% or more of the acquisition, this is known as 'hurt money'
- ✓ Exit-planning: MBOs often have differing age profiles and expectations; planning and understanding these nuances is critical to the longer term success of the new team.

Business Valuations

We can provide a dedicated valuation service, whether as part of a single engagement, such as matters relating to divorce or probate, or as part of larger projects such as a sale or MBO.

Our Valuation Expertise Barrons Corporate Finance provide expert, independent, and objective business valuation reports. Each engagement is unique, but our reports commonly apply multiple established valuation methodologies to give a well-rounded perspective. Such methods routinely include:

- ✓ Public market valuations of comparable businesses
- ✓ Analysis of recent sector-specific transactions (sales and acquisitions)
- ✓ Earnings multiples
- ✓ Valuation of annuity or recurring revenue streams
- ✓ Asset-based valuations
- ✓ Intangible valuations, including royalties, trademarks and service contracts
- ✓ Other proven techniques tailored to the business and industry sector

A valuation rarely generates a finite, fixed figure; it typically falls within a spectrum of values influenced by a range of factors. Understanding the drivers of buyer behaviour is key to maximising deal value.

Other Services

Post Acquisition Transaction Support

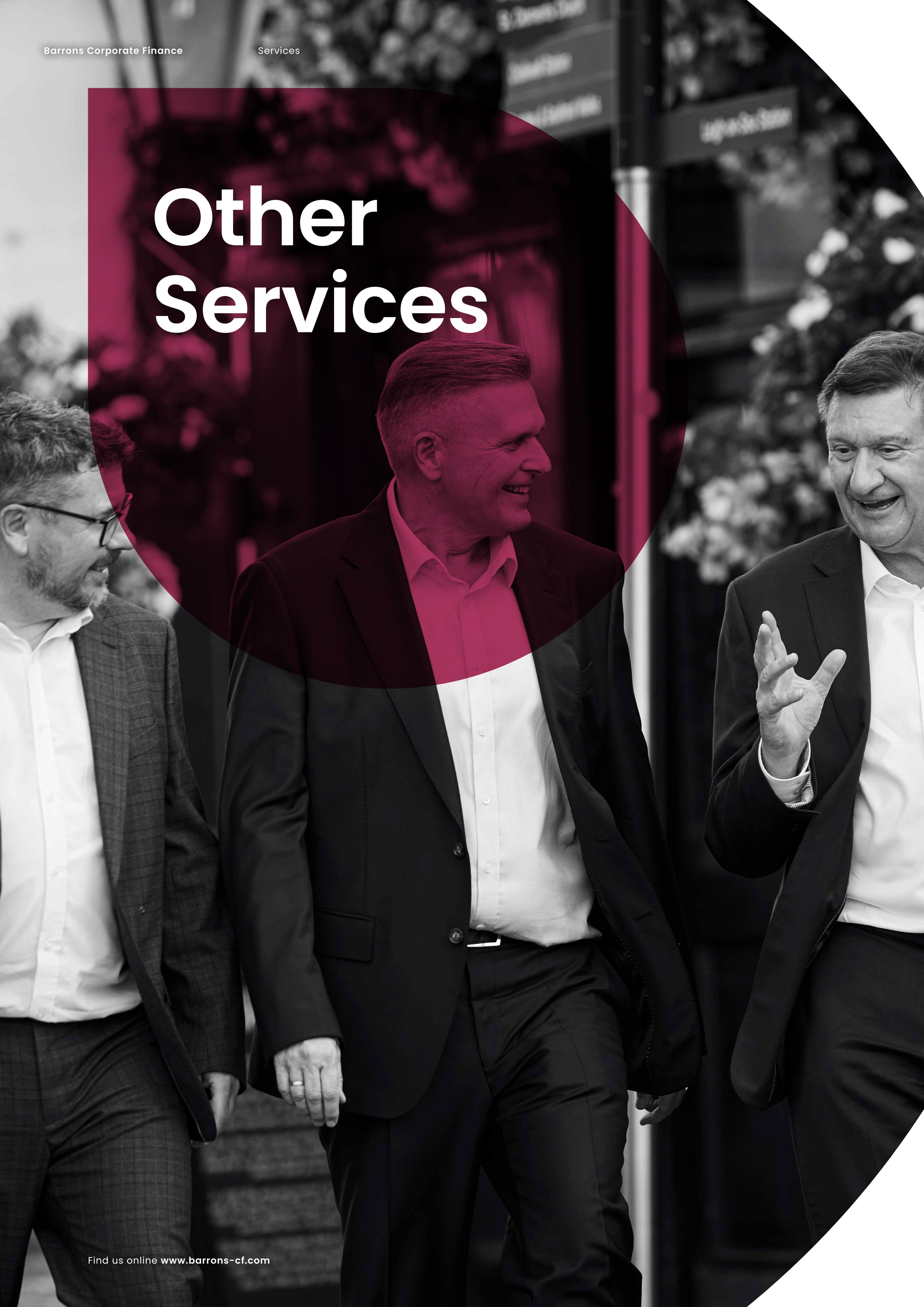
Offering statutory and financial support through our sister company, Barrons Chartered Accountants, including (Quasi) Financial Director support and managing the entire acquisition process.

Financial Modelling

Barrons Corporate Finance can provide comprehensive business plans and models, to support the fundraising process, allowing Private Equity houses to consider participating in the MBO process.

Due Diligence

Thorough and effective due diligence is crucial to support a decision to proceed with the acquisition. This process helps a buyer prepare for a potential acquisition by identifying and addressing any weaknesses or discrepancies in the vendors' operations and financials, ultimately enabling for the buyers and funders to minimise the risk of unexpected issues within the business post-merger. Barrons Chartered Accountants, our sister company, can routinely arrange to provide both financial and commercial due diligence reports.



Other Services

Tax Planning

Any transaction process can produce complicated tax considerations for both parties. Our experts can provide advice for effective tax optimisation around areas such as deferred payments of the vendor. Clients are advised to take appropriate tax advice at the earliest stage so that any tax planning measures open to them are properly considered before the negotiations. Through our dedicated tax professional resources, provided via our sister Practice, Barrons Chartered Accountants, we can advise on the most effective methods to mitigate taxation exposure.

Post MBO Planning

Even during the early stages of the MBO process, having a plan for the future of the business is crucial. Barrons Corporate Finance can provide comprehensive models over a 3-10 year time-frame. Barrons Chartered Accountants, our sister company, can provide full financial support of the MBO team in relation to statutory and compliance matters, as well as operational support as appropriate.

Meet The Team

The people that help make this happen:

David Fletcher

Managing Director
davidf@barrons-cf.com

A Corporate Finance specialist in Mergers and Acquisitions, including disposals, MBOs, MBIs, EOTs, and deal-based fundraising. A Chartered Accountant with over 20 years' M&A experience and prior industry expertise, David is passionate about delivering high-level Corporate Finance support to SMEs and owner-managed businesses.

Russell Tillbrook

Director
russellt@barrons-bds.com

Gary Raven

Chair • Director

garyr@barrons-cf.com

A Chartered Accountant, Gary established the Corporate Finance Division to meet growing SME and owner-managed business demand for specialist M&A support. For over 20 years, he has guided business owners through Barrons Chartered Accountants, leading SME-focused transactions and providing buy-side and vendor due diligence to maximise deal value.

Lisa Russell

Client Services Director

lisar@barrons-cf.com

Lisa brings a wealth of experience to her role founded upon serving in client focused environments across various industry and professional sectors. Focusing upon the delivery of exceptional service and back-office support, Lisa supports the quality of client, intermediary and professional interaction with the sole focus of driving the deal over the line for our client.

Corey Williams

Associate

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Let’s talk.

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