

**Hart Shaw**

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**HART SHAW**

Chartered Accountants & Business Advisers

# Corporate Finance

**Corporate Confidence**

Our dedicated team of specialists, delivering Hart Shaw's corporate finance services, brings with it experience in a wide variety of disciplines, including lead advisory, due diligence, private equity and finance roles within industry.



[www.hartshaw.co.uk](http://www.hartshaw.co.uk)

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*Our straight-talking approach eases clients into a deliverable transaction strategy, managing what can be a complex process in a practical manner. Our clients, whether ambitious individuals, businesses or management teams, can focus on their day-to-day business safe in the knowledge that they have access to our complete range of support services. These comprise:*

- **Lead advisory – mergers and acquisitions; disposals; management buy-ins and buy-outs; refinancing and fundraising; exit planning.**
- **Due diligence – corporate acquirers and funders.**
- **Grants advice and applications**

### Acquisitions and management buy-ins

Whether you are a company or an individual seeking to grow your enterprise through acquisition, we will guide you through the acquisition process, searching and identifying targets that meet your criteria. We will approach targets on your behalf, establishing a dialogue and opening up the possibility of a transaction. Our advice to you will include the price and structure of the deal. In addition we manage the process, including negotiations and fund-raising to provide a successful conclusion.

### Management buy-outs

Approaching vendors, assessing the viability of a proposition and advising on the process is all part of our service. We will provide guidance on the management buy-out, identifying the most appropriate way in which this can be achieved.

In short, we will manage the entire process for you, enabling you to focus on the day-to-day running of the business.

### Disposals

The value we create throughout a disposal starts with us assisting you to prepare the business for sale, ensuring that it is attractive to potential acquirers. Following on from this, we carefully target those 'special' acquirers who might pay a premium to acquire your business. We do this by applying our experience researching particular markets and also leveraging our international network of professional contacts, ultimately managing the transaction through to a successful conclusion.

### Valuations

At some point any entrepreneur will wish to know the value of their business. Utilising our understanding of the recent trends in acquisitions and disposals we can provide an up-to-date valuation which takes account of broad market movements whilst also identifying the key points that differentiate

your business from your competitors. Our valuation will help you to identify those areas where value can be increased.

### Raising finance

As your business grows the need for additional funding will become paramount. By establishing a long-term relationship with you we will gain an understanding of the key drivers behind your business and utilising our experience we will advise you on the most appropriate source of funding. This may be equity, debt or asset finance. Our help enables you to present information in a format that is acceptable to the funder. We manage the funding application process to deliver the investment you require.

### Due diligence

When looking to acquire a business it is fundamental to understand the financial and commercial risks. When undertaking due diligence our considerable knowledge allows us to identify critical issues. In turn this enables you to negotiate and make your decisions safe in the knowledge that you have all the facts to hand.

Our experience includes preparing pre-disposal due diligence for potential acquirers and vendors, reports to meet bank funding requirements and working capital and indebtedness reports, as required by the Listing Rules for public issues.

I have nothing but praise for everyone at Hart Shaw. I really valued that the team were accessible at any time of the day or night and whilst being extremely professional, skilled and experienced they talked to me at my level.

Mr B, Managing Director

For further information about Hart Shaw's corporate finance service, visit our website: [www.hartshaw.co.uk](http://www.hartshaw.co.uk) or contact Steve Bell on (0114) 251 8850 [steve.bell@hartshaw.co.uk](mailto:steve.bell@hartshaw.co.uk)