

Introduction

HWB Corporate Finance offers a comprehensive range of corporate finance services to companies and institutions. We work closely with our clients and provide expert advice and support. Our team has undertaken a significant number of transactions and finance-raising mandates for many clients from a broad range of industries.

The lead advisory, transaction support and business strategy services that we provide range from advising on management buy-outs/buy-ins, acquisitions and company disposals to assistance with tax planning, deal structuring pre-lending reviews and financial due diligence assignments.

Our transaction sizes typically range between £1m to £50m with concentration on owner-managed businesses and the mid-corporate sector.

In addition we have built strong relationships in the marketplace with banks, venture capitalists, solicitors and private equity investors, which means we are ideally placed to meet all of our clients' corporate finance needs.



Richard Hurst
Director

Lead advisory services

HWB Corporate Finance offers specialist corporate finance advisory services in the following areas:

- **Disposals**
 - Company/Business Sales
 - Exit Strategies
 - Equity Release

We specialise in disposals in the SME sector. From a controlled and managed sales mandate to a distressed sales mandate, we offer a variety of services in this area including planning for sale, preparation of a sales memorandum, identifying and approaching potential buyers, negotiating and completing the deal within the agreed timescale. Our primary aim is to create a competitive bidding environment and generate the best possible proposition for the vendor.

- **Management Buy-outs/Buy-ins**
 - MBOs
 - MBIs
 - BIMBOs

We offer advice from planning a Management Buy-out/in through to completion. We will project manage the whole transaction to a successful close.

Many management teams find the transition process daunting and cumbersome. We help our clients to manage the risk by advising on the best possible funding structure whether through private equity, vendor or debt financing.

- **Acquisitions**

We offer a wide range of advisory services for all buy-side mandates. We work with our clients to establish clear acquisition criteria, carry out extensive research and perform fundamental analysis on the target to see if it fits the criteria set.

We also offer advice on valuations and actively assist with negotiations, deal structuring, formalising heads of agreement and drafting of the sale and purchase agreement with the potential target. We would assist and advise throughout the process including attending the completion meeting.

“HWB exceeded our expectations. Their specialist team provided valuable support throughout the process advising on matters arising from their due diligence work and technical advice on the tax aspects. They are very commercially minded so they helped us ensure the deal was right for us before we completed. Buying another business for the first time is quite an emotional experience. It is good to have a team of experienced advisers who you can rely upon for the best advice.”

Stewart Signs

Tony Townson MD

- **Funding**

- Acquisition finance
- Asset finance
- Venture capital/business angel investors
- Early stage funding
- Refinancing
- Development & replacement capital

We can offer advice on a range of funding options. With our extensive network of contacts within banks, venture capital and private equity investors we assist in securing the best possible funding package for our clients.

- **Group Restructurings and Reorganisations**

- Mergers & demergers
- Joint ventures
- Hive ups

We offer advice on the most beneficial structures for commercial and tax purposes and have significant experience in this area.


“It could have been a very complicated and difficult process as I wanted to sell the company and trade but not the buildings. HWB were recommended to me and I was very pleased with their professionalism and support.

“Richard and Tracy provided the expert advice I needed particularly around the structure of the sale and the tax implications.

“Selling the businesses was a hard decision to reach, but the vet market is changing and I felt that it was the right time to move on.”

Active Vetcare Limited

Nick Butcher MD

A photograph of two men in business attire, one younger and one older, both smiling and holding large, complex metal parts. The background shows an industrial setting with a green plant and a window with blinds. The man on the left is wearing a dark suit and a red tie, while the man on the right is wearing a light blue shirt and a dark tie. The metal parts they are holding are light-colored with various holes and slots. The overall scene is brightly lit and professional.

“Richard and the HWB team provided the expert advice we needed to assist in making this sale happen. The service we received was excellent and their help and support was invaluable. I would recommend HWB to anyone. The whole transaction went pretty smoothly and my wife and I can now look forward to what I hope will be a long and happy retirement.”

Westway Precision

Mike Bolding

Transaction support & business strategy services

We offer a wide range of services within transaction support. We have a team of qualified advisers, with the necessary experience and expertise to provide support on all aspects of the transaction.

1. Business Broking

We offer business broking services to assist in the bringing together of willing buyers and sellers.

2. Financial Due Diligence & Pre Lending Reviews

We carry out comprehensive financial due diligence reviews for potential acquirers and banks for the purposes of debt financing.

3. Deal Structuring and Tax Advice

We have a specialist in-house tax team to advise on the best structure to reduce the tax liability on each transaction.

4. Share/Business Valuations

We are specialists in providing share and business valuations. Our expertise ranges across various sectors and situations.

- Business Strategy Services
- Strategic workshops
- Business plans
- Feasibility studies

If you are seeking to expand your business we will help you to formulate a clear action and business plan for the future.

The team

Lead Advisory Team



Richard Hurst FCA, Director

Richard is corporate finance and business strategy director and works closely with small and medium-sized businesses to improve profitability. He has extensive knowledge of working with businesses from a wide range of industries and is renowned for his commercial acumen and intuition.

T: 023 8046 1208

E: richard.hurst@hwb-accountants.com



Geoff Rhodes FCCA CTA, Director

Geoff's large and varied client base includes many companies in the transport and hotel and leisure industry. With specialist knowledge of tax planning and strategic advice, Geoff has a well-honed ability to improve profit levels and introduce cost-saving schemes.

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Arthur Bell FCA, Director

Arthur's wide portfolio of clients includes many small and medium-sized companies and a host of family businesses and charities.

He delivers a full range of general accountancy services ranging from audit to strategic advice and has specialist knowledge in the construction and property sector.

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The team

Transaction Support Team



Alan Williams FCA, Managing Director

Alan works for a range of clients – from entrepreneurial start-ups to businesses with turnover in excess of £25 million. Alan has a wealth of expertise in corporate finance, business acquisitions and disposals. Alan heads HWB's audit and accounts departments and has specialist knowledge in the recruitment and Independent Financial Adviser market.

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E: alan.williams@hwb-accountants.com



Tracy Jenkins CTA, Tax Director

Tracy is an experienced chartered tax adviser who has specialised in tax planning for companies and high net worth individuals for more than 15 years. She advises on a full range of corporate and personal tax issues and has particular expertise in corporate restructuring, executive remuneration packages and tax mitigation strategies for acquisitions and disposals.

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“I felt this was the right time to sell the business. It had grown to a stage where it had become too big to continue to run it as a family concern - it really needed to become part of a bigger organisation to develop to the next level.

HWB did a fantastic job and found just the right deal for us. We have worked with the team before and trusted they would find the right solution for our exit, which they not only did, but in record time too!”

Helena Datta
Advanced Foster Care

Case studies

Case 1

A business owner having multiple businesses wanted to sell off some of his businesses so that he could concentrate on the property business and also spend quality time with his family.

Tracy Jenkins, Tax Director and specialist in structuring deals, explains: “The first key steps were to consider the various options and tax implications prior to commencing the disposal process. Once ascertained, these helped to identify the right structure and price of the deal.”

The business owner commented: “It could have been a very complicated and difficult process as I wanted to sell the company and trade but not the buildings. HWB was recommended to me and I was very pleased with their professionalism and support.”

Case 2

A newly formed business group offering a wide range of services including corporate incentive schemes and bespoke motivational events, was considering the possibility of raising finance to make its vision a possibility and support the daily business requirements.

Richard Hurst, Director, explains: “It is always a challenging exercise to raise the finance for new companies and make sure we get the right deal for our clients. This project was no exception. We worked closely with this business group and the bank to agree the level and structure of finance. I am delighted that we were able to assist in the launch of their services and secure the funding required to enable the group’s vision to become a reality.”

Case 3

A leading printing company wanted to consolidate its position in the market by acquiring one of its competitors.

HWB corporate finance team took the lead and assisted in the negotiations. Richard Hurst, explains: “We worked very hard with our client and their solicitors on this transaction and are very pleased to see it come to fruition. There were a few issues along the way which made it all the more satisfying to see the deal complete.”

The Managing Director of the acquiring group commented, “HWB exceeded our expectations. Their specialist team provided valuable support throughout the process advising on matters arising from their due diligence work and technical advice on the tax aspects. They are very commercially-minded so they helped us ensure the deal was right for us before we completed.

“Buying another business for the first time is quite an emotional experience. It is good to have a team of experienced advisers who you can rely upon for the best advice.”

Contact us

Please contact any member of the Corporate Finance Team on their direct dial numbers listed or for general enquiries please use the contact details below.

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A fresh approach to business

We take pride in the fact that the services we provide are of the highest quality but would want to hear from you if the standard of service you receive from us ever fails to meet your expectations.

We always welcome any views and suggestions for improvement so if you have any comments, please email admin@hwb-accountants.com and we will reply within 3 days.

If you are happy with the service you get from HWB, we hope you will recommend us to others who may benefit from our accountancy, tax or general business advice.

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