

Corporate Finance

At Clive Owen Corporate Finance, we deliver clear and authoritative advice achieving tangible results for our clients. We provide expert and in-depth advice to corporate clients and entrepreneurs. We are committed to you and your deal and will use our experience of the market place to deliver a successful solution.

What can we offer you?

Fundraising

Raising funds is fundamental to many growth and development options for a business and is often a complex process.

Our approach encompasses:

- Initial assessment and appraisal of the business to understand the funding proposition
- Preparation of a business plan, which would include financial forecasting using our fully integrated financial model
- Introduction to appropriate funders who can deliver your funding needs
- 'Hands-on' approach to transaction execution - we take responsibility for project management and resolving deal issues
- Up-to-date experience of investment structures/terms and valuation issues

Acquisitions

Growth by acquisition can be an attractive option for ambitious businesses, yet the potential upside must be balanced against the potential risks. We can provide practical deal management advice to enable successful completion of the acquisition.

This advice and approach may include:

- Understanding your acquisition strategy
- Research and identification of targets to pre-agreed acquisition criteria
- Appraisal of the targets' strengths and weaknesses, including an initial assessment on valuation
- Handling initial approaches confidentially and sensitively that may lead to a structured offer
- Negotiating heads of terms
- Raising the necessary finance using our knowledge of the relevant institutions
- Undertaking financial due diligence where required
- Facilitating, managing and driving the deal to a successful completion

Disposals

Our prime objective on a disposal is to deliver the best deal for the shareholder(s). The first consideration is always whether disposal is indeed the best option. We seek to establish realistic price expectations and valuation parameters.

One proven disposal method is a controlled auction process which would involve:

- Initial planning and preparation to include:
 - Appraisal of the business including indicative valuation and timing of sale
 - Appropriate grooming to ensure the business is presented in the best light
 - Purchaser research
 - Consideration of structural issues and tax planning
- Preparation of an information memorandum
- Marketing to selected purchasers
- Assessment of offers received
- Negotiation and delivery of the preferred purchaser

Management Buy-Outs/Buy-Ins and Venture Capital

We have extensive knowledge and contacts within the venture capital and banking sector which means we can deliver impartial advice on appropriately funding the deal. Coupling this with strong negotiating skills and a proven track record, helps us secure the best deal for management in terms of price and structure.

Our services include:

- Initial feasibility review to include assessment of valuation and “backability” of management
- Negotiating terms with the vendor
- Business plan development
- Introductions to appropriate funders and raising the necessary finance
- Project management – leaving you to concentrate on running the business

What does this mean to you?

- A comprehensive service for your deal needs and expert advice throughout the transaction
- Confidence that our industry and sector knowledge helps our understanding of your business
- An independent source of advice, not tied to any product, market or bank
- We want to build long term relationships with you providing a professional, value for money service

If you would like to find out more contact:

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