

Corporate Finance Services

Introduction

Whether you are buying or selling a business, or simply looking to raise finance, it is important to get the right advice to ensure everything goes to plan.

Corporate finance is often associated with multi-million pound mergers, sales and acquisitions. However, in reality, it is actually more relevant to small and medium-sized businesses such as yours.

At Lamont Pridmore, we have a wealth of experience in corporate finance, whether this involves helping clients maximise the value of their business in preparation for a sale or finding alternative sources of funding when the banks are unwilling to help.

Financial Health Check

As a first step in advising you on your business financial needs we undertake a comprehensive financial health check on your business including:-

- How your finances are structured;
- Business borrowing;
- Personal borrowing;
- How your asset purchases are financed;
- Reviewing the benefits of loans, overdrafts, leases or hire purchase finance;
- Working capital cycle; stock days, creditor days, debtor days and invoice finance;
- Bank charges, interest margin and your banking relationship.

Raising Finance

Despite pledges by the Government to increase lending to smaller businesses, many companies are still finding it difficult to obtain finance from their banks. However, this does not have to mean the end of the story. An increasing number of people are now turning to alternative sources of funding, such as peer-to-peer lending websites and 'business angels', who often offer funding where other finance is not available.

At Lamont Pridmore, we regularly meet with representatives from local banks to establish their current lending criteria and the various sectors they are particularly interested in lending to. We know exactly what the banks are looking for, therefore we can help clients put together the best possible lending applications.

Of course, banks are not always the most appropriate option for some clients. This is why we have also taken the time to research alternative funding sources including commercial mortgages, invoice & asset finance, local & regional lending sources, peer to peer lending, on-line lenders, "business angels" and government funding where applicable.

Grants are another key source of funding for many small businesses, yet many do not know where to turn to access this funding. At Lamont Pridmore, we can draw on our experience to help you prepare a high quality application which tells the grant panel everything they need to know.

In many cases, businesses are simply not aware that these alternative funding sources exist, yet they can prove crucial in helping a business move forward. This is why it is important to get the right advice at the earliest opportunity.





Buying or Selling a business

Buying a business is one of the biggest transactions you will make in your life, so it is important to get it right. At Lamont Pridmore, we can help you secure the finance you need to make the acquisition, as well as carrying out due diligence to ensure you know exactly what you are buying. We can also assist with management buy-ins or buy-outs, mergers, joint ventures, consortia and franchises.

If you are planning to sell your business, then you need to be sure that you realise its maximum value – after all, you've spent your working life building a successful company, so it's only right that you reap the rewards when the time comes to move on. Even if you are not planning on selling up just yet, you could still receive an unexpected approach from an interested buyer, so it is always a good idea to ensure your business will make the best possible impression at any given time.

At Lamont Pridmore, we can value your business and then help you prepare it for sale, ensuring that it is as attractive as possible to potential buyers. We regularly help clients to groom their business for sale in order to maximise its value.

Business sales bring significant tax implications due to the large amounts of money involved. Thankfully, with enough careful planning, it is possible to minimise your tax bill, ensuring you receive a higher percentage of the proceeds. Our asset and wealth management team can also help you make the most of the profits from the sale, whether you are looking to invest in another business venture or use the money for a comfortable retirement.

Grooming your business for sale

Many business owners fail to start planning for their retirement or the sale of their business as early as they should. We recommend at least 5 years pre-sale planning in order to successfully groom your business to maximise its sales value.

Our grooming for sale programme includes the following:

- Reviewing the financial structure and your existing borrowings ahead of sale;
- Ensuring all records are up to date, including profit and loss statements, business plans, forecasts, budgets and documents relating to loans or leases;
- Considering potential new markets or growth opportunities ahead of any sale – a business which still has room to grow is more attractive than one which is at its peak;
- Increasing the profitability of the business and reducing any non-essential business expenditure;
- Selling off or ceasing unprofitable activities;
- Improving key performance indicators within the business compared with the benchmarks for your industry sector;
- Reducing debtor days and improving your credit control procedures;
- Considering which assets will be included in the sale and selling any unproductive or unnecessary assets;
- Making use of available tax reliefs to invest in new equipment or machinery;
- Creating an organisational structure that ensures that your business functions well when you are not there;
- Renewing any contracts, formalising any agreements with suppliers or customers updating systems and procedures to ensure that everything is in writing to ensure continuity;
- Reviewing the skills and roles of your senior management team;
- Considering who your key staff are and how they can help with a smooth transition;
- Reviewing your pension plans ahead of the sale.

Want to know more?

For more information on how Lamont Pridmore's team of Corporate Finance Specialists can help YOUR business, please contact us on **0800 234 6978** or visit our website at www.lamontpridmore.co.uk

