

corporate finance



acquisitions & mergers...

Acquisitions occur when a company or individual purchases the share capital or trade and assets of another company or business. Similarly, mergers involve the amalgamation of two entities into a larger, combined business. Both are strategies to grow a business, be it by geographical spread or product diversification, and usually result in cost and management synergies.

Acquisitions and mergers are usually complex transactions and can be amongst the riskiest ventures a company can undertake. Failures are common; in the sense that without detailed planning the acquirer may not achieve what they hoped they would from the transaction. It is, however, a powerful and efficient way to grow or improve a business' performance.

Depending on the nature of the deal and the level of co-operation between the parties, it is not unusual for acquisitions to take many months to complete. This combined with the complexities inherent in such a transaction, means that the use of a qualified and experienced adviser is paramount, as a well managed approach greatly increases the chances of success.

We are able to assist with...

- Developing an acquisition strategy
- Identifying and making approaches to targets
- Valuing a business and making offers
- Negotiating with vendors
- Business Planning & Financial Modeling
- Fund Raising
- Advising on commercial and tax efficient deal structures
- Managing the legal and due diligence process
- Overall project management

Other Transaction Support Services available include...

- Financial Due Diligence
- Transaction Tax
- Financial Assistance

Lead Advisory services are provided by our dedicated team of full time corporate finance professionals who have experience of handling transactions from £1 to £100m across a wide spectrum of business sectors. Other Transaction Support services are provided by an experienced team drawn from Dains Corporate Finance and other specialist departments.

We are pleased to consider proposals of any size and if you have an enquiry, we offer an unconditional and informal discussion of your plans and requirements. Depending on the individual circumstances of each case we are able to negotiate a flexible basis for charging for our services which can be tailored to suit your requirements.

For further information including details of recently completed transactions please see our [case studies](#) or [register](#) for a free copy of our detailed "guide to ... making an acquisition." Alternatively, contact us on 0845 555 8844 or email us on dcf@dains.com.



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www.dains.com