



GUIDING YOUR BUSINESS IN THE RIGHT DIRECTION

Corporate finance





Guiding lights: BKL and corporate finance

‘Corporate finance’ may sound like just another business term. But when we look beyond it, we can see what it’s really about: people. People with worries and ambitions for the businesses they own; people who want to take the right path at the right time, for themselves and their staff.

You are ambitious and so are we. We welcome the challenges of guiding business owners and management teams who are outgrowing the structuring and financing they have; not just helping you plan where you’re going but helping you get there.

We enjoy real interactions with real people. We like using our expertise to make a difference. We thrive on helping people succeed.

BKL is a leading firm of chartered accountants and tax advisers. We have over 200 people and over 20 partners operating out of our London office.

Our corporate finance team has a wealth of experience assisting entrepreneurs and owner managed businesses.

We specialise in deals valued between £2m and £50m, with a strong interest in succession planning. We’re experts in advising on wealth creation and wealth preservation too: the support of BKL’s formidable tax and wealth management teams will help you plan ahead.

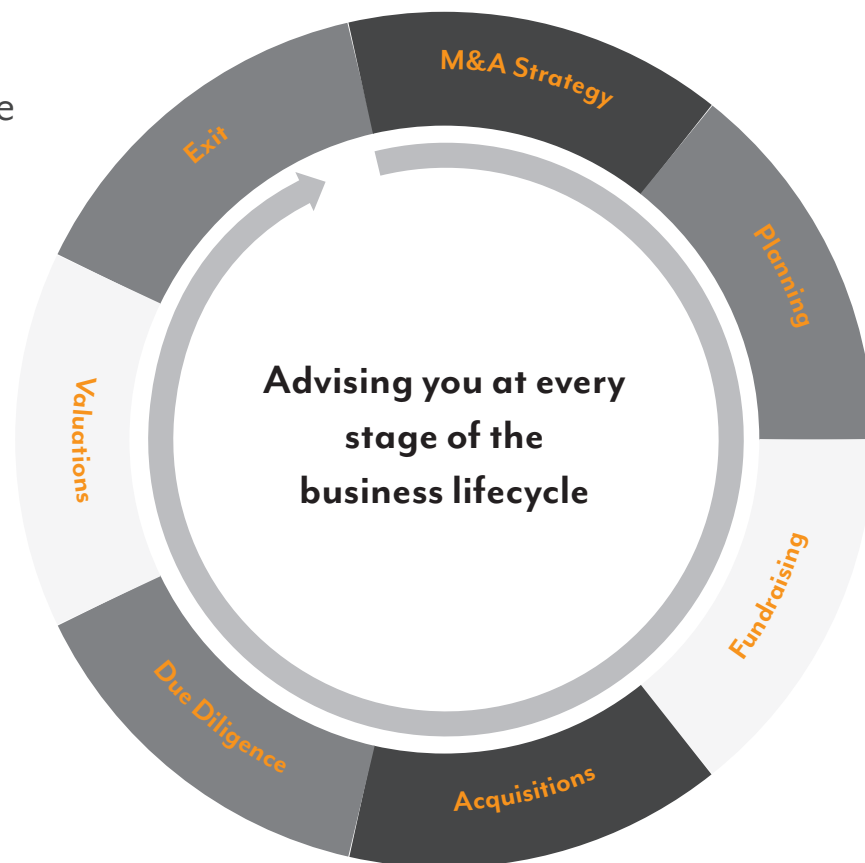
Excellence goes beyond pure financial expertise. Bright, challenging thinking, breadth of vision and an uncommon affinity with our clients makes supporting long-term aims second nature. We’re strategists, not box-tickers. We care. We’re interested. We have views. We bring ideas to you.

If you’re looking for corporate finance advice, there are many options available to you. In this brochure, you’ll find out how BKL can be your ally as much as your adviser.

Expertise

When you work with our corporate finance team, you won't just benefit from their experience. You'll be a client of our entire firm, supported by leading accounting and tax specialists.

We share a clear dedication to bringing you bright ideas and excellence, while speaking to you in plain English – at every stage of the business lifecycle and no matter how complex a deal gets.



Disposals

- / Preparing for sale
- / Marketing and selling a business
- / Deal support and negotiation
- / Tax planning
- / Project management

Acquisitions

- / Identifying targets
- / Deal support and negotiation
- / Fundraising
- / Due diligence
- / Project management

MBOs

- / Feasibility
- / Deal support and negotiation
- / Fundraising
- / Business plans and modelling

Valuations

- / Share valuations
- / Shareholder disputes
- / Expert witness work
- / Forensic investigations

Fundraising

- / Growth strategy
- / Business plans and forecasts
- / Debt and equity fundraising
- / Financial modelling

Forecasting

- / Fully integrated budgets
- / Flexible forecasts
- / Critiquing existing forecasts
- / Business plans

BKL's corporate finance team advises entrepreneurs and management teams. We complete transactions across a range of industries. Our lead advisory and transaction support services include:

- / Identifying potential buyers for a business and taking the business to market
- / Identifying acquisition targets and making confidential approaches
- / Advising management teams on structuring and funding management buy-outs (MBOs)
- / Advising on commercial, financial and tax aspects of legal documents
- / Maximising value on sale of a business
- / Due diligence investigations
- / Debt or equity fundraising
- / Project management of the acquisition and disposal processes

Experience

Adviser to vendors

Base Quantum Limited



Sale to SOCOTEC Group

Adviser to vendors

Paragon Software Systems



Sale to Aptean

Adviser to company

Exagen



Investment by Octopus
Energy Generation

Adviser to vendors

Supremia International



Sale to Gemaco Group

Adviser to vendors

Lineal



Sale to an overseas buyer

Adviser to vendors

Cumberland Place



Sale to Standard Life

Adviser to vendors

Unbound Innovations



Sale to SingEx Holdings

Due diligence
for investor



Financial investment
into Daily Dose Juices

Adviser to purchaser



Purchase of Holiday
Inn Basingstoke

Adviser to company

Just Digital



Investment by
Business Growth Fund

Adviser to purchaser

Momentous Relocation



Acquisition of
two companies

Adviser to vendors

Cherrydown Vets



Sale to Sovereign
Capital

The team



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Glowing reviews

“ BKL's team have supported e-docs UK since I set up the business in 1988. They provided invaluable advice over the years so when I decided to sell the company I knew BKL would not let me down.

Of all the professionals involved with the sale, the team at BKL provided the best service, unchallenged advice, and guidance through the due diligence process that went above the call of duty. There was not a single aspect of the sale process and associated documentation that their comments and advice did not add value to.

I would certainly recommend BKL to anyone buying or selling a business. They have proven to be the most diligent and trustworthy of advisors and I shall always be grateful to them for that.”

Colin Baterip, founder of e-docs UK, sold to Azets

“ BKL have played a leading role in the life of our business, from helping to set up Paragon in 1991 to helping us sell it in 2020. In this we knew we could rely on their support, including the challenges of tight deadlines and other parties in different time zones. Working closely with BKL's people, and building such a successful relationship, has been a pleasure.”

William Salter, managing director and Graham Cooper, FD, of Paragon Software Systems, sold to Aptean

“ BKL surpassed our expectations. Their team's skilled involvement in our deal to buy Stradey Park led not only to a large reduction in the price of the shares, but also to a significant repayment to us from the sellers. BKL's expertise and dedication were clear and we benefited hugely. We asked them to continue working with us as advisers to Stradey Park and we trust them to continue providing excellent service.”

Robert Horwood and Gary Street, directors of Sterling Woodrow, purchasers of Stradey Park Hotel & Spa





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