

## NEW SERVICE WILL HELP INVESTORS AND COMPANY BUYERS

A new service to provide trade buyers and investors with incisive, deal specific analysis that goes beyond the usual scope of due diligence has been launched in the West Midlands by HW Corporate Finance, part of Haines Watts.

The service has been fuelled by the economic downturn resulting in a number of investment opportunities where the key issue is to mitigate risks – through restructuring pricing, defining warranties and indemnities or offloading the risk back to the other party.

It is particularly targeting investments and deals of £100,000 upwards – prime territory as investors look for alternative forms of investment and businesses acquire companies affected by the downturn.

Chris Key, who heads up transaction services in the Midlands for Haines Watts, has specialised in this market for the past 20 years, having previously headed teams for two leading mid-tier firms.



The transaction services team provides an independent review of a target company or business on behalf of investors or sellers. “Typical questions asked by a potential investor relate to the structure of the deal, whether the business can generate sufficient cash for repayment and the working capital dynamics of the business. We also address the major deal-driving question – what are the underlying earnings of the business?”

Chris said he believed there is a real gap in the financial review market.

“The market is telling me there is a real need for clear views on the position and prospects of a business based upon direct involvement from leading, experienced professionals who are based on-site, not sat in their offices, working to quick turn round times and charged at sensible pricing levels. I aim to meet these needs,” said Chris. “Right now we are speaking with groups involved in acquisition searches and re financing negotiations – there is activity in the market and I believe this will pick up in the next 12 months”.

HW Transaction Services LLP is based at Haines Watts’ Birmingham office covering its neighbouring Tamworth and Wolverhampton operations and will work closely with HW transaction service specialists in the North of England.

Darren Holdway, managing partner of the Birmingham office of Haines Watts, said there had never been a greater need for this type of service particularly amongst owner managed businesses and small to medium size enterprises.

“Both trade buyers and investors need advice and intelligence that goes beyond the usual scope of due diligence. There are numerous investment opportunities but investors need to mitigate risks. This service enables them to do that,” said Mr Holdway.

In the North of England, HW Corporate Finance has recently advised on five acquisitions for Kinetics including Midlands-based Walmotts Limited and Sureway Limited, both providers of gas installation and maintenance services.

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