

## Market overview

"Whilst the US-China trade stand-offs, Brexit paralysis, and now concerns over Iran destabilising the global economy clearly aren't helping the UK M&A market, the economic fundamentals remain strong and we have record levels of work in progress at SCCF. Just the resolution of the parliamentary stalemate over Brexit, or a deal (or no deal) with the EU will, I suspect, ease concerns, facilitate decision-making and so accelerate the pace of the deals we are working on.



The UK's economic and mental resilience, and our workload, inspires confidence that the next 12 months will see growth in M&A – so much so that we have recently welcomed Cameron Robertson as an ICAEW trainee into the Derby CF team and appointed a trainee for 2020."

## Architect practice Corstorphine + Wright secures investment

SCCF recently advised on shareholder restructuring and the raising of funding to support continued growth in the practice via acquisitions.

Corstorphine + Wright has grown fees at over 30% per year in the last few years, through a combination of organic and acquisitive growth, becoming one of the UK's top architect practices, currently ranking 41st largest.



To secure additional firepower for further acquisitions, SCCF's team provided advice to the senior management team on corporate structuring and on how Private Equity could bolster the company's growth. SCCF's team ensured Corstorphine + Wright was optimised for investment and then marketed the business to its private database of PE investors. Beechbrook Private Equity emerged as preferred funders and SCCF managed the transaction to a successful completion. Smith Cooper also provided Corporate Tax advice.

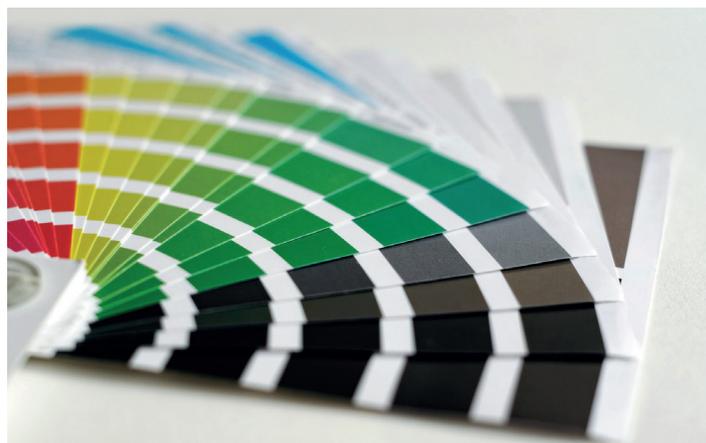
Paul Turner, Director of Corstorphine + Wright commented "Beechbrook share our vision and appetite for growth and will enable us to fulfil our objectives in the coming years. We have an exciting few years ahead of us."

Paul continued "SCCF provided us with exceptional professional service. I was particularly impressed with the attention to detail and the 24/7 access to the team we required. Their proactive advice surrounding the complexities of our deal was second-to-none. We wouldn't have been able to achieve this deal without their help and we would recommend them to other entrepreneurs."

## Investor buy-in to YPP Group

SCCF recently provided financial modelling and transactional advisory support in the £1 million investment by Foresight into YPP Group (YPP).

Based in Lincolnshire, YPP provides a range of print and graphic design services, offering a holistic service from concept creation through to printing, finishing and delivery.



YPP has demonstrated considerable growth over recent years and the ambitious management team plans to accelerate its growth, taking advantage of the opportunities in the marketplace, demonstrated by the recent launch of their new brand, Custom Gifts.

Managing Director, Stuart Maclaren, commented "SCCF provided exceptional support and commercially perceptive advice throughout the transaction, both of which were a great help in ensuring we got the deal over the line"

## Seven acquires The White Hart

The White Hart, in Duffield, has been bought by restaurant operator Seven (Derby) Limited, which already operates on Pride Park, in a deal advised by SCCF.



Seven opened its first restaurant, in Wheelwright Way on Pride Park, five years ago after its owners identified a paucity of venues on the business park to meet and eat. It quickly developed a high reputation for its food and has gone on to win a variety of awards.

Campbell Salloway, Operations Director at Seven, said: "We have been looking at various opportunities for a second site and The White Hart, in the centre of Duffield village fronting the A6, is an excellent fit for us".

## Little Garden Day Nurseries sold to private equity

August Equity LLP has acquired Little Garden Day Nurseries, which operates day nurseries and pre-schools in Brentford, Clapham, Hammersmith and Kentish Town.



Little Garden is a London-based nursery group with over 25 years' experience in caring for babies and young children. The shareholding founders, Anne France Worrall and Lady Susan Woodford-Hollick, are retiring from the childcare sector.

SCCF, which advised the shareholders on the sale process through to successful completion, commented "The vendors created a terrific business that should thrive in the hands of its new owners, August Equity."

## Foresight Group deals

Foresight's Nottingham office has been very active over the past twelve months having deployed substantial funding in over 20 investments. SCCF was appointed to undertake due diligence, financial modelling and vendor support on many of these transactions.

Notable deals included investments into Mobile Pay Systems Limited, Footfalls and Heartbeats, Postworks, YPP and Usheru.

Ray Harris, Principle of the MEIF at Foresight Group, comments "SCCF's reports always provide intelligently-focussed commercial and financial insight drawn from their wide-ranging experience in the owner-managed and mid-corporate sectors."

## New members welcomed to the team

We are delighted to welcome Cameron Robertson to our Derby corporate finance team. Cameron joins as an ICAEW trainee, having recently graduated from the University of Surrey with a 1st in Economics and Finance.



We have also recently signed contracts with a 2020 trainee, for our Birmingham corporate finance team, who will join next autumn following graduation.



Restructuring and investment by Beechbrook Capital

SCCF advised the company and its shareholders



Seven Restaurant acquired The White Hart

SCCF advised the acquiror



Investor buy-in by Foresight Group

SCCF provided financial modelling and advisory services



August Equity acquisition of Little Garden Day Nurseries

SCCF advised the sellers

## Get in touch

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WINNER EAST MIDLANDS CORPORATE FINANCE ADVISORY TEAM OF THE YEAR



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