



2019 - 2020 Deals

FOR THINKING THAT COUNTS

Foreword

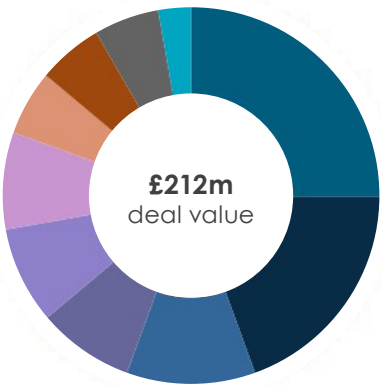
Firstly, I sincerely hope you, your families and your businesses have fared well through the difficult environment caused by Covid-19.

Against a backdrop of Brexit uncertainty, changes to entrepreneurs' relief and Covid-19, we had an exceptional year to March 20, completing £212m-worth of transactions of all shapes and sizes (PE and debt-only buy-outs, trade sales, acquisitions, international, etc). In amongst the national players, we are proud to have maintained our top-10 ranking for deal volumes in the Midlands in Experian's Financial Adviser league table.

In May 2019 we were delighted to be recognised as the East Midlands Corporate Finance Advisory Team of the Year, and also to be awarded SME Deal of the Year. This is the second consecutive year our team has won both these awards.

These consistent top-10 rankings and awards have helped build our hard-won reputation as one of the "go-to" advisers both regionally, and UK-wide in our specialist sectors.

Our deals continue to cover the whole UK economy, with deals being completed in most sectors – our largest ones being Manufacturing and Business Services, although we also continued to work in our specialist sectors including Automotive, Franchise, Food & Drink, EdTech, Fire & Security, and Telecommunications.



FY20 DEAL VOLUMES BY SECTOR

| | |
|-------------------------|-----|
| Manufacturing | 25% |
| Business services | 19% |
| Construction | 11% |
| Healthcare | 8% |
| Consumer/retail | 8% |
| Food and drink | 8% |
| Leisure | 6% |
| Professional services | 6% |
| Education | 6% |
| Transport and logistics | 3% |

Foreword (cont.)

We also continued to advise on all aspects of transactions, performing both sell-side and buy-side roles, the latter including acquisitions, buy-outs and fundraising.

Our fundraising work included private equity, mezzanine and debt. Our expertise and ability to enable clients to access this capital has advanced through our enhanced SCCF database of SME funders and the strengthening of our relationships with them.

Whilst we have one of the largest CF teams in the Midlands, we continue to invest in the future, adding 2 new team members – Cameron Robertson and Joshua Gurton.

As a team, we have been privileged to represent clients in some truly fascinating deals that have achieved exceptional outcomes. We will strive to continue to deliver innovative, tailored solutions that go beyond merely delivering client expectations. Whatever your aspirations may be, we would be delighted to hear from you.

John Farnsworth
Head of Corporate Finance

FY20 DEAL VOLUMES BY SCCF ROLE



- Sellside 47%
- Buyside/fundraising 42%
- Facilitator 11%

What's inside

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Quick statistics



Award-winning

We consistently win deal making awards as voted on by our peers. Examples include SME Advisory Team of the Year 2018, Corporate Finance Team of the Year 2019 and SME Deal of the Year 2018 and 2019.



35+ deals per annum

We regularly complete over 35 deals a year.



£200m+ deals per annum

Collective deal value for financial year to March 2020 reached £212 million.



250+ international deals

Our worldwide network competes in 70 countries in over 170 cities and we have completed over 250 deals internationally.



10 dedicated advisors

Our expert team is made up of 10 dedicated advisors.



Top 10 ranking

We are consistently ranked as one of the top 10 active advisors in the Midlands by volume.



£53m largest deal value

Our largest deal in the year to March 2020 was £53 million.

Our deals

April 2019 - August 2019

APRIL 2019

MBO of Total Integrated Solutions Limited.

SCCF advised the management team.



MAY 2019

MBO of Rutland Garden Centre Limited.

SCCF advised the vendors.



JUNE 2019

Abode Nottingham Limited raised development capital from Cording Real Estate Group.

Smith Cooper advised Abode Nottingham Limited.



JUNE 2019

Oomf Ltd raised development capital from Foresight Group.

SCCF advised Foresight Group.



JULY 2019

Sale of Miss Millie's Fried Chicken Limited.

SCCF advised the vendors.



AUGUST 2019

August Equity LLP acquisition of Little Garden Day Nurseries Limited.

SCCF advised the Company.



August 2019 - December 2019

AUGUST 2019

Sale of KPP Converters Limited to Northwood Hygiene Products Limited.

SCCF advised the vendors.



AUGUST 2019

MBO of Chaffin Works.

SCCF advised the buyer.



AUGUST 2019

Sale of Elite Auto Centres (Derby) Limited.

Smith Cooper advised on the sale.



SEPTEMBER 2019

Investment by Beechbrook Capital LLP.

SCCF advised the shareholders.



NOVEMBER 2019

Promethean Particles Limited raised development capital from Foresight Group.

SCCF advised Foresight Group.



DECEMBER 2019

MBO of Rojano's (Padstow) Limited.

SCCF advised the vendors.



December 2019 - March 2020

DECEMBER 2019

MBO of Branston Golf & Country Club Limited.

SCCF advised the vendors.



JANUARY 2020

Sale of Prime Principle Limited to Juniper Education Limited.

SCCF advised the vendor.



FEBRUARY 2020

Sale of Silentbloc UK Limited to Dellner Bubenzer Group.

SCCF advised the vendor.



MARCH 2020

The Panoply Holdings PLC acquired Ameo Professional Services Limited.

SCCF advised the vendors.



MARCH 2020

MBO of Henry Hulley Holdings Limited.

SCCF advised the parties in formulating and delivering a deal.



MARCH 2020

MBO of R.E.A.L. Education Limited.

Smith Cooper advised the parties in formulating and delivering a deal.



Our ethos and credentials

At Smith Cooper Corporate Finance, we start by thoroughly understanding your objectives and business issues before creating highly flexible, innovative solutions that fit your needs.

We deliver practical, commercially-viable advice with positivity, and tenacity. We strive to deliver exceptional service quality, irrespective of the size of the deal, by building close relationships with clients, keeping them well-informed and providing a proactive service to guide them every inch of the way.

The corporate finance team regularly features as one of the most active dealmakers whilst consistently delivering the highest quality service; this has been recognised by many industry awards, and is evidenced repeatedly in client testimonials.





Client testimonials

"The specialist advice provided by the team at SCCF demonstrated their astute commercial knowledge and was in line with our aspirations, allowing Chris to exit in a timely and efficient way."

James Twigg, Managing Director, Total Integrated Solutions Limited

"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."

Paul Turner, Director, Corstorphine + Wright Limited

"SCCF were a pleasure to work with in completing this complex transaction. They demonstrated a strong depth of knowledge in professional services, robustly managed the process to an expedient timetable and demonstrated the tenacity, patience and fortitude to bring the buyer and seller to a mutually agreeable place to complete the deal."

Mike Dearing, Consultancy Partner, Aмео Professional Services Limited

"The team at SCCF took the time to understand our business, creating a really flexible strategy that has helped us fulfil our commercial objectives."

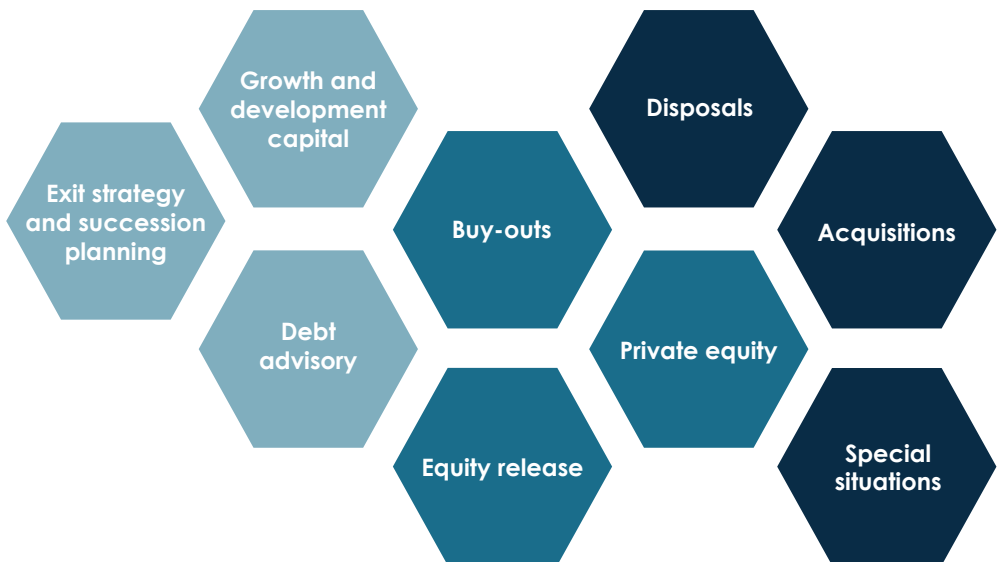
Tom Burks, Operations Director, Chaffin Works



Our services

By understanding your aspirations and business issues, we will work with you to deliver practical, commercially-viable advice with positivity, and tenacity. Whether you are looking to buy, sell, exit or raise finance - we can help.

Our highly experienced, partner-led advisory team specialises in comprehensive, high-intensity project management of deals, usually up to £50m. We are equally happy advising at a strategic level, or on discrete aspects of a transaction.



Get in touch



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About Smith Cooper

Smith Cooper Corporate Finance is part of the award-winning, multi-disciplinary accountancy and advisory firm, Smith Cooper, which provides wide-ranging services to owner-managed and mid-corporate businesses.

We operate from 9 offices, have 15 partners and c.200 staff. We have national and international reach.

Our approach is highly bespoke and personalised, based on building trusted relationships before formulating practical and innovative solutions. We take pride in delivering outstanding service from partner-led, expert, proactive teams.

Our quality has been recognised by many industry awards and client testimonials.



Microsoft
Partner



Gold Cloud Productivity
Silver Collaboration and Content
Silver Small and Midmarket Cloud Solutions



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