

# RPGCC

Corporate Finance



**Are you looking to grow your business through acquisition?**

# Growing your business through acquisition



If you are serious about growing your business through acquisition and M&A is a key part of your strategy, we recommend taking a pro-active approach to the identification of, and approach to, target companies.

However, without the help of a professional intermediary this can be difficult, so we put together a list of the ways in which we here at RPGCC Corporate Finance would typically help:

## Market Research & Mapping

Using our sector knowledge, experience and databases we can identify target companies that meet your acquisition criteria – size, geography, nature of activities, financial position etc. We present a bespoke report to you which provides initial details of suitable target companies, inclusive of activities, ownership, commercial, financial and operational position. This is then typically “filtered” by our clients to determine which of the companies most closely aligns with their acquisition criteria. This report is offered as a stand-alone assignment but is usually followed by the additional support outlined below.

## Approach to Target Companies

We are then able to approach shortlisted target companies on behalf of our client to see if there is any interest in a sale of their business. In our experience, target companies are often more receptive to an approach from an intermediary, such as RPGCC, and are therefore prepared to have an initial, no commitment meeting.

## Analysis and view on valuation

On the basis that the target company is receptive after the initial approach, there normally follows an exchange of preliminary information (under a confidentiality agreement) that allows our client to confirm interest and form an initial view on valuation and structure of a possible acquisition offer. RPGCC’s corporate finance team is able to provide advice and support in relation to the valuation and content of this first offer.

## Negotiation and Heads of Agreement

RPGCC is able to help on the negotiation of first offer through to Heads of Agreement. Often, there is further information provided by the target company enabling this negotiation to take place.

## Due diligence & project management through to completion

We are able to undertake financial due diligence on behalf of our client and to project manage through the due diligence phase, resolving issues in a timely and commercial manner.

### What are the benefits of this pro-active approach?

A pro-active approach identifies those target companies that are most likely to meet your acquisition criteria.

Acquisitions are made “off market” and typically this results in better terms and conditions for a transaction as compared to an auction style process with several other interested parties.

Integration is often quicker and with fewer risks since the target company aligns well with your acquisition strategy.

If you are interested in learning more about how we can help implement your acquisition strategy, please contact us on 020 7870 9050 and speak to a member of our Corporate Finance team, any of whom would be happy to arrange an initial meeting with you at no cost or obligation.



#### Author:

Philip Bird is a Partner in the London Corporate Finance team and he has over 25 years experience in corporate finance, principally providing mergers and acquisitions and fund raising advice. Philip has worked with major multinational organisations and privately held businesses, including private equity firms and management teams. Philip has particular experience and expertise in the transport and logistics sector and leads the firms services in this sector.

If you have any questions about this article or indeed any area of M&A transactions, Philip and his team would be delighted to help.

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