

Corporate Finance

David Wilkes
MD of MBO
Occam Systems
Ltd:

“It’s easy to think that because you know the business you don’t need advice. Having Blue Sky on hand to guide me, provide independent advice and review the mass of documents you have to sign was an immense help.”

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Guidance through the Mergers & Acquisition Maze

History tells us that it is often the early phase of recovery from recession that is most fragile, early indications show a clear increase in M&A activity across the market. Private Equity firms and larger businesses alike have funds to invest. Acquisition activity, particularly potential MBO deals, is expected to materially increase.



Merger or acquisition transactions are likely to be a relatively infrequent transaction even in the life of a prolific entrepreneur. It follows that the key to unlock a successful transaction is the selection of experienced professional advisors. From the stage of identifying and researching potential M&A targets through the process of negotiating the best deal and advising on the many complex legal documents, it is important to work with an advisor who has navigated the maze many times before.

M&A transactions often afford a company (or group) an opportunity to review and optimise their structure from a tax, dividend or loss relief perspective. However, this opportunity is a one-off and in most cases you will only get one chance to make sure that the most is made of the opportunity.

Merging with another company or making a corporate acquisition does not mean that you must get lost in the maze. Our friendly, professional and experienced advisors will guide you through the process, make sure that you optimise the opportunity and help you to manage the project.

No deal is too difficult, too large or too small.

