

How can we help?

Strategic review of your options

When is the best time to buy/sell, what are the market conditions like, sources and availability of funding and what are the best options – growth, consolidation, trade sale, MBO, equity finance, debt finance, grants?

Business valuations

How much is your business worth? How much will suitors be willing to pay? Has the seller overstated the price – if so what evidence have you got to back up your claim during the negotiations?

Getting fit for purpose

We will help you to analyse all the aspects of your business that will be scrutinised by potential investors and/or acquirers so that we can get your business fit for purpose. If funding is required, then we will help you capture your plans in detailed financial projections and an “investor ready” business plan document, prerequisites to any fundraising.

Identifying potential buyers and acquisition targets

We have access to a client base, databases, research tools and an extensive network of contacts which could assist you in identifying a potential acquirer for your business or a potential business for you to acquire.

Fundraising

We will help you to decide on the best form of finance to fund the transaction, and we will liaise with funders on your behalf in order to secure the right funding package to suit your requirements.

Manage the process on your behalf

You need to run your business whilst a transaction or fundraising is happening so we will manage the process for you, dealing with enquiries, negotiations, agreeing Heads of Terms and liaising with other accountants, lawyers & funders involved in the transaction/funding round.

Tax planning

We will help you to structure the transaction effectively to minimise your tax liability and maximise the value that you receive from the deal.

Post deal

We can work with you in measuring the impact of the transaction, acting as a sounding board on all matters financial.

martin aitken
accounting | tax | finance

Looking to buy a
business, grow
your business or
thinking of
selling?

We can help.



Mark McRae
Director
mark.mcrae@maco.co.uk



Euan Ferries
Associate Director
euan.ferries@maco.co.uk



Derek Hanlan
Associate Tax Director
derek.hanlan@maco.co.uk



Damian Gray
Corporate Finance Executive
damian.gray@maco.co.uk

maco.co.uk | ca@maco.co.uk | 0141 272 0000

Corporate Finance
Providing expert guidance to companies,
individuals, and institutional investors

Martin Aitken & Co Ltd (maco.co.uk) provides audit, accounting, corporate & personal tax, business services and financial advice and services to individuals, businesses and third-sector organisations. Martin Aitken & Co is registered to carry out audit work and regulated for a range of investment business activities by the Institute of Chartered Accountants of Scotland. Martin Aitken Financial Services Ltd is authorised and regulated by the Financial Conduct Authority (Financial Services Registered Number: 464997). © Martin Aitken & Co 2023

maco.co.uk | mafsLtd.co.uk

martin aitken accounting | tax | finance martin aitken financial services maco accounting | tax | finance caledonian accounting & payroll services

Completed projects

Fundraising - QTV

We assisted QTV, a business in the sports media sector, looking to invest significant sums in an innovative production facility and take advantage of the market opportunities, both in the UK and abroad, which the new facility would introduce. MACO worked extensively with the company in producing a comprehensive business plan and financial projections which identified the financial aspects of the expansion and the future funding needs. During the period of our work, the Covid pandemic severely impacted the business and we had to look at and assist them in, securing short-term funding to stabilise the business. This was successfully achieved and the focus moved back to the longer-term plan. MACO worked with the company in securing a funding package worth over £1.25m, comprising equity, debt and grants. Over the course of our work, in addition to working on the business plan and projections, we also advised on valuation, tax aspects and shareholder structure.

Acquisition - OPG

OPG is a graphics business based in South Lanarkshire primarily in the commercial fleet livery sector. On this assignment, MACO was advising and supporting the new management team with planned BIMBO (Buy In, Management Buyout), acquiring the business from the exiting shareholders. Our work included:

- Assessing the value of the company being acquired;
- Restructuring the group to compliment the acquisition transaction;
- Progressing discussions with the stakeholders to the transaction including scoping the Heads of Terms negotiations;
- Developing a business plan outlining the proposition with a view to securing the required funding to undertake the transaction;
- Undertaking due diligence on the business being acquired; and
- Working with other advisers and funders in concluding the transaction.

Sale - Iain Hill Ltd

MACO was engaged by the shareholders of Iain Hill Limited, a family-run wholesaler of soft drinks, crisps and confectionery, to review possible succession options. Options discussed included the next generation of the family taking over the company, middle management undertaking an MBO and a third-party sale. The latter, namely a third-party sale, was identified as the most appropriate route to follow and MACO assisted the owners in:

- Looking at the value of the company;
- Identifying potential acquirers;
- Progressing discussions with the preferred acquirer including inputting into heads of terms negotiations;
- Supporting the exiting shareholders through an extensive due diligence process; and
- Working with other advisers in concluding the transaction.

Project Kit

Sale to overseas buyer of an equipment hire business. The consideration comprised of cash at completion coupled with equity reinvestment in the acquirer. Our role was to advise on the deal structure, input into the heads of terms and negotiation, facilitating due diligence on the target company, undertaking due diligence on the overseas acquirer and working with both UK and overseas lawyers inputting into the transaction. Consideration £5m+.

Local Authority Framework

Working with a variety of businesses and sectors at various stages of their life cycle to help them achieve their growth plans. This included business planning, fund raising, systems improvement and a wide range of commercial and taxation advice. Over 50 businesses supported.

EMI share option scheme - Willo Technologies Ltd

We were engaged to advise on the setting up of an EMI scheme designed to reward and retain key personnel in Willo Technologies – a company that has developed a recruitment platform for online video interviewing. Our role involved firstly understanding what the end goal was in terms of, for example, percentage of shares allocated to the EMI scheme, who was going to participate and terms attached to any options e.g. when they could be exercised, good leaver, bad leaver clauses etc.

Having got a good understanding of what was being sought, we undertook a valuation of the EMI options, arriving at Actual Market Value (AMV) and Unrestricted Market value (UMV). A report was prepared outlining our conclusions on AMV and UMV and discussed with Management. This valuation formed the basis of the submission to HMRC, as undertaken by MACO, seeking approval of the EMI scheme and the associated values.

With the scheme approved by HMRC, MACO then worked with the company's lawyers in implementing the EMI scheme.

MACO have undertaken numerous EMI schemes over the years and we are well-versed on what is acceptable to HMRC and what is not

Grants

Over 30 years of experience of securing grants such as RSA for clients, within the MACO team. Recent wins include a £57k grant for a manufacturing business and a £500k award for a media sector business. MACO's role included scoping out the project and the capital expenditure and employment aspects, working with the business in capturing the expansion plans in the financial projections, helping them with the application process including articulating the case for grant assistance and negotiating the award level.

