

Acquisitions & Disposals

Are you looking to make an Acquisition?

Are you looking to grow your company by acquisition? If so, our research tools can help you to identify potential acquisition targets and our experienced corporate finance team will help you to make the approach, undertake the valuation, negotiate the deal terms, undertake due-diligence and even help you to put together the finance to complete the deal where necessary.

Our hands-on practical approach provides ways to achieve successful transactions. As part of our service of advising on the process from start to finish, we begin by establishing your deal criteria, ambitions and plans. Our work includes:-

- Strategic review and competitor analysis of your sector
- Researching and identifying key targets locally and internationally
- Valuation
- Confidential approach to the vendors
- Transaction structuring, tactics and negotiation
- Advice on financing, be it debt, equity or other more complex instruments
- Advice on the taxation implications of the deal proposed
- Supervising and in some cases managing the due diligence process, legal and other issues to work towards a successful completion

Are you looking to sell your Company?

When you are considering the sale of your company, no matter how large or small, achieving the best possible terms is your primary concern. Blue Sky begins the process by reviewing your corporate strategy and helping you to decide whether a disposal is the most appropriate option. We can help you to achieve your objectives by:-

- Developing the sales strategy and plan designed to assist exploitation of the vendor's return as well as establishing price expectations and realistic valuation parameters
- Involving tax expertise and industry focused professionals to assist in developing the most beneficial environment for the sale
- Identifying and assessing prospective purchasers in your sector in the UK and Internationally
- Advising and assisting on the drafting of the disposal information memorandum and other collateral produced in support of the sale mandate
- Assisting and management of the bid/offer process and the detailed negotiation of the offer terms, seeking to create a competitive bid/offer environment with a view of maximising the outcome for the vendor(s)
- Engagement with (and in some cases the project management) of the due-diligence process including advice and guidance upon the timing and scope of that process
- Management of the process through to its successful completion
- Throughout the disposal process we distinguish ourselves by our creative thinking and by the professional manner in which each stage is handled. We work towards the most favourable outcome in the market place, from inception to completed negotiations



To find out how **Blue Sky Corporate Finance** can help you please call **0845 BLUE SKY** (0845 2583759)
www.blueskycf.com