

Royce Peeling Green provides services to private companies of all sizes, small listed businesses, owner-managed and family enterprises and not for profit organisations across a wide range of sectors.

The term Corporate Finance covers a broad range of activities. Here we set down some key areas and how RPG can assist you with these matters.

Strategic and Business Planning

Often a transaction arises out of the preparation of a strategic plan by a business. This may identify that a non-core division should be sold or that organic growth is not going to achieve the businesses targets and an acquisition strategy would be more effective. We can assist in strategic planning by facilitating and focussing the process and by using forecasting software to produce high quality, professional and flexible financial forecasts. This allows "what if?" scenarios and sensitivities to be considered in an efficient and controlled way.



Fundraising for Growth, Acquisition and Working Capital

As funding becomes harder to access a focussed and well thought through proposition to potential lenders is vital. We can approach the funders who are active in your particular sector by using our knowledge and experience of working regularly with them. There is also a constant stream of new funding products available such as Seed EIS, crowd based lending and new business angels. We have access to these emerging sectors and can introduce them where appropriate.

Acquisition Strategies

If you decide on an acquisition strategy you need a structured mechanism for identifying potential targets. We have systems which allow us to identify all companies on the market which meet your parameters. We can also identify companies which are not currently available and make direct approaches.

Due Diligence

Once a target has been identified and an outline agreement reached it is then necessary to carry out sufficient due diligence to confirm that the information on which you have made your offer is all valid and that there are no other issues which would revise your view of the target. We will agree a structured and targeted due diligence exercise in order to report to you on the issues that are material to the acquisition decision.

Transaction Services

Once an offer is made and accepted there is a complex legal procedure to go through. This ensures that you are completely clear as to what you are acquiring, how much is being paid and what recourse you have if things do not work out. This may be a process you only go through once or twice during the life of a company and therefore it is vital to have professional advice from someone who goes through this process on a regular basis. There is usually a significant amount of financial input into the legal agreements as regards tax, completion accounts and any earn out or deferred consideration.

Acquisition Integration



Following a successful acquisition it is vital that the target is quickly and effectively integrated into your current operations. It is this initial phase which is likely to have most bearing on the success or failure of the transaction. We have significant experience of supporting businesses through this process and can put in place dedicated staff to assist in the transition.

