

# June 2023 Corporate Finance Update

**The corporate finance team at PKF Francis Clark has seen a busy start to 2023 advising on 14 deals with a combined value of over £180 million.**

The team are pleased to have seen a sustained level of M&A activity with both private equity and acquisitive corporates seeking bolt-ons. Whilst challenges remain, particularly in consumer and discretionary spend sectors and due diligence processes continuing to take longer, valuations have remained robust for quality assets.

Many business owners now have one eye on the election in the next 18 months and are seeking to understand what this might mean for their sector, the economy as a whole and M&A activity.

Concerns over potential changes in tax and the impact on after tax proceeds has meant shareholders are actively looking to understand their options to realise value sooner.

With liquidity remaining strong across a broad range of funders, we expect to see a continuation of resilience over the next six months to support a full range of transactions.

We have seen a flurry of deals being initiated recently that will come to market in the coming months, in part, due to a more promising outlook with a view to completing before the impact of political uncertainty takes hold.

## Recent deals



 <b>CERO GENERATION</b> SALE Advised on sale of its 720MW portfolio of UK solar and battery projects	 <b>CLADE ENGINEERING SYSTEMS GROUP LTD</b> RAISING FINANCE Advised on the fundraise of Clade Engineering Systems Group Ltd by Groupe Atlantic	 <b>ERS TRANSITION LTD</b> SALE Advised on sale of ERS Transition Ltd to Cairngorn Capital Partners LLP	 <b>HARWOOD PRIVATE CAPITAL, KJB CONSULTING &amp; PETERBOROUGH METAL RECYCLING</b> DUE DILIGENCE & ADVISORY Provided due diligence, financial advisory and tax advice on the reverse takeover of Peterborough Metal Recycling by KJB Consulting
 <b>KF BARTLETT LTD</b> EMPLOYEE OWNERSHIP TRUST Advised on sale of KF Bartlett Ltd to an Employee Ownership Trust	 <b>STRATTON CRAIG LTD</b> SALE Advised on the sale of Stratton Craig Ltd to Positive Change Group Ltd	 <b>TVG MEDIA / THE PIXEL</b> MANAGEMENT BUYOUT Advised on the MBO of TVG Media / The Pixel	 <b>VALVES ONLINE LTD</b> SALE Advised on the sale of Valves Online Ltd to R&G Fluid Power Group Ltd

## What our clients say....

**Steve Leyton, co-founder and MD of The Pixel:**

*"They have been incredibly supportive throughout the deal process in showing us the art of the possible. It's been a highly successful and enjoyable relationship, and we've always had complete trust that they are acting in our best interests."*

**Darren Clare, CEO, Stratton Craig:**

*"Selling a business, as I have recently experienced, is a complicated and often stressful process to go through. Choosing the right corporate finance team to support the journey is essential. I count myself very lucky to have worked with PKF. They have been absolutely incredible, their professionalism, knowledge and approach has been faultless."*

**Michael Hodgson, finance director at Clade:**

*"The PKF team's support and guidance of the management and shareholders of Clade has been excellent throughout the investment process."*

**Andy Pooley, CEO and shareholder of ERS Transition Limited:**

*"From support on the original acquisition several years ago to completing this transaction, the support from PKF Francis Clark has been invaluable. With such a complex deal, the specialist advice the team were able to provide was pivotal in reaching a successful outcome. I can highly recommend their services."*

**David Wrench, Partner, YFM on the Xapien transaction:**

*"It was a pleasure to be able to work with the team at PKF Francis Clark on our investment into Xapien. They did a great job in identifying the key issues and focussing on these working alongside the deal team in a really collaborative manner. As usual, the PKF team maintained a dedicated approach throughout and provided insightful advice in a timely manner. We look forward to working with them again on future transactions."*



**We are delighted to announce that we have been shortlisted for multiple awards at the Insider South West Dealmakers Awards 2023.**

Andrew Killick commented: *"It is a great accolade that the team has been recognised for the work that they have done for clients over the last year. We look forward to the awards evening, which is an opportunity to celebrate the South West's vibrant deal-making community."*

The awards take place on 29th June in Bristol and we are in the following shortlisted categories:

- *Corporate Finance Advisory Team of the Year*
- *Small Deal of the Year (sub £10m) – Rotamic Engineering*
- *Small Deal of the Year (sub £10m) – BN Care*
- *Medium Sized Deal of the Year (£10m-£25m) – TVG Media (t/a – The Pixel)*
- *Management Team of the Year – TVG Media (t/a – The Pixel)*
- *Young Dealmaker – Tom Hicks*

**If you want to discuss any transactions you are considering or want to discuss your business with our Corporate Finance team then please contact:**



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