

## POST-TRANSACTION SERVICES

It is often the post-transaction period where acquirors need advice based on experience. Re-engineering a business after a successful acquisition is a complex matter. Our services in this area include:

- Identifying an integration strategy for the acquired or newly streamlined business.
- Cashflow modelling and the preparation of revised business plans.
- Implementation of common reporting structures, systems and reports.
- Practical planning for capturing the transaction synergies that usually form a key motivation for most acquisitions.
- Experienced advice in relation to managing cultural clashes and expectation gaps.

We regularly continue to act for and assist our clients as retained advisors once the acquisition has successfully completed.

## CONTACT DETAILS

JDC Corporate Finance operates from fully equipped modern offices in Norwich with further office facilities in London.

### **Norwich Office:**

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[www.jdccorporatefinance.co.uk](http://www.jdccorporatefinance.co.uk)

## WHY JDC CORPORATE FINANCE?

JDC Corporate Finance is a service-led business run by experienced hands. We pride ourselves on understanding our clients' objectives and on having the necessary experience to deliver the results they require.

Our team is led by Jon Dodge, who has over 15 years corporate finance experience and has acted as lead advisor in over 50 successfully completed sale or purchase transactions ranging in value from less than £75,000 to in excess of £50 million.

Our clients tend to come either through personal recommendation from existing clients or through other professionals involved in the transaction process. It is rare for us to act for a client only once.

You can find out more about the full range of services that we provide at [www.jdccorporatefinance.co.uk](http://www.jdccorporatefinance.co.uk)

## ACQUISITION SERVICES

JDC operates a code of conduct to ensure that all types of data are managed in a way that complies with the Data Protection Act 1998. If you do not wish to be informed about the services we offer please contact us at the address shown above. Regulated by the Institute of Chartered Accountants in England and Wales for a range of investment business activities. © JDC Corporate Finance.



# JDC – THE ART OF CORPORATE FINANCE

## OUR SERVICES

Valuations  
Acquisitions  
Disposals  
MBOs/MBIs  
Divestments  
Equity investment  
Restructuring  
Business plans  
Financial projections  
Strategic development  
Commercial analysis  
Market intelligence

## ABOUT US

JDC Corporate Finance specialises in providing transaction and related corporate advisory and tax planning services to owner managed businesses.

At JDC we consider our fundamental brief is to assist owner managers to achieve the development goals, growth plans and capital realisation aspirations that they have for their businesses.

This brochure is an introduction to the principal acquisition services that we provide, either on a stand-alone basis or alongside our complementary broader based corporate advisory services.

While specialising in corporate finance and related advisory services, JDC also has a general practice arm which is the perfect partner for developing and enterprising businesses that require a bit more from their accountants.

You can find out more about the full range of services that we provide at [www.jdccorporatefinance.co.uk](http://www.jdccorporatefinance.co.uk)

## PRE-TRANSACTION SERVICES

**Preparation** — appraising the existing business structure, strengths and weaknesses and advising on steps to be taken to facilitate an acquisition.

**Target appraisal** — identifying 'best fit' target businesses and advising on acquisition structure and tax considerations.

**Business planning** — preparing an acquisition business plan to assist with the effective integration of the target and in raising acquisition finance.

**Raising finance** — advising on the available options for debt and equity based funding.

**Target searches** — forming effective search criteria, identifying potential targets, investigating and presenting our findings.

**Valuations** — valuing potential targets.

**Due diligence** — limited or full scope due diligence investigations of target businesses.

## LEAD ADVISORY SERVICES

**Target contact** — contacting potential vendors, instigating initial discussions and dealing with confidentiality undertakings.

**Negotiation** — leading and/or advising in negotiations.

**Heads of agreement** — preparing detailed heads of agreement to ensure a clear understanding of the terms of the transaction and to reduce unforeseen complications and delays as the transaction progresses.

**Structuring the deal** — identifying an appropriate tax and commercial structure for the transaction.

**Transaction management** — actively managing the transaction process to minimise delays and reduce disruption to the acquiror's business.

**'Hand holding'** — not all buyers are in familiar territory. Providing guidance and assistance throughout the process is one of our particular strengths. We are often able to provide invaluable assistance in managing the 'softer' aspects of the deal to facilitate its smooth running and successful completion.