

## POST-TRANSACTION SERVICES

Post-transaction issues faced by sellers do not revolve solely around how to spend the money.

In the context of a divestment, we assist in:

- Refocusing or remodelling the remaining business or group.
- Business planning for reinvestment and redevelopment.
- Structural issues relating to staffing and internal reporting.
- Post-transaction interaction with the purchaser:

For owner managers who have exited completely, we assist in:

- Dealing with the purchaser through the lock-in period.
- Refocusing on possible new business activities without breaching non-compete undertakings.
- Sourcing new business opportunities.

We regularly continue to act for and assist our vendor clients in their subsequent business ventures.

## 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)

## DISPOSAL 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 disposal 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

**Planning** — reviewing the business, advising on pre-sale 'grooming' and on the right timing for a disposal.

**Analysis** — identifying key financial and non-financial criteria for the sale of the business, a realistic valuation and the best tax structure for the deal.

**Pre-sale due diligence** — carrying out a pre-sale due diligence investigation in order to reduce the likelihood of unexpected issues arising through the purchaser's subsequent due diligence and to properly prepare for the sale process.

**Purchaser profiling** — identifying potential purchasers and targeting them in order to achieve the best chance of maximising proceeds when completing the transaction.

**Preparing sales memoranda** — preparing short form and long form sales memoranda, specifically tailored to attract the attention of targeted purchasers.

**Pre-disclosure reviews** — identifying the documentation likely to be required by the purchaser and co-ordinating its availability.

## LEAD ADVISORY SERVICES

**Target contact** — contacting potential purchasers, 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 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 vendor's business.

**Due diligence** — managing the process to preserve confidentiality and ensure a smooth progression of the deal.

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