



 BTG McInnes Corporate Finance

Making Transactions Happen

Our commitment to partner-led transactions means every client receives the highest level of advice throughout the life of a transaction and beyond.



BTG McInnes Corporate Finance is one of the UK's leading Corporate Finance teams. With an outstanding reputation for deal origination and execution we consistently exceed our clients' expectations by delivering creative and effective solutions on all forms of corporate transactions.

Our clients, who range from major international corporations and FTSE 100 companies to owner-managed businesses, management teams and many of the UK's major financial institutions, all have one thing in common: they recognise the importance of working with a corporate finance team that has the experience to make transactions happen, irrespective of their complexity.

With an unparalleled track record in achieving successful completions in the £1 million to £100 million plus mid-market we have the depth of skills and expertise to deliver proactive, honest and creative advice that is focused on one goal: achieving the optimum outcome for our clients.

Unlike in many other corporate finance teams, every BTG McInnes transaction is partner-led from inception to completion, thus ensuring that our years of experience and in-depth knowledge of the wide-ranging issues and complexities that can affect a transaction are brought to bear at every step of every deal.

Our Services:

Disposal Planning and Execution

A common goal for most shareholders is to maximise the value realised from a disposal process. Our objective and responsibility is to assist our clients to achieve this goal.

Our significant experience of planning and executing business exits enables us to identify and communicate opportunities to enhance value in the short-term. Furthermore, we focus on potential risks and obstacles to securing a successful exit, enabling our clients to take appropriate action prior to commencing any external process. In our opinion, successful planning is the key to delivering a successful outcome, therefore, the earlier our involvement in the disposal thought process, the greater the probability of achieving the optimum outcome for our clients.

MBOs and MBIs

An MBO or MBI is an exciting opportunity for management teams to generate significant personal wealth. As a result, they must have advisers they can trust and who have the experience to not only negotiate the best possible deal for the team, but also the ability to secure funding appropriate to the transaction and the specific circumstances of their business.

We have strong relationships with the UK's leading venture capitalists and debt providers and, as a result, have a deep understanding not only of their requirements to achieve a successful completion but also the many pitfalls that can jeopardise the process.

We make it our responsibility to manage the many complexities of the process and to ensure that management teams remain focused on maintaining the performance of the business at this crucial time.

Institutional Advice

Whether investing in debt, equity, or both, institutions need trusted advisers who provide high quality and truly impartial advice. Our strong reputation in the market for consistently delivering proactive, honest and creative advice is recognised by many of the UK's leading financial institutions and has made BTG McInnes their adviser of choice.

Rather than simply identifying and highlighting potential issues, we see the role of adviser as actively taking a lead in managing an investment opportunity to a successful completion. We make it our responsibility to recommend creative and appropriate solutions to such issues as or before they arise and to provide straightforward and honest advice on whether an investment opportunity should be pursued to completion.

Our experience, knowledge and attention to detail are all focused on one goal: achieving the optimum outcome for our clients.



Mergers and Acquisitions

Through dedicated research capabilities and an in-depth understanding of our clients' businesses and strategic objectives, we are able to generate attractive acquisition ideas and opportunities. We are experienced at unlocking such opportunities, often on an exclusive basis from the outset. These skills have proved key for many acquisitive UK companies seeking to achieve market consolidation or extension, as well as many listed and large privately-owned European and US groups targeting entry into the UK through acquisition.

We provide valuable input on issues such as valuation, deal structuring and bid tactics, taking into account not only the commercial benefits of the proposed transaction but also our assessment of the personalities involved.

Should external funding be required to complete the transaction, we will use our knowledge of the deal and our extensive relationships with UK debt and equity providers to assist our client to secure a successful outcome.

Equity Release and Development Capital

Successful businesses often require external funding for a number of reasons, including:

- The need for investment capital to unlock growth opportunities.
- The need to restructure an inappropriate or ineffective existing capital base.
- A desire to release value created in order to reduce shareholders' risk exposure.

Our strong relationships with the UK's leading debt and equity providers enable us to identify creative and appropriate funding solutions for a wide range of differing objectives. At BTG Mclnnes, however, we go beyond just identifying an appropriate funding solution by ensuring that such external funders, or partners, are the 'right fit' for the business and the existing shareholders in terms of the understanding and value they bring.

Whether the funding solution requires debt, equity, or a combination of both, we work closely with our clients to ensure that the funding requirements, both in terms of quantum and nature, meet their overall objectives both in the short-term and longer-term.

Financial Restructuring

Whether a business is experiencing cash-flow difficulties, has current facilities that are inappropriate to meet its future needs or is simply not maximising its potential, we have the experience to advise on, and implement, a number of restructuring solutions.

Our team works alongside directors, board members, management, lenders and other stakeholders to create strategies that give businesses the best chance of a successful restructuring. Our restructuring services are tailored to the requirements of the individual client and include: diagnostic business reviews, equity and debt refinancing, creditor and cash management, solvent reconstructions, profit and cash improvement, accelerated M&A advice, management of bank relationships and the realisation of assets.

Having a genuine interest in the health of our clients we work closely with them to address the operational and financial challenges that will help secure their long term future. Whatever the drivers of a proposed restructuring or refinancing, whether they are positive or negative in terms of trading profile, we have the experience to identify and deliver the appropriate solution.

Transaction Services

We provide our corporate and institutional clients with highly commercial and committed opinions on potential transactions via reports that contain open and honest commercial analysis and opinion. We assist our clients to identify and assess the key issues facing the business and the drivers behind maintainable profits. This usually involves generating an in-depth understanding and analysis of all key relationships, operations and market and financial dynamics.

Thorough investigative research is key and typically covers historic financial performance, projections and cashflows, whilst also taking into account any other issues, sensitivities and vulnerabilities. Our investigations may also consider: quality of management information, systems and internal controls, pensions, employees, tax and legal issues and any other matters we believe our clients should take into account prior to completing the proposed transaction.

Our objective is to consistently deliver practical commercial opinions on transaction opportunities, rather than heavily caveated commentary.

Additional Services

As part of the Begbies Traynor Group, one of the UK's leading independent professional services organisations, we have access to many other services, including:

- Corporate Recovery
- Commercial Finance
- Tax Planning
- Forensic Accounting
- Financial Investigation
- Corporate Intelligence
- Risk Consultancy

International Cover

BTG McInnes is a member of The Integrated Advisory Group (IAG International), a unique worldwide association of professional firms committed to delivering the highest standards of service on cross border transactions.

Our membership of IAG gives us the ability to provide excellent, reliable and high quality advice both to UK companies looking at overseas transactions and international companies with UK subsidiaries.

Working With Us

Our success is built upon developing close and longstanding relationships with our clients and a deep understanding of their respective businesses. Only by investing such time and energy are we able to consistently deliver the quality of advice our clients expect. If you would like to speak to one of our partners about the difference BTG McInnes Corporate Finance could make to your business, please call us today.

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