

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, reaching towards a clear blue sky. The buildings are arranged in a circular pattern around the center of the frame, creating a sense of height and urban density.

# SMITH COOPER CORPORATE FINANCE DEALS 2017

SMITH  
COOPER 

# DEALS 2017

Dear Reader,

Welcome to the Smith Cooper Corporate Finance annual deals publication, which showcases 2017 as our most successful year yet, with a record breaking 35 deals - a hike from last year's total of 28. Our deals are mainly in the Midlands, but a significant number are outside the region and spread across the UK.

This performance secured us a top 10 UK-wide ranking during the year, and positioned us 9th by deal volume in the Midlands. This placed us alongside some much bigger players in the sector and confirms that we punch "above our weight". We were also delighted to be awarded the SME Deal of the Year 2017.

The uncertainty pervading the UK's political and economic landscape during the last 12 months has not significantly affected activity, testament to our high-quality team whose innovation and determination has shone through.

Smith Cooper Corporate Finance completed most of its 2017 deals within the Midlands, including the merger of Hallam Internet Limited and Big Spring (UK) Limited, the acquisition of Ultrasound Direct by The Fertility Partnership and, more recently, the raising of £3m of development capital from private equity investor Foresight Group for Nottingham-based specialist coffee company, 200 Degrees.

However, deals also extended nationally and internationally, with the team acting for North-East based Wiltshire Farm Foods (Newcastle) Limited, a franchisee of the UK's leading frozen meal home delivery business Wiltshire Farm Foods (WFF), and Kuwait-based food retail group KFG, amongst others.

The type of deals were varied, including acquisitions, sales, management buy-outs and buy-ins, as well as several development capital deals, as is illustrated within this publication.

Confident of continuing to grow our activity levels, we invested heavily in additional team members during 2017 including Tom Joy in Birmingham, and James Ward and Alex Thompson in Nottingham.

Our transaction pipeline indicates an even better 2018. We look forward to continuing to deliver innovative, specifically-tailored solutions to meet client expectations. Whatever your aspirations may be, we would be delighted to hear from you.

*John Farnsworth*  
Head of Corporate Finance



# WHAT'S INSIDE?

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# LEADING CORPORATE FINANCE ADVISORS

Our highly experienced, partner-led advisory team specialises in comprehensive, high-intensity project management of deals, usually up to £50m. We are equally happy advising at a strategic level, or on discrete aspects of a transaction.

We deliver practical, commercially-viable advice with positivity, and tenacity. We strive to deliver exceptional service quality, irrespective of the size of the deal, by building close relationships with clients, keeping them well-informed and providing a proactive service to guide them every inch of the way.

# 2017 DEALS ANALYSIS

## SECTOR FOCUS



- Business services
- Sport & Leisure
- Food & Beverage
- Financial Services
- Healthcare
- Manufacturing
- Technology, Media & Telecomms
- Consumer

Our specialism is in the SME market working mainly with corporates, family owned businesses and entrepreneurs. We are sector agnostic. The chart above highlights the sectors for our completed transactions during 2017.

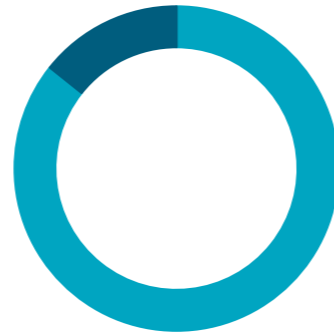
## BUY, SELL AND RAISE FINANCE



- Buy-Side
- Sell-Side
- Other

We advise on all aspects of transactions. By performing both buy-side and sell-side roles we remain close to any issues and trends in the market. We also provide other services, listed on the 'Our Services' page.

## UK VS. OVERSEAS



- UK
- Overseas

We have a proven track record of accessing international funds and purchasers. 2017 was no exception to this with SCCF completing deals with businesses in the US, Middle East, Australia, Europe and Africa.

# OUR 2017 DEALS



Management buy in of Alca Fasteners Limited

Smith Cooper advised the sellers

February 2017



Splendid Hospitality Group LLP acquired KFC business from KFC (GB)

Smith Cooper advised the acquiror

February 2017



Mr Tyre Limited shareholder buy out

Smith Cooper advised the acquiror

February 2017



Hubaco Limited acquired FieldCandy

Smith Cooper advised the sellers

February 2017





Carlisle Companies acquired Adsheed Ratcliffe & Co Limited

Smith Cooper advised the sellers

February 2017



York Group Limited acquired WFF (York) Limited

Smith Cooper advised the sellers

March 2017



Twintec Properties Limited acquired Twintec Limited

Smith Cooper advised the sellers

March 2017



JBS Group acquired SBA

Smith Cooper advised the sellers

March 2017



Acquisition of minority stake in Audiense Limited by investor

Smith Cooper advised the acquiror

March 2017



Management buy in of Greenshields JCB Limited

Smith Cooper advised the acquiror

April 2017



Robbie Jones acquired WFF (Newcastle) Limited

Smith Cooper advised the sellers

June 2017



Hex Energy Limited acquired Earthat Limited

Smith Cooper advised the sellers

June 2017



MPS Care Group Limited acquired Prestige Care (Thorne) Limited

Smith Cooper advised the acquiror

March 2017



The Fertility Partnership acquired Ultrasound Direct Limited

Smith Cooper advised the sellers

March 2017



Merger of Hallam Internet and BigSpring

Smith Cooper facilitated and guided the merger process

March 2017



Management buy out of Evac + Chair

Smith Cooper advised the sellers

March 2017



Alan Hardy acquired Ilkeston Football Club Limited

Smith Cooper advised the sellers

July 2017



ADB Alarms Group Limited acquired ADB Alarms Limited

Smith Cooper advised the sellers

July 2017



Herbert Group acquired Kout Food Group New Chicken Limited

Smith Cooper advised the sellers

August 2017



The Reflex Group Limited acquired West Yorkshire Printing Company Limited

Smith Cooper advised the acquiror

August 2017





Richard Wright and Rockpool Investments acquired Wearwell UK Limited

Smith Cooper advised the sellers

August 2017



Management buy out of Mortgage and Finance Arena Limited

Smith Cooper advised the sellers

August 2017



Michels Ventures 2 Limited acquired RSM Leisure Limited

Smith Cooper advised the sellers

August 2017



Private investor acquired Midlands-based dental practice

Smith Cooper advised the sellers

September 2017



DPRS Liverpool Limited acquired JMP (Liverpool) Limited and JMP (Leeds) Limited

Smith Cooper provided commercial due diligence to HSBC

September 2017



Salutem Healthcare acquired Clearwater Care

Smith Cooper advised the sellers

November 2017



200 Degrees raised £3m in development funding from Foresight Group

Smith Cooper advised 200 Degrees

December 2017



Smith Cooper System Partners acquired UniQ Systems Limited

Smith Cooper advised the acquiror

December 2017



Management buy out of Premier Electrical Services Limited

Smith Cooper advised the sellers

December 2017



Management buy out of Premier Facilities Maintenance Limited

Smith Cooper advised the sellers

December 2017



AS.G (Aero Services Global Limited) acquired epm: technology group

Smith Cooper advised the sellers

December 2017



# OUR AWARD-WINNING CREDENTIALS

INSIDER MIDLANDS SME DEAL OF THE YEAR  
2017

ICAEW MEDIUM ACCOUNTANCY FIRM OF THE YEAR  
2017

ICAEW YOUNG CHARTERED ACCOUNTANT OF THE YEAR  
2017

INSIDER MIDLANDS SME ADVISORY TEAM OF THE YEAR  
2016

EAST MIDLANDS SME DEAL OF THE YEAR  
2016

EAST MIDLANDS SME DEAL OF THE YEAR  
2015

ACQUISITION INTERNATIONAL MIDLANDS TAX PLANNING FIRM OF THE YEAR  
2014

ACQUISITION INTERNATIONAL LEADING ADVISER  
2014

## OUR SERVICES

Whether you are looking to buy, sell, exit or raise finance - we can help.

Our services include:

ACQUISITIONS

BUY OUTS

GROWTH & DEVELOPMENT CAPITAL

DISPOSALS

EQUITY RELEASE

EXIT STRATEGY & SUCCESSION PLANNING

PRIVATE EQUITY

DEBT ADVISORY

SPECIAL SITUATIONS

# GET IN TOUCH

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## ABOUT SMITH COOPER CORPORATE FINANCE

Smith Cooper Corporate Finance is part of the award-winning, multi-disciplinary accountancy and advisory firm, Smith Cooper.

Smith Cooper Corporate Finance is a specialist advisor to owner-managed and mid-corporate businesses.

Our approach is highly bespoke and personalised, based on building trusted relationships before formulating highly flexible and innovative solutions.

Our team specialises in high-intensity deal management, typically up to £50m in value, but we are equally skilled in advising at a strategic level, or on discrete aspects of a transaction. This service is partner-led and supported by senior corporate finance personnel.

The Corporate Finance team consistently delivers the highest quality service and regularly features as one of the most active dealmakers. Our quality has been recognised by many industry awards, including being awarded the SME Advisory Team of the Year at the 2016 Midlands Dealmakers Awards, and the SME Deal of the Year 2017.





**SMITH**   
**COOPER**