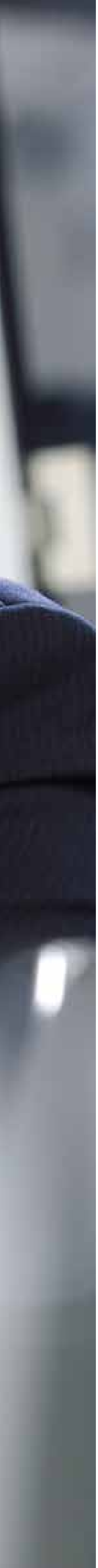
KBS corporate

WHEN IT'S YOUR BUSINESS, IT'S PERSONAL...
AT KBS CORPORATE, WE MAKE IT PERSONAL



BESPOKE.
PERSONAL.
TECHNICAL.

'One Day' the time will arrive when you need to consider your future, and that of your company and employees.

When that day arrives, you can trust that KBS Corporate will deliver an approach which provides the experience, expertise and technical knowledge to deliver a transaction built specifically around your requirements.

KBS corporate

CURRENT MARKET

£1.1TN

UK PLCs are sitting on over £1.1 trillion in cash reserves

9,477

Over 9,000 UK deals took place last year, 12% more than the year prior

1ST

The UK is the primary M&A target in Europe and third in the world

£490BN

UK companies commanded over £490bn in transaction values last year

1 IN 4

One quarter of UK deals last year involved an overseas acquirer

£66BN

Last year, UK companies received over £66bn in Private Equity investment

WHY KBS CORPORATE?

The market leader in company sales. We listen. We're transparent, trusted, experienced and proven. Above all else, we focus on delivering a transaction that is right for you.

Founded over 20 years ago, KBS Corporate has established itself as the UK's No. 1 sales advisor by adopting an approach that is truly disrupting the traditional methodologies of company sales.

We're not your typical team of M&A advisers, we're entrepreneurs too. We have personally built, sold, floated and secured investments into many businesses.

A GROWING TEAM OF OVER 450 UK-BASED EMPLOYEES WORKING ON UK DEALS

A DIRECTOR LED, AWARD WINNING APPROACH TO COMPANY SALES

UNPARALLELED BUYER REACH, INCORPORATING AN EFFECTIVE BLEND OF BIG DATA, PROPRIETARY TECHNOLOGY AND EXPERIENCED RESEARCHERS

INDUSTRY-LEADING, BESPOKE AND CREATIVE PRESENTATIONAL MATERIALS

OVER £5BN IN TRANSACTION VALUES AND THOUSANDS OF COMPLETED SALES

K3

PART OF THE WIDER K3 CAPITAL GROUP PLC, OFFERING A FULL RANGE OF PROFESSIONAL SERVICES INCLUDING M&A ADVISORY, DEBT ADVISORY, RESTRUCTURING ADVISORY, FORENSIC SERVICES, AND TAX ADVISORY

KEY HIGHLIGHTS

THE UK'S #1 CORPORATE ADVISER

UK BASED

FOR UK SELLERS

BESPOKE BUYER MATCHING ENGINE

PART OF A LISTED PLC

TripleTrack

ENCOMPASSING
TRADE, IPO AND
PRIVATE EQUITY

GLOBAL
BUYER REACH

MULTI
AWARD
WINNING

QUALIFIED EXPERTS
ACROSS MULTIPLE SPECIALISMS

THE UK'S #1 CORPORATE M&A ADVISER

2022 - Q3

Q1 - Q3 2022 // MM4 - Undisclosed Values & Values up to US$500m

	Deals
K3 Capital Group PLC	**240**
Grant Thornton	140
Rothschild & Co	89
PricewaterhouseCoopers	84
Houlihan Lokey	57
Ernst & Young	57
Benchmark	44
Clearwater	38
Lazard	37
KPMG	35

2021

FULL YEAR 2021 // MM4 - Undisclosed Values & Values up to US$500m

	Deals
K3 Capital Group PLC	**332**
Grant Thornton	169
Rothschild & Co	153
PricewaterhouseCoopers	150
Houlihan Lokey	118
KPMG	113
Deloitte	94
Bakerr Tilly	73
Benchmark	73
Ernst & Young	71

2020

FULL YEAR 2020 // MM4 - Undisclosed Values & Values up to US$500m

	Deals
K3 Capital Group PLC	**200**
Rothschild & Co	100
PwC	88
KPMG	79
Deloitte	64
Grant Thornton	53
Houlihan Lokey	49
Benchmark	46
Jefferies	43
BDO	42

2019

FULL YEAR 2019 // MM4a - Undisclosed Values & Values up to US$50m

	Deals
K3 Capital Group PLC	**189**
KPMG	116
PwC	111
Grant Thornton	83
Deloitte	78
Rothschild & Co	69
RSM	54
Benchmark	52
Houlihan Lokey	35
BDO	35

KBS corporate

K3 capital
group plc

UK'S LEADING CORPORATE M&A ADVISERS 2017 - Q3 2022 REFINITIV

P	ADVISER	DEALS
1	**K3 Capital Group PLC**	**1,177**
2	Rothschild & Co	650
3	Grant Thornton	576
4	PricewaterhouseCoopers	566
5	KPMG	526
6	Deloitte	391
7	Houlihan Lokey	309
8	Benchmark International	303
9	RSM Corporate	293
10	Ernst & Young	288
11	BDO	275
12	Baker Tilly	230
13	Lazard	213
14	Clearwater International	205
15	Oaklins	203
16	Goldman Sachs	187
17	JP Morgan	187
18	Lincoln International	180
19	Jefferies LLC	143
20	Alantra Partners	108
21	IMAP	72
22	Bank of America Merrill Lynch	62
23	Numis	62
24	Daiwa Securities Group	61
25	Raymond James Financial	56

#1

THE UK'S NUMBER ONE CORPORATE ADVISOR SINCE 2017

69%

MORE DEALS THAN ANY OTHER UK CORPORATE ADVISER SINCE 2017

25,552

CORPORATE ENQUIRIES RECEIVED IN 2021

2,446

BUYER MEETINGS ARRANGED FOR OUR CLIENTS LAST YEAR

704

OFFERS SECURED FOR OUR CLIENTS IN 2021

Data extracted from United Kingdom involvement rankings in the Thomson Reuters Q4 2017 Small Cap M&A Review, Thomson Reuters Q4 2018 Small Cap M&A Review, Refinitiv Q4 2019 Global Small-Cap M&A Review, Refinitiv Q4 2020 Global Mid-Market M&A Review, Refinitiv Q4 2021 Global Mid-Market M&A Review and Refinitiv Q3 2022 Global Mid-Market M&A Review to show leading Corporate advisory firms with a typical deal size in excess of £1m by deal volume.

OUR SUCCESS

Our team possess a rich history of completing transactions across all major sectors and delivering shareholder value for our clients for over two decades.

KINETEK SOLUTIONS
ACQUIRED BY
ASL
Location: Cheshire
Buyer: Awareness Software Limited

WSW consultancy
ACQUIRED BY
SHW
Location: Hampshire
Buyer: Stiles Harold Williams Partnership LLP

SPENCER
ACQUIRED BY
RSK
Location: Wales
Buyer: RSK Group

PARKWAY INTERIORS
ACQUIRED BY
GRANT RUSSELL
Location: Hampshire
Buyer: Grant Russell

On Track Recruitment Services
ACQUIRED BY
sammons RECRUITMENT GROUP
Location: Surrey
Buyer: The Sammons Group

ADAN LIMITED
ACQUIRED BY
VELJAN
Location: Lincolnshire
Buyer: Veljan Denison Limited

CDT
ACQUIRED BY
discover IE
Location: Buckinghamshire
Buyer: Discover IE Group plc

MICOM
ACQUIRED BY
NORTHEND HOLDINGS LIMITED
Location: Essex
Buyer: Northend Holdings Limited

Allied Insulators
ACQUIRED BY
ADDTECH
Location: Stoke-on-Trent
Buyer: Addtech

ACQUIRED BY
WSB
Location: Yorkshire
Buyer: The White Sea & Baltic Co Ltd

GEMINI Parking Solutions
ACQUIRED BY
APCOA PARKING
Location: Essex
Buyer: APCOA Parking

mitigate CYBER
ACQUIRED BY
Citation
Location: Lancashire
Buyer: Citation Group

AURORA

ACQUIRED BY

Ravago

Location: Greater Manchester
Buyer: Ravago

R&V

ACQUIRED BY

Foresight

Location: Wales
Buyer: Foresight

BIL

ACQUIRED BY

PHD Industrial Holdings

Location: Wiltshire
Buyer: PHD Industrial Holdings

chandlercomms

ACQUIRED BY

intercity

Location: Northamptonshire
Buyer: Intercity

HERVIA

ACQUIRED BY

Parabellum Investments

Location: Greater Manchester
Buyer: Parabellum Investments

ACQUIRED BY

WIKA

Location: Measurement & Calibration
Buyer: WIKA Instruments

VENTURE POLYMERS

ACQUIRED BY

Ravago

Location: Greater Manchester
Buyer: Ravago

GT CERTIFICATION

ACQUIRED BY

Construction Testing Solutions

Location: Measurement & Calibration
Buyer: Construction Testing Solutions

RDS SPECIALISTS

ACQUIRED BY

BGF

Location: Greater Manchester
Buyer: Business Growth Fund

SOCK ACADEMY

ACQUIRED BY

JATANIA

Location: Hertfordshire
Buyer: Jatania Holdings

Pinnacle Electrical Supplies

ACQUIRED BY

Strathray Capital Partners

Location: Greater Manchester
Buyer: Strathray Capital

enhance

ACQUIRED BY

WORKPLACE

Location: Kent
Buyer: Intelligent Workplace Solutions

GRG PUBLIC RESOURCES

ACQUIRED BY

FMG
THINKING AHEAD

Location: Staffordshire
Buyer: FMG Support Group

CMS

ACQUIRED BY

Newable

Location: Tyne and Wear
Buyer: Newable Capital

ecex

ACQUIRED BY

GABRIEL PRIVATE INVESTMENTS LTD

Location: Berkshire
Buyer: Gabriel Private Investments Ltd

Cresswell

ACQUIRED BY

TOTAL CLEAN SERVICES LTD

Location: London
Buyer: Total Clean Services Ltd

Hydraulic & Offshore Supplies

ACQUIRED BY

R&G
FLUID POWER GROUP

Location: Tyne and Wear
Buyer: RG Fluid Power Group

BKS Logistics

ACQUIRED BY

SADITA
Managing Talent

Location: Buckinghamshire
Buyer: Sadita

IPRecruitment Ltd

ACQUIRED BY

KENECT
RECRUITMENT

Location: Hertfordshire
Buyer: Kenect Recruitment

Brindley Medical

ACQUIRED BY

KINGDOM

Location: West Midlands
Buyer: Kingdom Group

KIGTEK

ACQUIRED BY

VINCI

Location: Scotland
Buyer: VINCI Energies

UKA247

ACQUIRED BY

sedgwick.

Location: Yorkshire
Buyer: Sedgwick

COTTONSAFE

ACQUIRED BY

naturalmat

Location: Devon
Buyer: MBO (via Newco)

proserve

ACQUIRED BY

North West Logistics

Location: Wales
Buyer: NW Logistics

robertsoncooper

ACQUIRED BY

handl

Location: Greater Manchester
Buyer: handl Group

SureTrans

ACQUIRED BY

BANYAN SUPPLY
CHAIN SOLUTIONS
LIMITED

Location: Bedfordshire
Buyer: Banyan Supply Chain Solutions

Jenrick

ACQUIRED BY

mcg

Location: Wirral
Buyer: McGinley Group

MCE

ACQUIRED BY

MERSEY
INDUSTRIES

Location: Derbyshire
Buyer: Mersey Industries

CDA Care

ACQUIRED BY

GROSVENOR

Location: Wales
Buyer: Grosvenor Health & Social Care

CUSTOM
FIRE & SECURITY

ACQUIRED BY

churchesfire

Location: Hertfordshire
Buyer: Churches Fire & Security

Project Design Engineers

ACQUIRED BY

Fingleton White

Location: Northern Ireland
Buyer: Fingleton White

MCLEOD
CABINS
LTD

ACQUIRED BY

RENTACABIN
LIMITED

Location: Oxfordshire
Buyer: Rentacabin Limited

CARRADICE

ACQUIRED BY

aquapac

Location: Lancashire
Buyer: Aquapac International

micronics

ACQUIRED BY

Rototherm

Location: Buckinghamshire
Buyer: Bristish Rototherm

ATHERTON
& PARTNERS
LIMITED

ACQUIRED BY

business delta

Location: Wirral
Buyer: Business Delta

Raycon

ACQUIRED BY

eurotux

Location: London
Buyer: Eutotux

The Educational
Guidance Service

ACQUIRED BY

eQL
e-Quality Learning

Location: Yorkshire
Buyer: E-Quality Learning

Delcor

ACQUIRED BY

SUCCESSION
LTD

Location: Northumberland
Buyer: Succession Ltd

GMS

ACQUIRED BY

UTS
UNITED TOOLING SOLUTIONS

Location: Cheshire
Buyer: United Tooling Solutions

<wavehill>

ACQUIRED BY

NETWORK
COMMUNICATIONS
GROUP

Location: London
Buyer: Network Communications Group

IASME
CONSORTIUM

ACQUIRED BY

Phenna Group

Location: Nottinghamshire
Buyer: Phenna Group

eib

ACQUIRED BY

RSK

Location: Cheshire
Buyer: RSK Group

GOLFSUPPORT

ACQUIRED BY

INSPIRING
SPORT CAPITAL

Location: Nottinghamshire
Buyer: Inspiring Capital

BIST group

ACQUIRED BY

TACTUS
GROUP

Location: Yorkshire
Buyer: Tactus Group

Saber Impact
Diamond

ACQUIRED BY

ABRACS
abrasives and accessories

Location: Surrey
Buyer: Abracs

fisher group
air conditioning

ACQUIRED BY

Johnson
Controls

Location: Scotland
Buyer: Johnson Controls

ADMIRAL
WEALTH MANAGEMENT

ACQUIRED BY

KINGSWOOD

Location: Lincolnshire
Buyer: Kingswood

all-uk

ACQUIRED BY

QG
QuestGates

Location: Durham
Buyer: QuestGates

ROSSE SYSTEMS

ACQUIRED BY

CHECKMATE FIRE

Location: Yorkshire
Buyer: Checkmate Fire Solutions

AMERICATESSEN

ACQUIRED BY

SKG

Location: Berkshire
Buyer: SKG Acquisitions

sarntechnologies ltd

ACQUIRED BY

razorblue
IT Solutions for Business

Location: Scotland
Buyer: Razorblue

Silkstone
Environmental Ltd

ACQUIRED BY

Construction Testing Solutions

Location: Yorkshire
Buyer: Construction Testing Solutions

DunwoodPolymers

ACQUIRED BY

Location: Yorkshire
Buyer: OBG Pharmaceuticals

souter PR

ACQUIRED BY

JARGON PR

Location: Cheshire
Buyer: Jargon PR

FLAIR
DEVELOPMENTS

ACQUIRED BY

Ansor

Location: London
Buyer: Ansor

Tellemachus

ACQUIRED BY

Bedroq

Location: West Yorkshire
Buyer: Bedroq

SPRECKLEY LIMITED

ACQUIRED BY

elanders

Location: Nottinghamshire
Buyer: Elanders UK

MICROMART

ACQUIRED BY

SPRINT integration

Location: Berkshire
Buyer: Sprint Integration

Aegis

ACQUIRED BY

SECONDCHANCE
HOLDINGS

Location: Essex
Buyer: Second Chance Holdings

RELIABLE REMOVALS
of Kent

ACQUIRED BY

REL
CAPITAL

Location: Kent
Buyer: REL Capital

Charles Crookes

ACQUIRED BY

redkite

Location: Wales
Buyer: Red Kite Law

EPM

ACQUIRED BY

PRIVATE
INVESTOR

Location: West Yorkshire
Buyer: Private Investor

FILTER DESIGN COMPANY

ACQUIRED BY

GENTEX
CORPORATION

Location: Merseyside
Buyer: Gentex Corporation

Ingenieur

ACQUIRED BY

G&J (CNC)
LIMITED

Location: Hampshire
Buyer: G&J (CNC) Limited

jcareydesign

ACQUIRED BY

MANAGEMENT
BUYOUT

Location: Yorkshire
Buyer: Management Buyout

Silven
recruitment

ACQUIRED BY

MANAGEMENT
BUYOUT

Location: Greater Manchester
Buyer: Management Buyout

caremore
SERVICES

ACQUIRED BY

NATIONAL
PRINT SOLUTIONS

Location: Yorkshire
Buyer: National Print Solutions

LIVER
PLANT & TOOL HIRE

ACQUIRED BY

City Hire

Location: Liverpool
Buyer: City Tool Hire

Swan Solutions

ACQUIRED BY

tectrix solutions

Location: Cheshire
Buyer: Tectrix Solutions

TANN
SYNCHRONOME

ACQUIRED BY

cds

Location: Wales
Buyer: CDS

Automatic Engineers
(Hinckley) Ltd

ACQUIRED BY

TGM PARTNERS

Location: Leicestershire
Buyer: TGM Partners

SK

ACQUIRED BY

PSR

Location: Yorkshire
Buyer: PSR Group

Kiowa

ACQUIRED BY

ALFAGOMMA

Location: Lincolnshire
Buyer: The Alfagomma Group

GrayBar

ACQUIRED BY

NIBE

Location: Staffordshire
Buyer: NIBE

reach

ACQUIRED BY

handl

Location: Yorkshire
Buyer: handl Group

KMS

ACQUIRED BY

CAME

Location: Buckinghamshire
Buyer: Access Control Systems

abg

ACQUIRED BY

BontexGeo

Location: Yorkshire
Buyer: BontexGeo

vertemax

ACQUIRED BY

HAKI

Location: Kent
Buyer: Haki

STR LOGISTICS

ACQUIRED BY

Location: Devon
Buyer: 2020 Logistics Solutions

ADVANCE SECURITY

ACQUIRED BY

NEW PATH

Location: Cambridgeshire
Buyer: New Path Fire and Security

Go Eco Renewables

ACQUIRED BY

Ansor

Location: Yorkshire
Buyer: Ansor

ESC

ACQUIRED BY

ERM

Location: London
Buyer: ERM

JLF

ACQUIRED BY

shift

Location: Staffordshire
Buyer: Shift Online

GORTRUSH

ACQUIRED BY

Orkla

Location: Northern Ireland
Buyer: Orkla PLC

NUTEC

ACQUIRED BY

Abel

Location: Northamptonshire
Buyer: Abel Alarm Co

On Line

ACQUIRED BY

tela

Location: London
Buyer: Tela Technology

SWS BROADBAND

ACQUIRED BY

Rural Broadband

Location: Shropshire
Buyer: Rural Broadband Solutions PLC

Photostatic

ACQUIRED BY

NETBOX

Location: Norfolk
Buyer: Netbox Digital

CELTIC

ACQUIRED BY

PRIVATE INVESTOR

Location: Wales
Buyer: Private Investor

precision

ACQUIRED BY

PICROSS

Location: West Sussex
Buyer: Picross Engineering

RSG

ACQUIRED BY

STANDBY

Location: West Midlands
Buyer: Standby Group/Argynnis

ASHFORD

ACQUIRED BY

Ansor

Location: Tyne and Wear
Buyer: Ansor

CDS

ACQUIRED BY

MANAGEMENT BUY IN

Location: East Midlands
Buyer: Management Buy In

VIDEOCALL

ACQUIRED BY

newera

Location: Surrey
Buyer: New Era Technology

ACQUIRED BY

SUPPLIES

Location: Devon
Buyer: Supplies For Candles

McDowall

ACQUIRED BY

Johnson Controls

Location: West Midlands
Buyer: Johnson Controls

ACQUIRED BY

Location: Lancashire
Buyer: KIngspan PLC

ACQUIRED BY

Location: Cheshire
Buyer: Northern Powerhouse Investment Fund

ACQUIRED BY

Location: Staffordshire
Buyer: Descours & Cabaud

ACQUIRED BY

Location: Bristol
Buyer: Hickton Group

ACQUIRED BY

Location: Cambridgeshire
Buyer: Foresight

ACQUIRED BY

Location: Scotland
Buyer: Ansor

ACQUIRED BY

Location: Lincolnshire
Buyer: Enva Group

ACQUIRED BY

Location: Surrey
Buyer: Ethos Partners

ACQUIRED BY

Location: Warwickshire
Buyer: TGM Partners

ACQUIRED BY

AGAVE LANDSCAPE LIMITED

Location: Cornwall
Buyer: Agave Landscape Limited

ACQUIRED BY

Location: West Yorkshire
Buyer: Newable Capital

ACQUIRED BY

Location: Cheshire
Buyer: Radius

ACQUIRED BY

Location: Tyne and Wear
Buyer: IPO Capital

ACQUIRED BY

Location: Cheshire
Buyer: Cromar Building Products

ACQUIRED BY

TOTAL MANAGED DOCUMENT SOLUTIONS

Location: Northamptonshire
Buyer: Total Managed Document Solutions

ACQUIRED BY

Location: Kent
Buyer: Farnborough Tool Hire

ACQUIRED BY

Location: Yorkshire
Buyer: H.E. Barnes

BIG BOLT LTD

ACQUIRED BY

Location: Sussex
Buyer: Opus LED

ACQUIRED BY

Location: Scotland
Buyer: Rubix UK

ACQUIRED BY

Location: East Yorkshire
Buyer: Amphenol

ACQUIRED BY

Location: London
Buyer: Permanex Site Security

ACQUIRED BY

CHESTER HEALTHCARE LIMITED

Location: West Midlands
Buyer: Chester Healthcare Limited

ACQUIRED BY

Location: Hertfordshire
Buyer: Palmer & Parker

ACQUIRED BY

Location: Surrey
Buyer: One Health Communications Group

MULTI AWARD WINNING

Global 100
2022
WINNER

UK CORPORATE FINANCE FIRM
OF THE YEAR

M&A TODAY
GLOBAL AWARDS
2022
WINNER

CORPORATE FINANCE FIRM OF
THE YEAR - UK

Global 100
2021
WINNER

UK CORPORATE FINANCE FIRM
OF THE YEAR

Gamechangers 2022
GLOBAL AWARDS

UK CORPORATE FINANCE
ADVISORY OF THE YEAR

INVESTORS
IN PEOPLE

INVESTORS IN PEOPLE
ACCREDITED

OUR UNIQUE SERVICE HAS BEEN RECOGNISED BY INDUSTRY AWARDING BODIES, AS OUR INNOVATIVE APPROACH CONTINUES TO DISRUPT THE M&A MARKET

NATIONAL COVERAGE

Throughout the past two decades, we have consistently delivered outstanding results for our clients. The map opposite illustrates the volume of deals completed throughout the UK over the past 5 years, and some of the deals we have completed within each region, demonstrating the success of our national, yet local approach.

ROUTE MONKEY
WEST LOTHIAN

LECA DENTAL LABORATORY
GLASGOW

ARC BUILDING SOLUTIONS
YORKSHIRE

ASSENT BUILDING CONTROL
WEST YORKSHIRE

NITRONICA
NORTHERN IRELAND

NATURES AID
LANCASHIRE

SUPERBIKE FACTORY
CHESHIRE

SAR RECYCLING
LINCOLNSHIRE

SECURE RETAIL
EAST MIDLANDS

SGS ENGINEERING
EAST MIDLANDS

PP CONTROL & AUTOMATION
WEST MIDLANDS

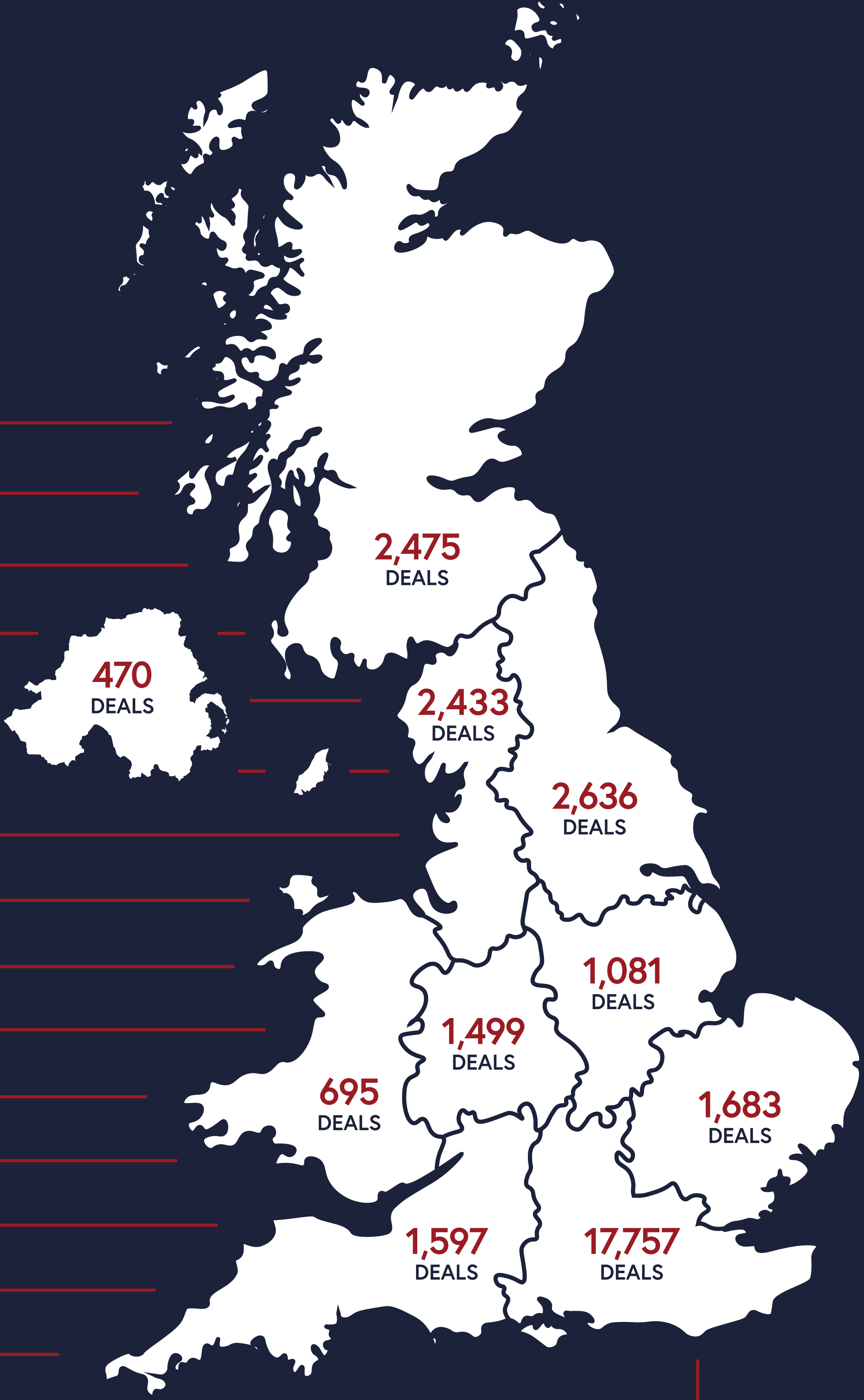
MATTEST SOUTHERN
HERTFORDSHIRE

HCD GROUP
SOUTH GLAMORGAN

ALPS
SOMERSET

RENAISSANCE RETIREMENT
HAMPSHIRE

PET MATE
SURREY


2,475
DEALS
470
DEALS
2,433
DEALS
2,636
DEALS
1,081
DEALS
1,499
DEALS
695
DEALS
1,683
DEALS
1,597
DEALS
17,757
DEALS

IN YOUR WORDS

"I wanted to say thank you for carrying me through this process. You have been amazing in your constancy and diligence. There is absolutely no way that I would have achieved this result without you."

CARL BARTON
SECURE RETAIL

"I received an excellent service from KBS when selling my previous business, from the initial meeting with to the continued support of the team. I would recommend KBS if you are looking to sell your business."

ADRIAN DANAGHER
GEO-INFO

"Dave and Stuart, sincere thanks to you both. My hunch is that this one might go down in the record books but both of you showed huge resilience and without this we would never have got it over the line."

KEITH WILLIAMS
MOBIUS NETWORKS

"KBS helped us in selling our business. An in-depth and demanding process especially with so many players involved. I was impressed with the professionalism, flexibility and the outstanding attitude of the KBS team."

YOUSSEF AGHNIM
ENGINEERING SAFETY CONSULTANTS

"Right from the start, the information provided to us about the process was exactly how it turned out to be. The support and service that Annie [Shiel] provided to us couldn't have been better in reaching our expectations."

MICHAEL BIGGIN
ADMIRAL WEALTH MANAGEMENT

"Exceptional from start to finish. Recently completed on the sale of our business and can honestly say it wouldn't have happened without KBS. Cannot recommend highly enough."

GARRY SCHAFFER
SOCK ACADEMY

Gateley Plc

"We choose to work with KBS because of the sheer number of quality transactions they work on, they are prolific in closing transactions on behalf of sellers."

KHURSHID VALLI
GATELEY PLC

WELDFAST (UK) LTD

"[The research carried out by KBS Corporate] actually taught me a little bit about my own business. It was very readable as well, which was also important."

STEVE NIXON
WELDFAST

e-clinic

"KBS provided us with invaluable guidance and outstanding support throughout the sale of our company. I would recommend them without hesitation to anyone looking to sell a business."

MARK LAINCHBURY
E-DATAWARE

TLT

"KBS adopt a friendly, professional, and innovative approach which is 100% client focussed. The results they achieve really do pay testament to their hard work and dedication."

TLT

eib

"I'm very happy. I thought Tom [Eatough] was excellent and he kept us well informed as the deal went along and gave us good advice as and when we required it."

SCOTT BROWN
EIB GROUP

CARRADICE

"The support and marketing materials provided by KBS Corporate lived up to my expectations. They were able to present a deal structure I hadn't considered before but we were comfortable with structure produced."

DAVID LANGDON
CARRADICE OF NELSON

FTi FORMBY TOOL HIRE

"I found KBS Corporate's service professional and extremely thorough. Their attention to detail, especially in advertising and marketing, paid dividends with a number of enquires leading to the sale of the company."

SIMON THOMSON
FORMBY TOOL HIRE

Intilery

"I thought [the research and information] was excellent. The quality was really, really good and very professionally done. The output was very good and I was very happy with the range of buyers."

GARETH JAMES
INTILERY.COM

TripleTrack

DISCOVER THE BEST ROUTE TO REALISING YOUR WORTH

INTRODUCING TRIPLETRACK

Unlike most advisors, KBS Corporate can offer a holistic 'TripleTrack' approach which encompasses exploring all the available routes required for a potential sale.

This scenario provides you with the choice of buyer types which realises the locked in value and ensures shareholder objectives are met. It is essential that shareholders choose an advisor that can administer a sale to:

TRADE ACQUIRERS

We will endeavour to provide you with a range of potential trade acquirers, considering both UK and International where appropriate, often from within an equivalent or complementary sector. Typically, a trade acquirer would offer a full exit upon completion.

PRIVATE EQUITY

An ideal way of releasing value in your business and achieving growth without giving up full control with the support of professional investors. Our internal resources and contacts will identify UK and overseas PE and investment groups of all sizes.

IPO/FLOTATION

This route can allow partial realisation of value at float, an increased profile for your company and access to capital for future growth. IPOs within the UK have increased by over 20% in the last 5 years.

A CONFIDENTIAL PLATFORM COMPRISING MULTIPLE BIDS FROM DIFFERENT BUYER TYPES IN ORDER TO DRIVE OPTIMUM CONDITIONS AND LEVERAGE VALUE THROUGHOUT THE TRANSACTION

KBS CORPORATE FINANCE

KBS Corporate Finance's boutique, tailor-made service is designed to put your business at the heart of our process.

We truly understand what your business means to you and we appreciate that any decision to pursue a sale or inward investment is never taken lightly. Your business becomes personal to us, meaning we will only work with a select few clients at any one point so that we can dedicate the time, attention and effort that you and your business truly deserves.

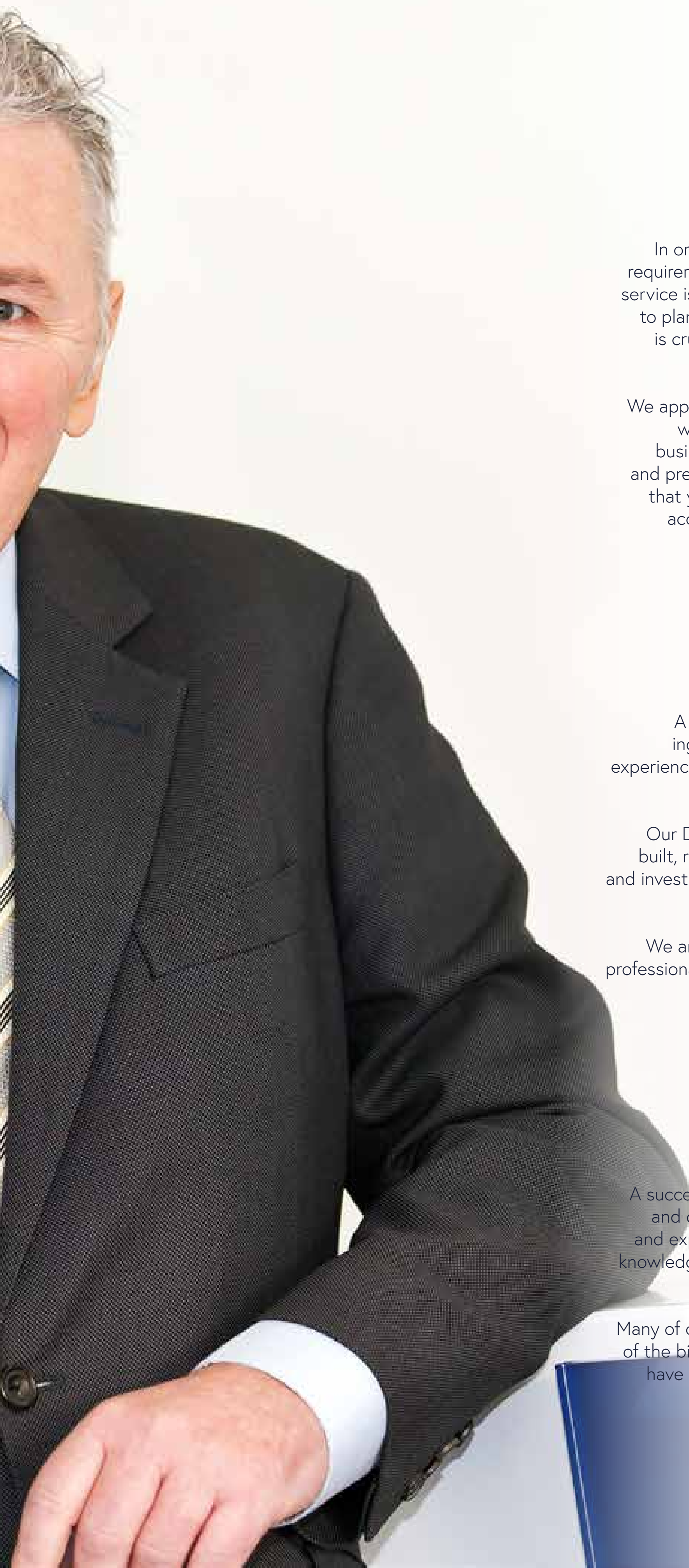
We are committed to developing a personal partnership with you throughout the process, ensuring that the results we achieve not only meet, but exceed your objectives and expectations.

Our team have a vast wealth of experience and specialise in lead advisory and transaction support for company sales with values up to £200m. Our hand-picked team of Corporate Financiers have experience in owning, running, exiting and providing lead advisory on businesses across many sectors.

We understand the time and effort it takes to grow a business, so we ensure that we use our time and effort to achieve the best possible value for our clients. Our team utilises the expertise that they have developed over decades of working both within trade and M&A across the UK, Europe and the United States - putting us in the best position to guide our clients on their own journey.

"WHEN WE ESTABLISHED KBS CORPORATE FINANCE, OUR AIM WAS TO CREATE SOMETHING WHICH DIDN'T EXIST WITHIN THE ADVISORY MARKETPLACE."

TONY FORD
EXECUTIVE VICE-CHAIRMAN



BESPOKE

In order to fully meet your objectives and requirements, it is imperative that a bespoke service is agreed and implemented. The need to plan and prepare a tailored exit strategy is crucial to create the right conditions to optimise the sale price.

We approach each project by understanding what is special and unique about each business and produce superior marketing and presentational materials that will ensure that your business is presented creatively, accurately and in its best possible light.

PERSONAL

A personal approach to each project is ingrained into our ethos. We know that experience and industry knowledge are vital in achieving your goals.

Our Directors are entrepreneurs who have built, run and sold companies to UK, Global and investment buyers, so they understand the sale process first hand.

We are not just advisers, we offer passion, professionalism and a high-quality personalised service.

TECHNICAL

A successful sale is not only built on passion and dedication, it also requires a qualified and experienced team with all the technical knowledge and skills to deliver an exceptional transaction.

Many of our Directors have worked with some of the biggest names within the industry and have collectively worked on over £3 billion worth of transactions.

OUR APPROACH

UNDERSTAND

PRESENT

Once you have taken the important decision to mandate KBS Corporate, our primary aim is to fully understand your objectives and what you, as shareholders, want to achieve. We then need to comprehend every aspect of the company in great detail from an operational, managerial, financial and strategic perspective. Only by doing this can we ensure that our bespoke service is specifically tailored to your company and your requirements.

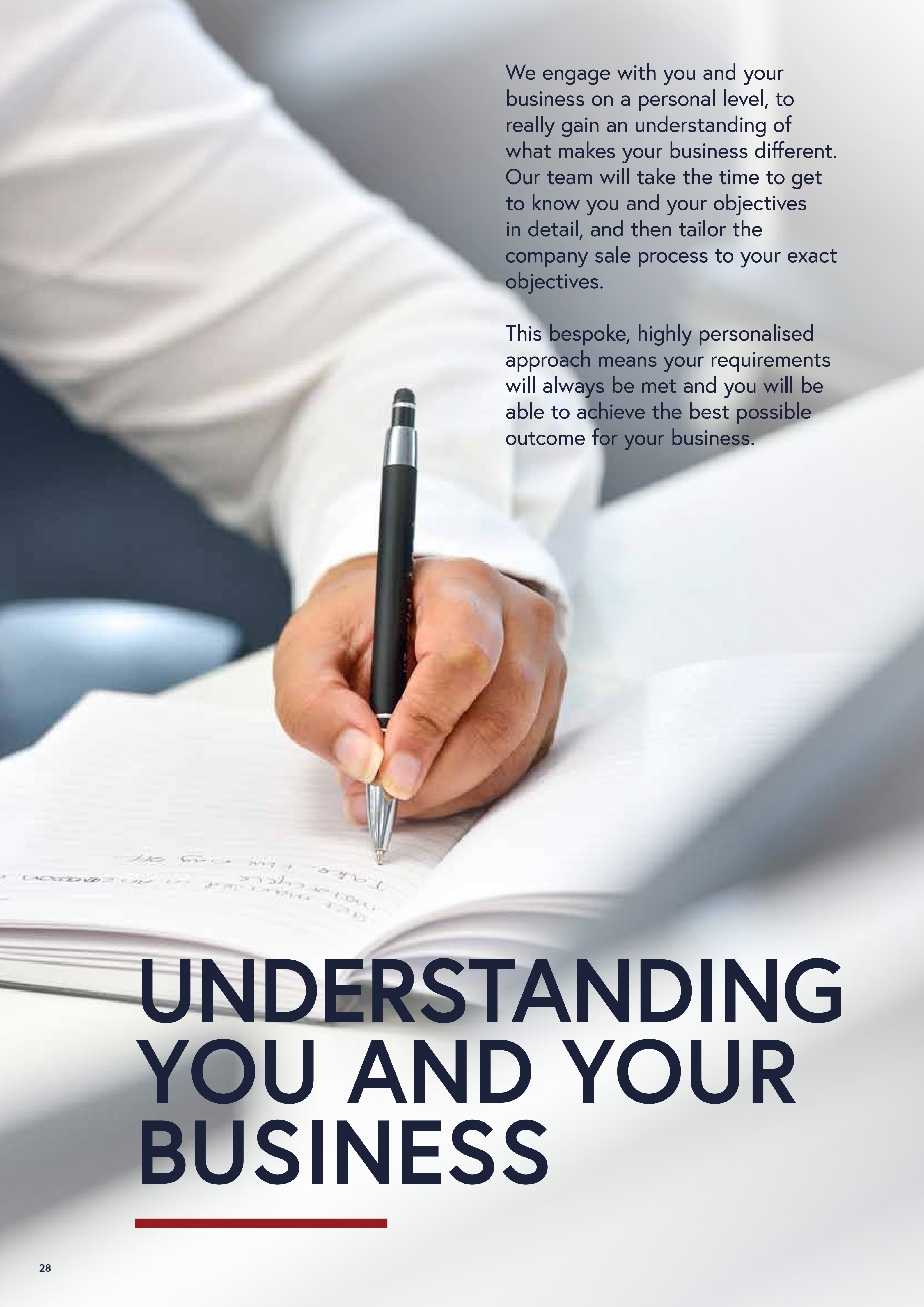
We will produce a number of 'best in class' presentational documents in order to illustrate the key aspects of the opportunity. Our designated document writers and marketing professionals will work closely with you to produce a bespoke Information Memorandum (IM) and a confidential Opportunity Summary, ensuring they are of the highest quality.

REACH

Our objective is to provide the most comprehensive 'Buyer Reach' within our industry. With a combination of superior marketing techniques, investment into business intelligence systems and expert buyer identification practices utilising 'big data', we will explore every possible avenue in our search for your perfect buyers.

DELIVER

KBS Corporate drives forward the process to ensure momentum is maintained, this is done by lifting much of the workload from you, allowing you to run your business and deliver the expected performance. We understand the due diligence process and have the knowledge and experience to ensure that the legal process is handled with the care and attention that it deserves.



We engage with you and your business on a personal level, to really gain an understanding of what makes your business different. Our team will take the time to get to know you and your objectives in detail, and then tailor the company sale process to your exact objectives.

This bespoke, highly personalised approach means your requirements will always be met and you will be able to achieve the best possible outcome for your business.

UNDERSTANDING YOU AND YOUR BUSINESS

YOUR OBJECTIVES

What are your objectives as a shareholder? What motivations do you have in pursuing a sale and what are your ideal timescales to securing a full or partial exit?

DEAL STRUCTURES

Cash on completion? Equity release? Deferred income over a steady period? Which deal structures would allow you to achieve your exit goals?

VALUE EXPECTATIONS

What are your ultimate price expectations and conditions for exit?

CONFIDENTIALITY

We will work to your required confidentiality levels throughout the process, ensuring a level of discretion and protection which goes beyond the industry standard.

YOUR COMPANY

We will appraise your company in fine detail to determine its key attributes, value drivers and USPs to help maximise its attractiveness to purchasers.

PRESENTING YOUR COMPANY

We guarantee to present your company to market with the highest quality documents, marketing and research processes, to showcase your company in the best possible light. We treat every business as if it were our own, ensuring that we illustrate the key aspects of the opportunity, and capture the most powerful value drivers of your business.

Our professional team of qualified, in-house copywriters work with you to fully understand the commercial and financial aspects of your company, providing critical 'outside of the box' ideas to engage any potential acquirers.

"OUR DOCUMENTS ARE DESIGNED TO MAKE AN IMPACT, NOT JUST AN IMPRESSION."

GARY EDWARDS
HEAD OF MARKETING

OPPORTUNITY SUMMARY

The Opportunity Summary, or 'Teaser' document, will form an essential part of the process, which will highlight the key information, without disclosing any specific identifiers.

We understand that privacy and confidentiality can be a concern when embarking on a company sale, so our team are trained to ensure your data and confidentiality is always our main priority.

INFORMATION MEMORANDUM

An Information Memorandum (IM) will present full details and highlights of your business to the market. We pride ourselves on our creative and unique IMs, and we will work with you throughout the entire process to ensure the document is informative and powerfully portrays both the success and ethos of your company.

This document, once signed off by you, is sent to appropriate interested parties only once you have reviewed and approved them.

FINANCIAL FORECASTS

For a business showing significant growth potential, an objection or concern of the client could be that they may only receive an offer based on current profits and they then wish to stay on for a few years to grow the company. KBS Corporate will produce a detailed financial model or forecast to illustrate a strong argument to buyers that 'earn outs' based on future projections will represent a solid investment, whilst achieving maximum value for our client.

Financial modelling is a way of realising future performance value now based upon the projected profitability of the business. It is a detailed future projection of a company over, typically, the next 2-5 years. It will generally incorporate a fully integrated profit and loss, balance sheet and cash flow working that can be used to demonstrate the 'future' value of a business to potential acquirers.

BUYER REACH

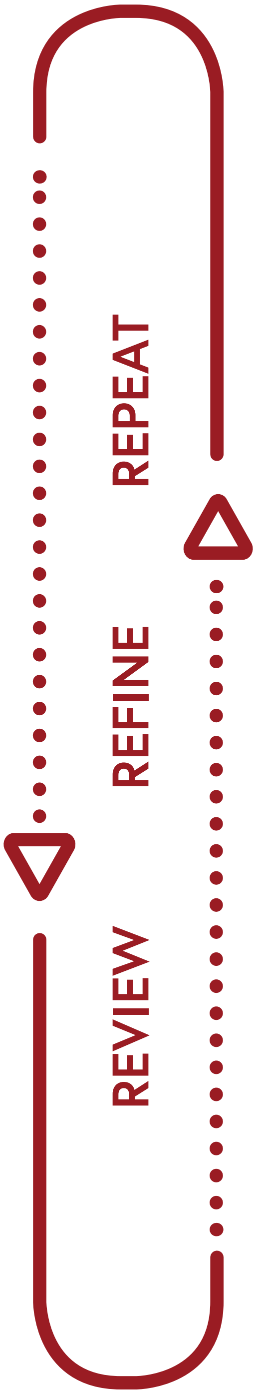
WE LOOK WHERE OTHERS WOULDN'T THINK TO LOOK

At KBS Corporate, we make it our objective to provide you with the most comprehensive 'buyer reach' within the industry, maximising the level of interest in your business and attracting a wide range of potential buyers.

We have made significant investments into developing bespoke, state of the art systems, incorporating 'big data' from various leading sources in order to ensure that we hold the latest information on who is acquisitive within your sector and who has the financial means, the expertise and the desire to acquire and grow your company.

> "WE MAKE IT OUR OBJECTIVE TO PROVIDE YOU WITH THE MOST COMPREHENSIVE 'BUYER REACH' WITHIN THE INDUSTRY."
>
> **MATT CLANCY**
> **DIRECTOR**

BUYER IDENTIFICATION



1. ACQUIRER PROFILING

We undertake an acquirer profile brainstorming session between you and the KBS Corporate Research Team in order to build up a picture of the purchaser's likely attributes

2. IDENTIFYING PROSPECTS

Utilising both our bespoke Buyer Matching Engine and traditional desk research, we will identify and create a Buyer Analysis Report (BAR)

3. EVALUATING PROSPECTS

We will work closely with you to evaluate the initial prospect list and identify and prioritise those who all parties feel could potentially be a suitable acquirer for your company

4. PROACTIVE TARGETING

Based on our discussions, we will commence a proactive, multi-channel targeting campaign to open a dialogue with those we have identified as potential acquirers

5. OBTAINING INTEREST

We will obtain signed non-disclosure agreements from interested parties and apply further screening to ascertain their purchase capability

6. FINAL QUALIFICATION

We discuss all interest with yourself as and when it is received, and offer our recommendations as to where we believe we should release more information and invite offers for the business

WE LOOK WHERE OTHERS WOULDN'T THINK TO LOOK

Your Buyer Analysis Report (BAR) will contain prospects from a range of buyer types, where relevant, identifying companies who may be motivated to acquire your business and have the financial capability to do so.

Once the final list has been agreed, we will set out on an all-encompassing, multi-channel approach to ensure that we secure as many genuine expressions of interest as possible from our professional network, our online portals, and our retained buyers as well as 'off-market' buyers, where our Research Analysts have identified a synergistic fit to your company.

UNITED KINGDOM

EUROPEAN

GLOBAL

TRADE

TYPICALLY INCORPORATES BUYERS FROM EQUIVALENT OR COMPLEMENTARY SECTORS WHO WILL SEE THE SYNERGISTIC VALUE OF THE OPPORTUNITY

- Range of private and public trade buyers including vertical, horizontal and synergistic acquirers
- Compiled through a combination of bespoke technology platforms and a vastly experienced research team
- Access to over 310 million companies worldwide
- Data on over 1.7m transactions in the global M&A market
- Our team are experienced in completing deals to trade acquirers in the UK, Europe and beyond

UNITED KINGDOM

EUROPEAN

GLOBAL

INSTITUTIONAL INVESTMENTS

ALTERNATIVE INVESTMENTS

KBS RETAINED BUYERS

PRIVATE EQUITY

CAN ALLOW SIGNIFICANT REALISATION OF VALUE, WHILST POSITIONING THE BUSINESS AND ITS MANAGEMENT TEAM ALONGSIDE A SEASONED INVESTMENT PARTNER

- We work closely with private equity contacts of all sizes, making investments from £1 million through to several hundred million pounds
- We have a rich history of achieving investments from PE firms which have far exceeded our clients' initial value expectations
- A global connection network of over 5,000 private equity houses who are looking to invest in the UK

OTHER

ADDITIONAL ROUTES INCLUDE FAMILY OFFICES, IPOs, MBIs/MBOs, EMPLOYEE OWNERSHIP TRUSTS AND ALTERNATIVE INVESTMENT VEHICLES

- Our process allows us to think outside the box and target alternative buyer types
- These might include institutional investors such as pension funds, investment banks, and mutual funds, or alternative investors such as family offices
- We also have experience of Employee Ownership Trusts (EOTs) which offer significant tax breaks for the selling shareholder
- Built from over 20 years of dealmaking, our database is one of the most comprehensive in the industry


bme
BUYER MATCHING ENG
POWERED BY KBS CORPORAT
Home
Help
Log Out
Results
1 to 100 of 625 companies found
Research View
Company number
Company name
Matched score
Web address
1 to 100 of 625 companies found

HARNESSING TECHNOLOGY

The Buyer Matching Engine (BME) is a bespoke, proprietary piece of software, developed by KBS Corporate, which uses big data and algorithms to streamline the buyer research process.

The BME allows KBS Corporate's Research Analysts to accurately search and filter a variety of criteria, including financial information and past acquisition activity, to identify the most appropriate and motivated buyers.

The system's algorithms will then score each prospect, creating a priority list to ensure our Research Analysts adopt the most efficient contact strategy to maximise interest. This process has seen KBS Corporate generate 48% more expressions of interest.

PORTFOLIO TRACKING

Monitoring and analysing the activity of some of the world's leading professional investors and their portfolios allows KBS Corporate to determine which Private Equity firms have experience and knowledge within its clients' sectors.

ACQUISITION ANALYSIS

The BME provides the Research Analysts with historical acquisitions data on acquirers across the globe. This helps KBS Corporate to identify who is active within the sector and which companies are on the 'acquisition trail'.

FINANCIAL CAPABILITY

The BME allows the user to search for suitable acquirers based on their financial capabilities to acquire. Unlike standard 'off-the-shelf' platforms, the Buyer Matching Engine incorporates intelligent 'Buyer Traits', including those that are building up cash reserves or undergoing a period of consistent high growth.

GEOGRAPHICAL MAPPING

The BME allows us to 'cut' our databases geographically, whether that is by postcode, region or country. It also allows us to identify where serial acquirers or retained buyers have acquired previously, meaning we can place a greater emphasis on targeting those operating in the region in which our clients are based.

A GLOBAL APPROACH

The M&A industry is a truly global market and the UK is a country at the forefront of the industry. Last year, companies in the UK were the third most in demand across the globe, and remained the most dominant target country within the whole of Europe. Buyers from across the globe are actively seeking quality UK acquisitions and taking advantage of favourable exchange rates.

We have vast experience and knowledge in facilitating transactions to overseas trade acquirers and, where relevant, will demonstrate feasible targets to our clients. Within the research and data teams, we have multi-lingual speakers who will proactively discuss the opportunity with potential acquirers and convey the benefits and synergies of the acquisition.

"IT IS IMPERATIVE THAT WE CAREFULLY MANAGE OUR RELATIONSHIPS WITH ACQUIRERS AND INVESTORS TO ENSURE THAT OUR CLIENTS CAN TRULY BENEFIT"

VALENTINA VITALI
DIRECTOR OF PRIVATE EQUITY

1 IN 4

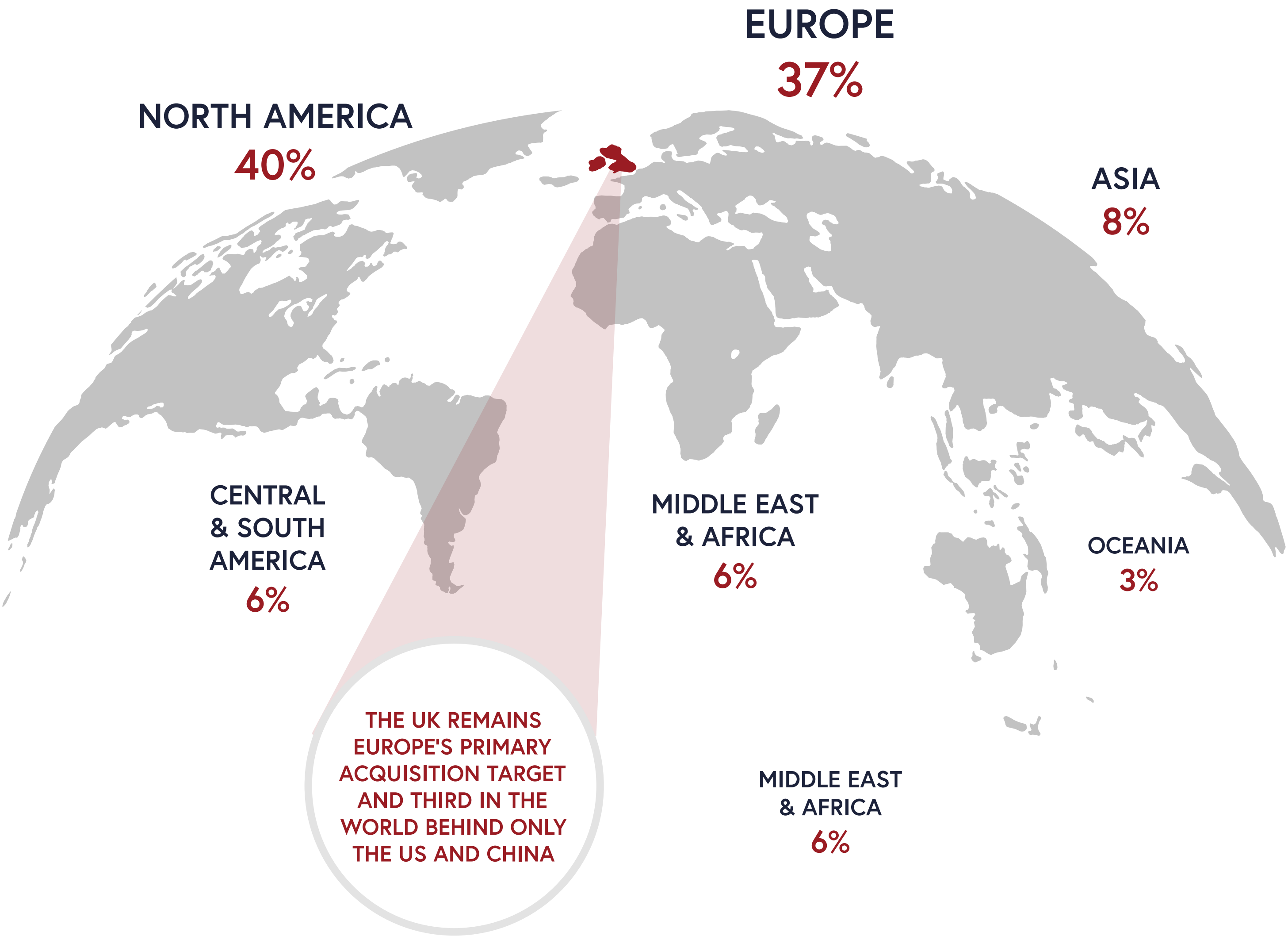
ACQUIRERS OF UK COMPANIES ARE FROM OVERSEAS

KBS CORPORATE HAVE ACCESS TO

310,000,000

GLOBAL COMPANIES

The map below highlights the geographical breakdown of overseas acquirers that made investments into the UK market last year:



THE UK REMAINS EUROPE'S PRIMARY ACQUISITION TARGET AND THIRD IN THE WORLD BEHIND ONLY THE US AND CHINA

DELIVERING YOUR TRANSACTION

QUALIFIED BUYER MEETINGS

- INITIAL EXPLORATORY MEETING - WE WILL WORK WITH YOU ON HOW TO CONDUCT THE MEETING
- WE WILL ENSURE THAT YOU ARE PREPARED FOR ANY POTENTIAL QUESTIONS THAT MAY BE ASKED
- ADDITIONAL MEETINGS MAY REQUIRE OUR ATTENDANCE AND PROFESSIONAL MANAGEMENT PRESENTATIONS

INDICATIVE OFFERS

- FOLLOWING THE MEETING, WE WILL INSTIGATE AND ENCOURAGE INDICATIVE OFFERS
- DATA ROOM INTRODUCTION
- DATA ROOM 'FOOTPRINT' - CONTINUED PROFILING AND ASSESSMENT
- WE CAN LOOK TO UNDERSTAND THE POTENTIAL ACQUIRERS' VIEWS ON THE VALUE OF YOUR COMPANY
- CAREFUL ANALYSIS OF INDICATIVE OFFERS RECEIVED TO DETERMINE THE BEST STRATEGY TO HANDLE EACH BIDDER

COMPETITIVE BIDDING AND NEGOTIATION

- WE WILL SEEK TO REAFFIRM THE VALUE DRIVERS OF YOUR COMPANY AND RELATE THEM SPECIFICALLY TO EACH BUYER AND THEIR ACQUISITION OBJECTIVES
- THIS WILL ALLOW US TO CREATE A COMPETITIVE ENVIRONMENT AMONGST THE BIDDERS TO MAXIMISE YOUR VALUE
- INVITE FINAL OFFERS
- UNDERTAKE A COMMERCIAL REVIEW OF EACH OFFER AND ITS DELIVERABILITY IN ALIGNMENT WITH YOUR OBJECTIVES

Our dedication to your business doesn't end following the receipt of interested parties. We have a team of experienced Directors and Deal Executives who will guide you through the entire process, working to negotiate a higher deal for your company, whilst simultaneously providing support and advice throughout the transaction.

OFFER ACCEPTANCE AND HEADS OF TERMS

- AFTER A DETAILED REVIEW OF FINAL OFFERS, YOU SELECT YOUR PREFERRED BIDDER
- DISCUSS AND AGREE EXCLUSIVITY PERIOD
- WE PLAY AN ACTIVE ROLE IN STRUCTURING HEADS OF TERMS AND LIAISING WITH LEGAL REPRESENTATIVES OF BOTH PARTIES
- WE CONTINUE TO ADD VALUE TO THE DEAL BY ENSURING THE HEADS ARE STRUCTURED IN ORDER TO MAXIMISE YOUR POSITION
- WE WILL MAINTAIN A DIALOGUE WITH ALL PARTIES TO ENSURE SMOOTH NEGOTIATION

DUE DILIGENCE AND DATA ROOMS

- WE POSSESS AN IN-DEPTH UNDERSTANDING OF THE DUE DILIGENCE PROCESS AND WILL APPLY OUR KNOWLEDGE AND EXPERIENCE TO MAKE THIS AS EFFICIENT AS POSSIBLE
- THROUGH SECURE VIRTUAL DATA ROOMS, WE CAN ENSURE COMPLETE ACCESSIBILITY FOR ALL PARTIES TO UP-TO-DATE AND DETAILED INFORMATION
- BY MAINTAINING MOMENTUM AT THIS STAGE, WE CAN AVOID ANY POTENTIAL 'BOTTLE NECKS' FURTHER DOWN THE LINE

LEGAL PROCESS/ COMPLETION

- IF THERE ARE NO LEGAL ADVISORS IN PLACE, WE CAN RECOMMEND LEGAL REPRESENTATION THROUGH OUR PANEL OF INDEPENDENT LEGAL ADVISORS
- WE CAN ALSO WORK WITH YOUR INCUMBENT LEGAL ADVISERS
- WE WILL OVERSEE AND MANAGE AN EFFECTIVE COMPLETION BY WORKING CLOSELY WITH ALL ADVISORY PARTIES AND FACILITATING THE AGREEMENT OF THE SALE AND PURCHASE AGREEMENT (SPA)

FULLY CONTINGENT LEGAL FEES PAID ONLY ON COMPLETION

LEGAL PARTNERS

Our carefully selected partners will work alongside KBS Corporate throughout the legal process, assisting in all areas of confidentiality, negotiation, due diligence, Heads of Terms and the Sale and Purchase Agreement.

By choosing to use one of our partners, your legal fees are incorporated into our transaction success fee, meaning they are fully contingent and only payable at completion.

THE BENEFITS TO YOU

Our nominated panel of legal service providers have been chosen because they possess many years of experience in advising sellers and buyers on both sides of a transaction. Their services can benefit you, as a shareholder considering a sale, through:

- Providing the highest level of corporate transaction expertise
- Providing experience in dealing with cross-border, investment and PLC transactions
- Taking ownership of issues and providing solutions
- Anticipating problem areas and presenting them appropriately to the buyer on your behalf
- Ensuring that buyers can carry out a focused due diligence exercise efficiently, in a way which suits you
- Helping to maintain control of the transaction up until the point of completion
- In the unlikely event that legal work is started, but the sale does not complete, no legal fees will be payable

800 PARTNERS ACROSS 63 UK OFFICES

Gateley

TLT

nexus SOLICITORS

Fieldings Porter Since 1871

gunnercooke

Farleys SOLICITORS LLP

EMW

Birchall Blackburn Law Always there

PEARSON SOLICITORS AND FINANCIAL ADVISERS

napthens solicitors

IM irwinmitchell

cleggs.

Mackrell. Solicitors

TRANSACTIONAL TAX ADVISORY

Through KBS Corporate's sister company, K3 Tax Advisory, we can offer our clients a full review of their transaction to identify any tax risks and minimise your tax burden.

Our specialism lies in advising on, and mitigating, the tax implications that typically accompany business sales, acquisitions and restructuring.

Our team can conduct a full pre-sale review to ensure that you do not pay more tax on the sale of your business than is necessary, and will work with HMRC to gain clearance on favourable tax rates.

Our team's expertise in all aspects of corporate finance, tax structuring and employer tax solutions allows us to ensure that your tax burden is considered to its fullest extent, and you are gaining maximum value on a sale.

WHY TAKE SPECIALIST TAX ADVICE ON A COMPANY SALE?

Many accountants provide a great service to their clients in normal times, but do not necessarily have the specialist knowledge to advise on a once-in-a-career business sale.

Our experts have the experience and demonstrable track record of identifying when pre-deal restructuring or changing the structure of a transaction could mean less of your sale proceeds are paid away as tax.

Finding a buyer and agreeing on a price isn't the end of the story. We know how to deal with the tax questions that buyers will ask and can help resolve any problems that arise along the way. Having the right advisers in place from the beginning protects your sale price and reduces your long-term tax risks.

Sales often require HMRC clearance to guarantee favourable tax rates. Our expertise and rich history in dealing with HMRC means that your case can be made clearly and persuasively to secure the most favourable outcome for you.

WHAT WE OFFER

No two transactions are the same, but there are common tax factors. Understanding these helps deals to run smoothly and maximise value. These are our key tax services which can be tailored to the needs of your business.

Pre-sale review to identify tax risks and planning opportunities.

HMRC clearances required to guarantee favourable tax rates.

Review of legal documents, warranties and indemnities for tax purposes and explain the issues involved to support negotiations.

Group reorganisation and asset extraction before sale: planning to minimise any tax costs of restructuring if you are retaining part of the business or its assets.

Report explaining how you will be taxed, when tax will be due, notifications needed to HMRC and advice on how to disclose the transaction in your tax return.

Support through the sale due diligence process, working with your existing accountant to present the tax profile of your business well.

WHAT IT COSTS

Tax is often the single biggest cost when selling a business. We deliver expert advice at an attractive price because we don't have the high overheads of our competitors. Our core service is only chargeable if your sale completes so there is no cost risk to you.

We start with a no-obligation review of your business and deal structure and then offer a competitive price for the core services that you need. The price is based on the services required, the size of the transaction and the complexity of the business.

If your sale doesn't complete, then there is no fee.

K3
TA

OUR SENIOR TEAM

We have an extremely professional team of vastly experienced and dedicated people who are qualified in a variety of key disciplines, including: accountancy, corporate finance, business management, and marketing, in order to guarantee that a comprehensive range of skills will be utilised throughout any project to achieve maximum value for your company.

COMPANY DIRECTORS

JOHN RIGBY

CHIEF EXECUTIVE OFFICER

Having previously worked in the Corporate Banking sector, both within the UK and overseas, John has been a member of the KBS team for 20 years. His passion lies in developing a thorough knowledge and understanding of a business in order to drive the buyer to pay optimum value.

ANDREW MELBOURNE

CHIEF FINANCIAL OFFICER

As a qualified accountant, with over 12 years' experience, Andrew adds financial and commercial value to clients by leading the transaction process, developing fully integrated financial models and enhancing management information to maximise buyer interest.

JULIAN COY

MANAGING DIRECTOR

With over 25 years of commercial experience, Julian is a chartered accountant and experienced corporate financier who was previously Head of Corporate Finance for BDO in the North West. He went on to launch his own CF firm, and joined KBS to accelerate sector leading growth.

SIMON DANIELS

DIRECTOR

Beginning his career in marketing strategy, Simon is highly knowledgeable within growth strategies and the M&A marketplace. As an integral member of the team, he operates a decisive role in developing creative sale strategies for clients in order to achieve their exit objectives.

PETER KELLY

OPERATIONS DIRECTOR

Peter is a qualified chartered accountant with over 20 years' experience in mergers & acquisitions, working with SMEs and entrepreneurial business owners. He has worked in commercial banking as a leveraged lender for a UK challenger bank, in practice as a corporate finance director and has industry experience as a finance director with a £30m turnover metal recycling business.

MATT CLANCY

DIRECTOR

Matt has over 20 years' experience and specialises in providing exit strategy advice to company owners with a focus on delivering maximum shareholder value. His specific expertise includes company disposals, MBOs, strategic planning and fundraising.

STUART LEES

NON-EXECUTIVE DIRECTOR

Stuart is a highly respected corporate financier and was previously Managing Director of Altium and head of corporate finance at Arthur Andersen. He has been Group CEO of Latium Holdings during which time they acquired Ultraframe plc, Spectus Systems, Kestrel Building Products and the successful disposal of Everest Home Improvements.

DAVID GARDNER

CORPORATE FINANCE DIRECTOR

Dave is an experienced Corporate Finance Director responsible for managing many sizeable transactions to private equity, trade and overseas buyers. He is highly experienced, with over 10 years spent advising entrepreneurial businesses on their exit strategies.

TONY FORD

EXECUTIVE VICE CHAIRMAN

Tony is a well-known figure within the M&A industry with a wealth of professional knowledge. He can demonstrate considerable experience in mid-market transactions and achieving deal values above his client's expectations. He has first-hand experience of acquiring, selling and floating his own companies.

CORPORATE DIRECTORS

Our Corporate Directors are placed strategically throughout the United Kingdom, and will look to understand your company in the first instance from an operational, financial and strategic perspective.

CHRIS WILLIAMS

STEVE DORKINGS

CRAIG GAUSDEN

IAN GRIFFITHS

MATTHEW BRANNON

DOMINIC MACVARISH

EXPERIENCE TO DELIVER

CORPORATE FINANCE

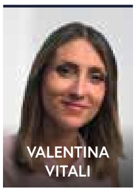
Our Corporate Finance team are hand picked and offer significant experience of completing high profile acquisitions of up to £200m. Many of the team have worked in both industry and mergers & acquisitions, allowing them to relate to our clients' requirements and experiences.


ANNE PRITCHARD


JULIAN COY


MUGHEES SALEEM


TONY FORD


VALENTINA VITALI


DAVE GARDNER


MARK LUCAS


JAY SINGH


IAN BARTON


JOHN HUNT

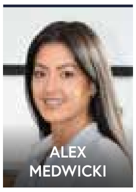

JACK FORD

DEAL LEADERS

Our Deal Leaders manage the complex relationships involved in the transaction and offer advice and guidance to our clients throughout the process, from initial interest through to completion.


TOM EATOUGH


FABIO RAMBELLI


ALEX MEDWICKI


ANNIE SHIEL


JOE NORRIS


NATHAN LEAH


MATTHEW SIBLEY


ANDREW DODD


LUKE RAE


CHARLES NEEDHAM

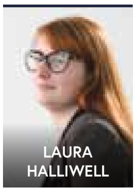

GUY HAYNES


STEVE ALCOCK

DOCUMENT WRITERS

The document writers work closely with our clients in order to gather a full and detailed understanding of both the commercial and financial value drivers within each company. Our documents are market leading and designed to engage the potential acquirer by making a positive impact on the attributes of your company..


MATTHEW BOURTON


LAURA HALLIWELL


ALISTAIR HAMILTON


LUCHIA HOUGHTON


QACHINA MCKEEFERY


BILLY TREACY


SARA FLETCHER

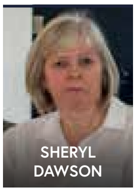

ALEX FOSTER


JULIE DOYLE


RICHARD STOCKS


JOSHUA BYRNE


DANIEL GREENFIELD


SHERYL DAWSON


ALISON HORTON

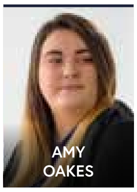

SAM WOOD

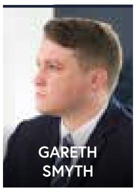
RESEARCH ANALYSTS

The role of a Research Analyst is to proactively target potential acquirers through the use of careful selection, specialised sector expertise and our proprietary Buyer Matching Engine (BME) which uses bespoke algorithms to accurately identify suitable acquirers and make direct contact with the relevant decision makers at each company.


GARY EDWARDS


SAM ARTHUR

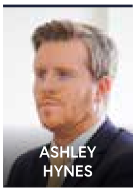

AMY OAKES

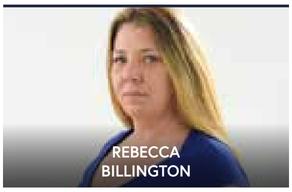

GARETH SMYTH

MARKETING, DATA & CLIENT LIAISON

The marketing and client liaison teams works closely with all departments within the company to ensure a coherent and market leading approach to every aspect of the sale. In addition, they ensure that KBS Corporate maintains its position at the forefront of the company sales marketplace.


CONNOR DUFFY

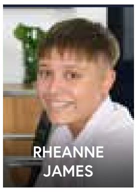

ASHLEY HYNES


REBECCA BILLINGTON

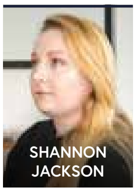

MIKE LACEY

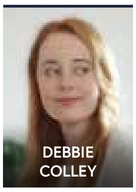

SHIVANI NATHOO


THOMAS GREVIN


RHEANNE JAMES


IAN BLACKBURN


SHANNON JACKSON


DEBBIE COLLEY


ANTHONY COBHAM

K3 CAPITAL GROUP PLC

K3 Capital Group plc is a group of growing and complementary professional services businesses aimed at providing SMEs with high quality advice across specialist disciplines. As part of the wider Group, KBS Corporate has developed contacts and has access to networks not previously possible as a private limited company.

The services offered by the Group fit into three key operating divisions:

- **M&A**
- **Tax**
- **Recovery**

MERGERS & ACQUISITIONS ADVISORY

KBS Corporate is part of our M&A Division, which also includes **KBS Corporate Finance**, **Knightsbridge, K3 Debt Advisory** and **Market Mapping**. Our M&A division offers company sales, corporate finance, and business brokerage services to clients throughout the UK, matching sellers to trade, individual and institutional acquirers worldwide on deals valued up to £200m.

Services offered throughout our M&A division include:

- Company sales
- Corporate Finance services
- Business brokerage services
- Off-market acquisitions
- Transaction services

TAX ADVISORY

Our Tax Division comprises of **randd**, **inTAX** and **K3 Tax Advisory (K3TA)**, who specialise in R&D Tax Credit, tax investigation and tax advisory services respectively. The brands within our Tax Division possess specialist knowledge and senior level experience across the tax spectrum, allowing them to operate across a wide range of industry sectors and allow the clients to focus on what matters most - their business.

Services offered throughout our Tax division include:

- Research & development tax credit advisory
- Tax investigations
- Tax planning
- Tax advisory focussed on corporate finance transactions

RESTRUCTURING ADVISORY

Our Restructuring Division, which consists of **Quantuma**, works with businesses at the key milestones, delivering partner led solutions to help clients take advantage of opportunities and overcome a range of operational and financial challenges, enabling them to achieve their business objectives and ambitions.

Services offered throughout our Recovery division include:

- Restructuring advisory
- Financial advisory
- Creditor Services
- Forensic accounting and expert witness
- Pensions advisory

NATIONAL FOOTPRINT

UK OFFICES

- Birmingham
- Bolton
- Bradford
- Brentwood
- Brighton
- Bristol
- Chelmsford
- Derby
- Eastbourne
- Glasgow
- Guildford
- Leeds
- London
- Maidenhead
- Manchester
- Nottingham
- Ringwood
- Southampton
- Upminster
- Watford
- Warrington

OVERSEAS OFFICES

- British Virgin Islands
- Dubai
- Cayman Islands
- Cyprus
- Mauritius
- Singapore

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