





**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.



CURRENT MARKET

£1.3TN

UK PLCs are sitting on over £1.3 trillion in cash reserves

13,428

Over 13,000 transactions involving UK targets have completed in the last 2 years

1ST

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

£520BN

UK companies have commanded over £520bn in deal values in the last 2 years

1 IN 3

More than a third of UK deals last year involved an overseas acquirer

£135BN

In recent years, UK companies received over £135bn 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 25 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 GROUP WITH OVER 450 UK-BASED EMPLOYEES WORKING WITH UK COMPANIES



A DIRECTOR-LED, AWARD-WINNING APPROACH TO COMPANY SALES



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



INDUSTRY-LEADING, BESPOKE AND CREATIVE PRESENTATIONAL MATERIALS



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



PART OF THE WIDER K3 CAPITAL GROUP, 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





GLOBAL
BUYER REACH



QUALIFIED EXPERTS
ACROSS MULTIPLE SPECIALISMS

THE UK'S #1 BUSINESS SALES ADVISER

2023

FULL YEAR 2023 // MM4 - Undisclosed Values & Values up to US\$500m

	Deals
K3 Capital Group	336
Grant Thornton	98
PricewaterhouseCoopers	95
Rothschild & Co	85
Benchmark International	70
Houlihan Lokey	68
KPMG	57
Ernst & Young	50
Lazard	48
Clearwater International	45

2022

FULL YEAR 2022 // MM4 - Undisclosed Values & Values up to US\$500m

	Deals
K3 Capital Group	341
Grant Thornton	179
PricewaterhouseCoopers	121
Rothschild & Co	115
KPMG	96
Houlihan Lokey	78
Ernst & Young	72
BDO	63
Deloitte	62
Benchmark	57

2021


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

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

2020

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

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

UK'S LEADING CORPORATE M&A ADVISERS 2017 - 2023		REFINITIV 
P	ADVISER	DEALS
1	K3 Capital Group PLC	1,614
2	Rothschild & Co	761
3	Grant Thornton	713
4	PricewaterhouseCoopers	698
5	KPMG	644
6	Deloitte	463
7	Houlihan Lokey	398
8	Benchmark International	386
9	RSM Corporate	354
10	BDO	353
11	Ernst & Young	353
12	Baker Tilly	277
13	Lazard	273
14	Clearwater International	257
15	Oaklins	251
16	JP Morgan	234
17	Lincoln International	230
18	Goldman Sachs	192
19	Jefferies LLC	191
20	Alantra Partners	140
21	Daiwa Securities Group	105
22	Bank of America Merrill Lynch	62
23	Numis	62
24	Barclays	54
25	finnCap	53

#1

THE UK'S NUMBER ONE
BUSINESS SALES ADVISOR

300+

OVER 300 UK DEALS
COMPLETED IN 2023

29,415

CORPORATE ENQUIRIES
RECEIVED IN 2023

2,977

BUYER MEETINGS
ARRANGED FOR OUR
CLIENTS IN 2023

788

OFFERS SECURED FOR
OUR CLIENTS IN 2023

Data extracted from United Kingdom involvement rankings in the Refinitiv Q4 2020 Global Mid-Market M&A Review, Refinitiv Q4 2021 Global Mid-Market M&A Review, Refinitiv Q4 2022 Global Mid-Market M&A Review and Refinitiv Q4 2023 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 25 years.



ACQUIRED BY



Sector: IT
Location: Cumbria
Buyer: Global 4



ACQUIRED BY



Sector: Industrial Supplies
Location: Durham
Buyer: Foresight Group



ACQUIRED BY

PRIVATE INVESTOR

Sector: Engineering
Location: Lincolnshire
Buyer: Private Investor



ACQUIRED BY



Sector: Engineering
Location: Worcestershire
Buyer: The Remet Company



ACQUIRED BY



Sector: Building Supplies
Location: Lancashire
Buyer: Haldane Fisher



ACQUIRED BY

MANAGEMENT BUYOUT

Sector: Electronics
Location: Leicestershire
Buyer: Management Buyout



ACQUIRED BY



Sector: Electrical Safety
Location: Greater Manchester
Buyer: Tegni on



ACQUIRED BY



Sector: Professional Services
Location: Bristol
Buyer: Eddisons

EFFIPAP LTD

ACQUIRED BY



Sector: E-commerce
Location: Wiltshire
Buyer: Fuel Express



ACQUIRED BY



Sector: Printing and Packaging
Location: Greater Manchester
Buyer: SCGP



ACQUIRED BY



Sector: Smoke and Ventilation
Location: Worcestershire
Buyer: TIS



ACQUIRED BY



Sector: Renewable Energy
Location: Staffordshire
Buyer: Freshstream



ACQUIRED BY



Sector: IT and Software
Location: Warwickshire
Buyer: Techsol Group



ACQUIRED BY



Sector: Healthcare Software
Location: London
Buyer: EngagedMD



ACQUIRED BY



Sector: Renewable Energy
Location: Buckinghamshire
Buyer: Agrivert



ACQUIRED BY



Sector: Tool and Plant Hire
Location: Cornwall
Buyer: Alliance Tool Hire (South West)



ACQUIRED BY

PIERCE AND GEDDES INVESTMENTS

Sector: Roofing
Location: Hull
Buyer: Pierce and Geddes Investments



ACQUIRED BY



Sector: Commercial Vehicle Leasing
Location: Scotland
Buyer: Avis Budget Group



ACQUIRED BY



Sector: Traffic Management
Location: Bedfordshire
Buyer: The Traffic Group



ACQUIRED BY



Sector: Accounting and Finance
Location: Yorkshire
Buyer: DJH Mitten Clarke



ACQUIRED BY



Sector: Industrial Bolting
Location: West Midlands
Buyer: D.P. Fasteners



ACQUIRED BY



Sector: Haulage and Transportation
Location: Northamptonshire
Buyer: Explore Transport Ltd



ACQUIRED BY



Sector: Medical Simulation
Location: London
Buyer: 3B Scientific



ACQUIRED BY

MEDICAL FIRST LIMITED

Sector: Mobility Equipment
Location: Warwickshire
Buyer: Medical First Ltd



ACQUIRED BY



Sector: Building Control
Location: Surrey
Buyer: Assent Building Control



ACQUIRED BY



Sector: Health and Safety
Location: West Yorkshire
Buyer: Newable Compliance



ACQUIRED BY



Sector: Architectural Stone
Location: Nottinghamshire
Buyer: Nene Capital



ACQUIRED BY



Sector: Learning and Development
Location: Derbyshire
Buyer: Key Capital Partners

HARDWARE WHOLESALE

ACQUIRED BY

TOOLING SUPPLIER

Sector: Hardware
Location: North West
Buyer: Tooling Supplier



ACQUIRED BY



Sector: Automotive Parts
Location: Yorkshire
Buyer: Invicta Holdings Ltd



ACQUIRED BY



Sector: Software and IT
Location: London
Buyer: ScaleUp Capital



ACQUIRED BY



Sector: Coffee
Location: London
Buyer: CCL Products (India) Ltd



ACQUIRED BY

LIFEBOAT MANAGEMENT LTD

Sector: Print and Marketing
Location: Essex
Buyer: Lifeboat Management Ltd



ACQUIRED BY



Sector: Financial Services
Location: Dorset
Buyer: Lumin Wealth



ACQUIRED BY







































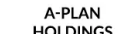










Sector: Beverage Systems
Location: Yorkshire
Buyer: TeqniOn













































ACQUIRED BY



Sector: Industrial Doors
Location: Devon
Buyer: Blount Shutters Ltd

 Record Electrical Associates Ltd ACQUIRED BY  TRENT INSTRUMENTS Sector: Analogue Instrumentation Location: Manchester Buyer: Trent Instruments	 cotswoldenergy group ACQUIRED BY  SCIS Insulation Ltd Sector: Renewable Energy Location: Gloucestershire Buyer: South Coast Insulation Services	 EUROTEK ACQUIRED BY  GIL Investments Sector: Foundry and Chemical Location: Yorkshire Buyer: GIL Investments	 SELECT ELECTRICAL SUPPLIES LTD ACQUIRED BY  REGENT ELECTRICAL DISTRIBUTORS Sector: Electrical Wholesale Location: West Sussex Buyer: Electrical Wholesale Systems Ltd
 advizzo ACQUIRED BY  CALISEN Sector: Utilities Software Location: London Buyer: Calisen	 CONNECTOR SOLUTIONS LTD ACQUIRED BY  TGM INDUSTRIAL GROUP Sector: CNC Engineering Location: Yorkshire Buyer: TGM Industrial Group	 SAUTER ACQUIRED BY  SAUTER Sector: Building Services Location: Surrey Buyer: Sauter Automation	 TAYLOR LANE ACQUIRED BY  CALA Sector: Construction Location: Herefordshire Buyer: Cala Group
 InEvexco ACQUIRED BY  AssuredPartners Sector: Insurance Brokerage Location: Kent Buyer: AssuredPartners	 GT VISION ACQUIRED BY  NORMEDICA NORTHUMBRIAN MEDICAL SUPPLIES Sector: Microscopes Location: Suffolk Buyer: Northumbrian Medical Supplies	 London Drainage Facilities ACQUIRED BY  YFM Equity Partners Sector: Drainage - Commercial Location: London Buyer: YFM Equity Partners	 AVUS CONSULTING ACQUIRED BY  WINTech ENGINEERING CONSULTANCY Sector: Mechanical and Electrical Location: Northamptonshire Buyer: Wintech Group Ltd
 GEKU AUTOMATION ACQUIRED BY MANAGEMENT BUYOUT Sector: Robotic Automation Location: Kent Buyer: Management Buyout	 Morham + Brochie PARTNERSHIP ACQUIRED BY  ala A LAMB ASSOCIATES Sector: Construction Location: Edinburgh Buyer: A. Lamb Associates Ltd	 MONOCHROME CONSULTANCY ACQUIRED BY  kerv Sector: IT Consultancy Location: Hampshire Buyer: Kerv Group	 AC Electrical Electrical Contractors ACQUIRED BY  storskogen Sector: Electrical Location: Lancashire Buyer: Storskogen
 PHOENIX ACQUIRED BY  SHEARWATER Sector: Marine Exploration Location: West Yorkshire Buyer: Shearwater GeoServices	 TIM HOGARTH ANTIQUES LIMITED ACQUIRED BY  H&T PAWN BROKERS Sector: Retail Location: Yorkshire Buyer: Harvey and Thompson Ltd	 AVA INSURANCE BROKERS ACQUIRED BY  A-PLAN HOLDINGS Sector: Insurance Location: London Buyer: A-Plan Holdings	 Stellarise ACQUIRED BY  VE-LOC-ITY TECHNOLOGY GROUP Sector: IT Location: London Buyer: Velocity Managed Services
 eagle PLASTICS LIMITED ACQUIRED BY  plastribution experts in thermoplastics Sector: Manufacturing - Sheet Materials Location: Leicestershire Buyer: Plastribution Ltd	 fre ACQUIRED BY  REDMAND INVESTMENTS LIMITED Sector: Manufacturing - Textiles Location: London Buyer: Redmond Investments	 SPANT ACQUIRED BY  THE AIREDALE GROUP Sector: Catering Services Location: Worcestershire Buyer: Airedale Group	 GMH BODDIE MANUFACTURING ACQUIRED BY  THIRDWAY INVESTMENT GROUP Sector: Plumbing and Heating Location: Greater Manchester Buyer: Thirdway Investment Group

 <p>ACQUIRED BY</p> <p>PRIVATE INVESTOR</p> <p>Sector: Scaffolding Location: Wiltshire Buyer: Ryan Eaton</p>	<p>ALTERIOR LIMITED</p> <p>ACQUIRED BY</p>  <p>Sector: Medical Diagnostics Location: Devon Buyer: Medray Imaging Systems</p>	 <p>ACQUIRED BY</p>  <p>Sector: Food and Drink Location: Cornwall Buyer: Boncolac SAS</p>	 <p>ACQUIRED BY</p>  <p>Sector: Groundworks Location: Devon Buyer: GoliathTech Piles</p>
 <p>ACQUIRED BY</p> <p>PREMIUM GROUP TOOLS LTD</p> <p>Sector: Retail and Wholesale Location: Yorkshire Buyer: Premium Group Tools Ltd</p>	 <p>ACQUIRED BY</p>  <p>Sector: Precision Machining Location: East Sussex Buyer: Unibloc Hygienic Technologies</p>	 <p>ACQUIRED BY</p> <p>JOHN RYAN GROUP</p> <p>Sector: Decorators Location: Derbyshire Buyer: John Ryan Group</p>	 <p>ACQUIRED BY</p>  <p>Sector: IT Location: Cambridge Buyer: inTec Business Solutions</p>
 <p>ACQUIRED BY</p>  <p>Sector: Distribution - Agriculture Location: Lincolnshire Buyer: Origin Enterprises Plcs</p>	<p>MA Solutions</p> <p>ACQUIRED BY</p>  <p>Sector: Water Treatment Location: Lincolnshire Buyer: Severn Trent Services</p>	 <p>ACQUIRED BY</p>  <p>Sector: Utilities Connections Location: Northamptonshire Buyer: South Staffordshire Plc</p>	 <p>ACQUIRED BY</p>  <p>Sector: Lifting Gear Location: West Midlands Buyer: Axel Johnson International</p>
 <p>ACQUIRED BY</p>  <p>Sector: Software Location: Greater Manchester Buyer: Grafenia</p>	 <p>ACQUIRED BY</p>  <p>Sector: Analytical Laboratory Location: Derbyshire Buyer: The Smithers Group Inc</p>	 <p>ACQUIRED BY</p>  <p>Sector: Transport and Logistics Location: Kent Buyer: EFS Global</p>	 <p>ACQUIRED BY</p> <p>FORTUS GROUP HOLDINGS LTD</p> <p>Sector: Gate Automation Location: Essex Buyer: Fortus Group</p>
 <p>ACQUIRED BY</p>  <p>Sector: IT Solutions Location: Essex Buyer: Virtual IT</p>	 <p>ACQUIRED BY</p>  <p>Sector: Software Location: Yorkshire Buyer: ACI Group</p>	 <p>ACQUIRED BY</p>  <p>Sector: Fire and Security Location: Greater Manchester Buyer: Croma Security Solutions Group</p>	 <p>ACQUIRED BY</p>  <p>Sector: Management Software Location: Yorkshire Buyer: Grafenia Plc</p>
 <p>ACQUIRED BY</p>  <p>Sector: Pharmaceutical Location: Hertfordshire Buyer: Phenna Group</p>	 <p>ACQUIRED BY</p>  <p>Sector: Heavy Plant Tyres Location: Greater Manchester Buyer: Literacy Capital Plc</p>	 <p>ACQUIRED BY</p>  <p>Sector: Fire and Security Location: Buckinghamshire Buyer: New Path Fire and Security</p>	 <p>ACQUIRED BY</p>  <p>Sector: IT Location: South Yorkshire Buyer: Innov8 Technology</p>



ACQUIRED BY



Sector: Fuel Installation
Location: Ireland
Buyer: LCM Environmental Services



ACQUIRED BY



Sector: Employee Benefits
Location: Surrey
Buyer: Omni Partners



ACQUIRED BY



Sector: Document Management
Location: Yorkshire
Buyer: Bridges Fund Management



ACQUIRED BY



Sector: Electronics
Location: Kent
Buyer: Volex PLC



ACQUIRED BY



Sector: Digital Marketing
Location: West Sussex
Buyer: Broadlight Global



ACQUIRED BY



Sector: Digital Marketing
Location: London
Buyer: xDNA Group



ACQUIRED BY



Sector: IT and Telecommunications
Location: Leicestershire
Buyer: Croft Communications



ACQUIRED BY



Sector: Heat Pumps
Location: Lancashire
Buyer: Certas Energy



ACQUIRED BY



Sector: Inspection and Verification
Location: Norfolk
Buyer: TÜV Rheinland UK Limited



ACQUIRED BY



Sector: Insurance
Location: Yorkshire
Buyer: Jensten Group



ACQUIRED BY



Sector: Pushchairs and Accessories
Location: Bedfordshire
Buyer: AE Partners



ACQUIRED BY



Sector: IT Infrastructure
Location: Cheshire
Buyer: Awareness Software Limited



ACQUIRED BY



Sector: Building Surveying/Architecture
Location: Hampshire
Buyer: Stiles Harold Williams Partnership



ACQUIRED BY



Sector: Groundworks
Location: Wales
Buyer: RSK Group



ACQUIRED BY



Sector: Manufacturing
Location: Hampshire
Buyer: Grant Russel



ACQUIRED BY



Sector: Recruitment
Location: Surrey
Buyer: The Sammons Group



ACQUIRED BY



Sector: Manufacturing
Location: Lincolnshire
Buyer: Veljan Denison Limited



ACQUIRED BY



Sector: Plastics
Location: Buckinghamshire
Buyer: Discover IE Group plc

ALLTON WARPING LTD

ACQUIRED BY



Sector: Manufacturing
Location: Mansfield
Buyer: Eco Filters Limited



ACQUIRED BY



Sector: Manufacturing
Location: Stoke-on-Trent
Buyer: Addtech



ACQUIRED BY



Sector: Engineering
Location: Essex
Buyer: Northend Holdings Limited



ACQUIRED BY



Sector: Chemical Materials Distribution
Location: Yorkshire
Buyer: The White Sea & Baltic Co Ltd



ACQUIRED BY



Sector: Parking
Location: Essex
Buyer: APCOA Parking



ACQUIRED BY



Sector: PCB
Location: West Sussex
Buyer: NCAB Group



ACQUIRED BY

Citation

Sector: Security
Location: Lancashire
Buyer: Citation Group



ACQUIRED BY



Sector: Plastics Recycling
Location: Greater Manchester
Buyer: Ravago



ACQUIRED BY

**LBO
CORPORATION
PLC**

Sector: Manufacturing
Location: Cambridgeshire
Buyer: LBO Corporation PLC



ACQUIRED BY

Foresight
FOR A SMARTER FUTURE

Sector: Manufacturing
Location: Wales
Buyer: Foresight



ACQUIRED BY



Sector: Manufacturing
Location: Wiltshire
Buyer: PHD Industrial Holdings Limited



ACQUIRED BY



Sector: Communications
Location: Northamptonshire
Buyer: Intercity



ACQUIRED BY



Sector: Retail
Location: Greater Manchester
Buyer: Parabellum Investments

**CHANNING LUCAS
AND PARTNERS
LIMITED**

ACQUIRED BY



Sector: Marine Insurance
Location: London
Buyer: DR & P Group Limited

**TUFFPIPER
LIMITED**

ACQUIRED BY



Sector: Manufacturing
Location: Lancashire
Buyer: Naylor Industries PLC



ACQUIRED BY



Sector: Measurement and Calibration
Location: Tyneside
Buyer: Wika Instruments Ltd



ACQUIRED BY



Sector: Measurement and Calibration
Location: West Midlands
Buyer: Construction Testing Solutions



ACQUIRED BY



Sector: Consultancy
Location: Yorkshire
Buyer: Jonathan Cornes Associates



ACQUIRED BY

**MFG
HOLDINGS**

Sector: Steel Fabrication
Location: Essex
Buyer: MFG Holdings



ACQUIRED BY



Sector: Wholesale of Machine Tools
Location: Scotland
Buyer: Ascot Capital Ltd



ACQUIRED BY



Sector: R&D Tax Credits
Location: Greater Manchester
Buyer: BGF



ACQUIRED BY



Sector: HVAC
Location: Tyne and Wear
Buyer: Newable Capital



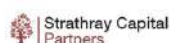
ACQUIRED BY

**GABRIEL PRIVATE
INVESTMENTS LTD**

Sector: Engineering
Location: Berkshire
Buyer: Gabriel Private Investments Ltd



ACQUIRED BY



Sector: Electrical Wholesale
Location: Greater Manchester
Buyer: Strathray Capital



ACQUIRED BY



Sector: Commercial Cleaning
Location: Kent
Buyer: Intelligent Workplace Solutions



ACQUIRED BY

**TOTAL CLEAN
SERVICES LTD**

Sector: Commercial Cleaning
Location: London
Buyer: Total Clean Services



ACQUIRED BY



Sector: Vehicle Recovery
Location: Staffordshire
Buyer: FMG Support Group Ltd

SOCK ACADEMY

ACQUIRED BY



Sector: Designer/Manufacturer of Socks
Location: Hertfordshire
Buyer: Jatania Holdings Limited



ACQUIRED BY



Sector: Hydraulic and Offshore
Location: Tyne and Wear
Buyer: RG Fluid Power Group Ltd

BKS Logistics

ACQUIRED BY



Sector: Warehousing
Location: Buckinghamshire
Buyer: Sadita (UK) Limited

MULTI AWARD WINNING



UK CORPORATE FINANCE FIRM
OF THE YEAR



UK CORPORATE FINANCE FIRM
OF THE YEAR



CORPORATE FINANCE FIRM OF
THE YEAR - UK



UK CORPORATE FINANCE FIRM
OF THE YEAR



UK CORPORATE FINANCE
ADVISORY OF THE YEAR

**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

STORETEC
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

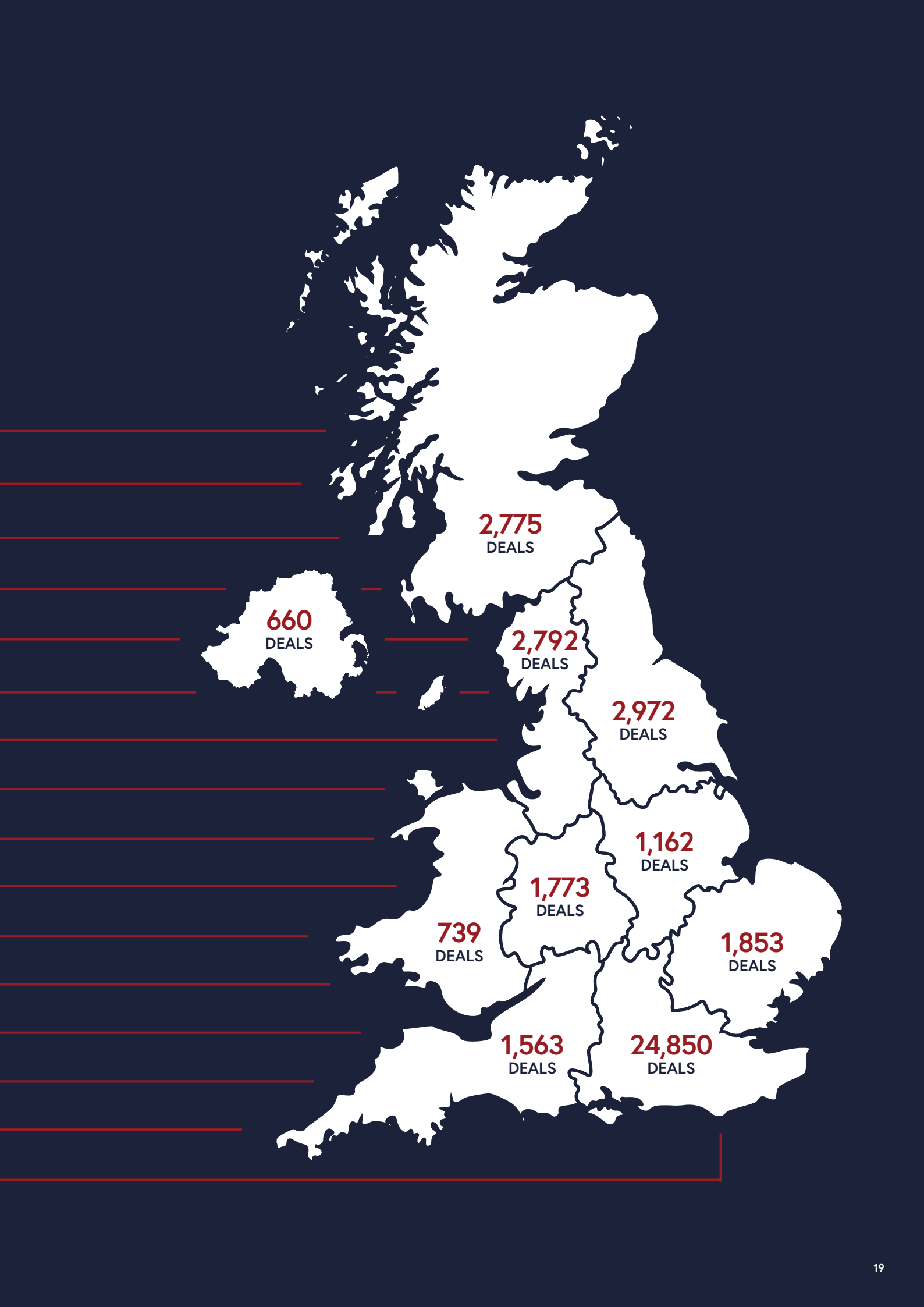
MATTEST SOUTHERN
HERTFORDSHIRE

HCD GROUP
SOUTH GLAMORGAN

CLIMB ONLINE
LONDON

RENAISSANCE RETIREMENT
HAMPSHIRE

VIVUP
SURREY



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



"Guy Haynes and his team were always available and very helpful in helping to negotiate a good deal for all those involved in the MBO of my business. All parties appreciated all the help and advice and look back on the whole experience with a very positive outlook."

IAM SIMKINS
SILVEN RECRUITMENT



"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

SOCK ACADEMY

"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



"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."

GATELEY PLC



WILSON ALARM SYSTEMS LTD

"KBS helped us at every stage, they were extremely professional and were always available for advice and support. We had several enquiries and offers and we have just completed the sale to the perfect investor."

**LIZ PIRIE
WILSON ALARM SYSTEMS**



"I was pleased with the support and help provided by the KBS Team. The day to day contact at KBS was always available and keen to help and to offer advice. The inhouse tax advice support was also helpful complimenting the advice of our own accountants."

**MARK WATSON
MAW CONSULTING**



"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 SOLICITORS



"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**



"KBS Corporate were able to source a buyer that could present opportunities that I hadn't considered before. The deal structure was straightforward with an arrangement that suited everyone."

**IAN PHILLIP
ANVIL MOBILE**



"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**



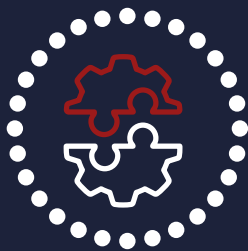
TripleTrack

**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.



ALTERNATIVE ROUTES

By targeting alternative buyer types such as institutional investors, investment banks, pension funds, mutual funds, family offices and EoTs, we can present an even wider range of potential exit structures to suit your individual objectives.



**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.

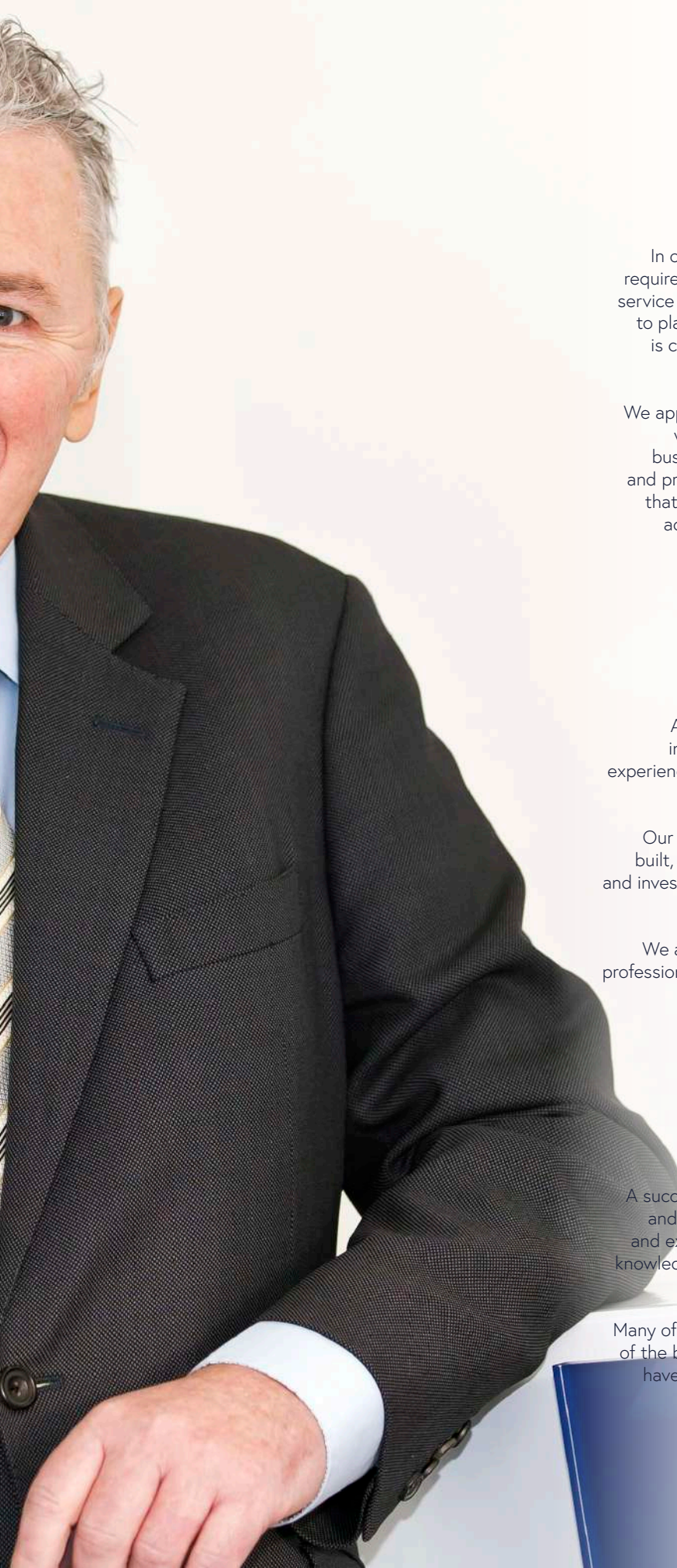
Our team have a vast wealth of experience and specialise in lead advisory and transaction support for company sales with values up to £200m. Our hand-picked team of Corporate Financiers have experience in owning, running, exiting and providing lead advisory on businesses across many sectors.

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.



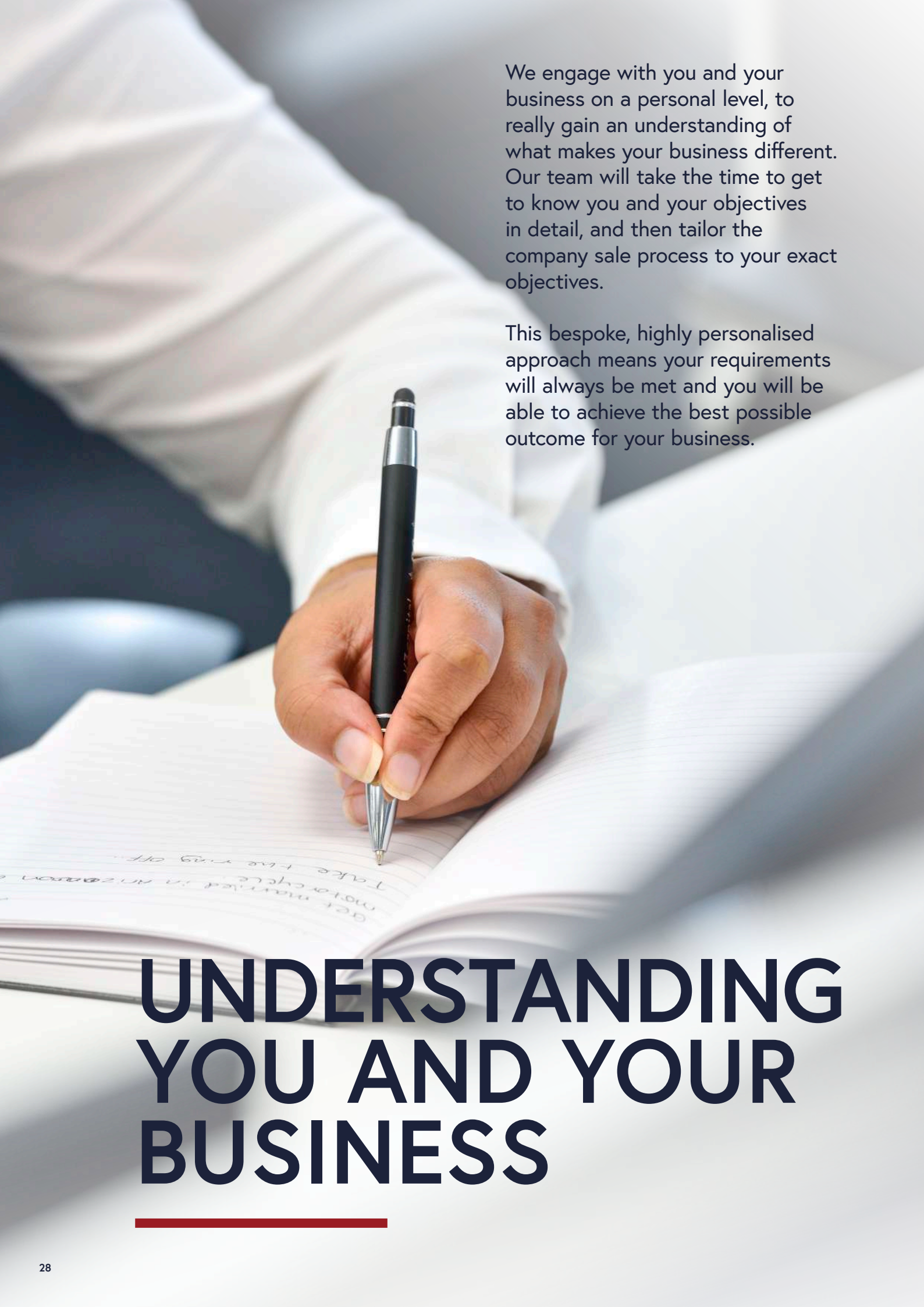
REACH



DELIVER

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.

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.

A close-up photograph of a person's hand holding a black pen, writing in a spiral-bound notebook. The person is wearing a white long-sleeved shirt. The notebook is open, and the writing is in cursive. The background is blurred, showing more of the person's arm and the notebook's pages.

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.

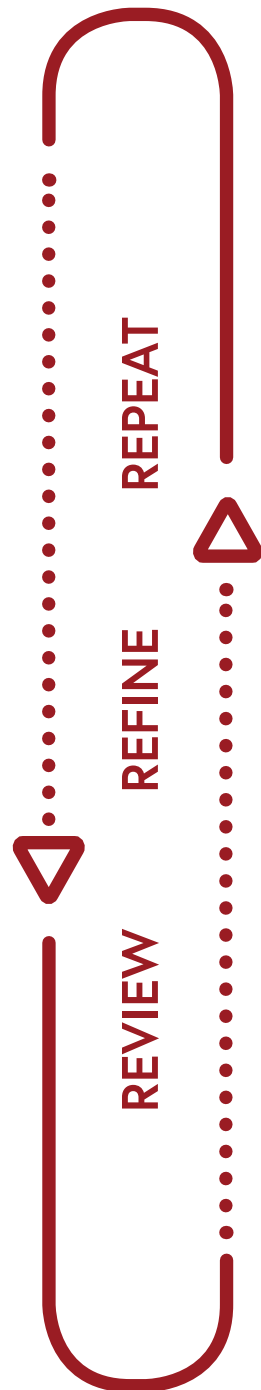
We have made significant investments into developing bespoke, state of the art systems, incorporating 'big data' from various leading sources in order to ensure that we hold the latest information on who is acquisitive within your sector and who has the financial means, the expertise and the desire to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

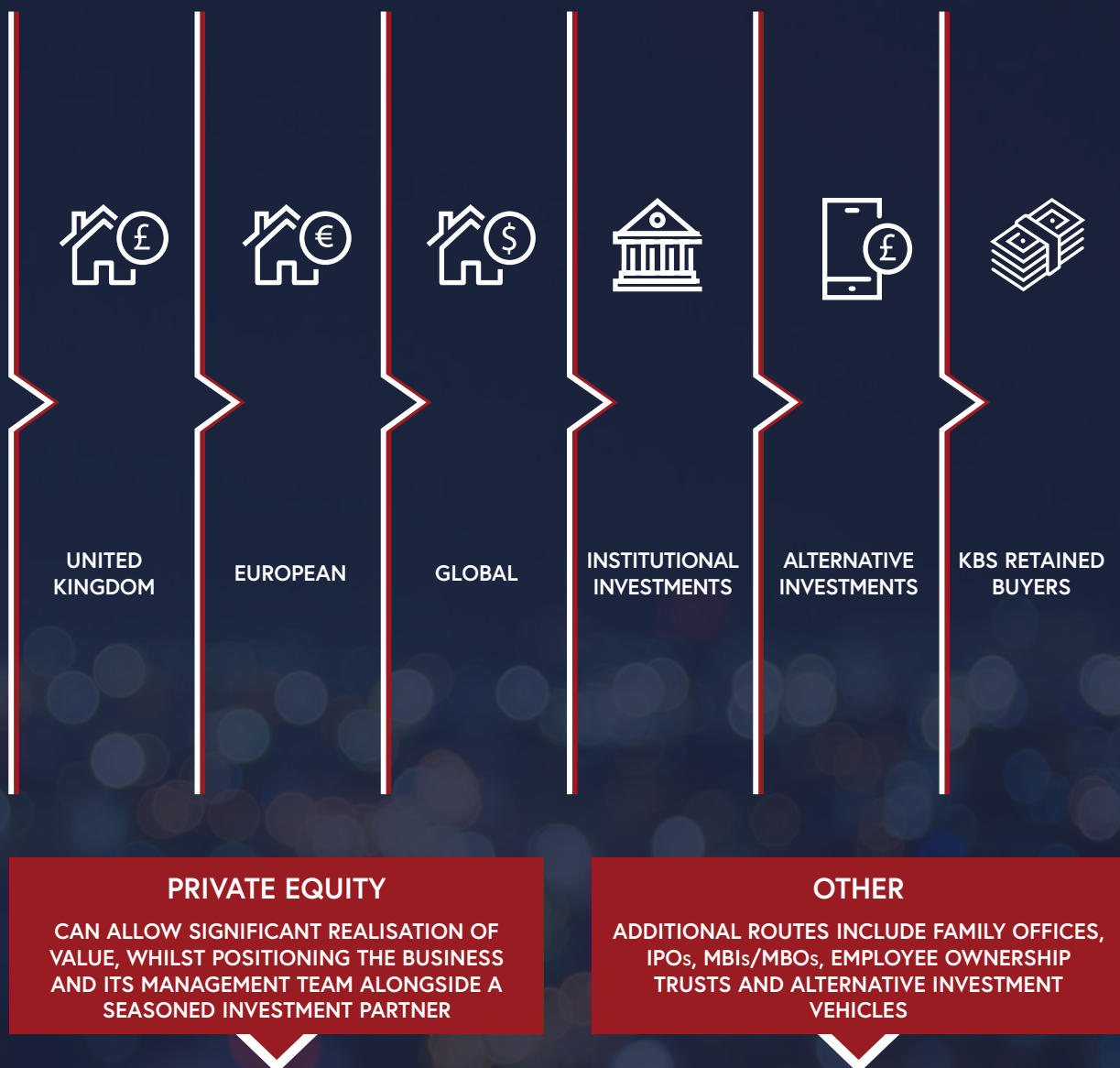


GLOBAL

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



- 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

- 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 25 years of dealmaking, our database is one of the most comprehensive in the industry



BUYER MATCHING ENGINE

POWERED BY KBS CORPORATION

Home Help Log Out

Results

1 to 100 of 625 companies found Research View

Previous Next

	Company number	Company name	Watched score	Web address	Company House link
<input type="checkbox"/>	1	03659670 Rambol UK Limited (previously known as Rambol Whitebird Limited)	37	rambol.co.uk	View
<input type="checkbox"/>	2	SC217249 Honic Lacle Plant Hire Ltd (previously known as Honic Leslie (Plymouth) Limited)	36	honic.co.uk	View
<input type="checkbox"/>	3	07728231 Veritas Group (Limited) (previously known as Eastern Facilities Management Solutions Limited)	36	www.veritas.co.uk	View
<input type="checkbox"/>	4	08785541 Colmore Tang Construction Limited	35	www.colmore-tang.com	View
<input type="checkbox"/>	5	06757544 Inclusive FM Group Limited	35	www.inclusive-fmgroup.com	View
<input type="checkbox"/>	6	06855507 Ashcourt Contracts Limited	34	ashcourt.com	View

1 to 100 of 625 companies found

Previous Next

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 greater volumes of expressions of interest for our clients.



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."**

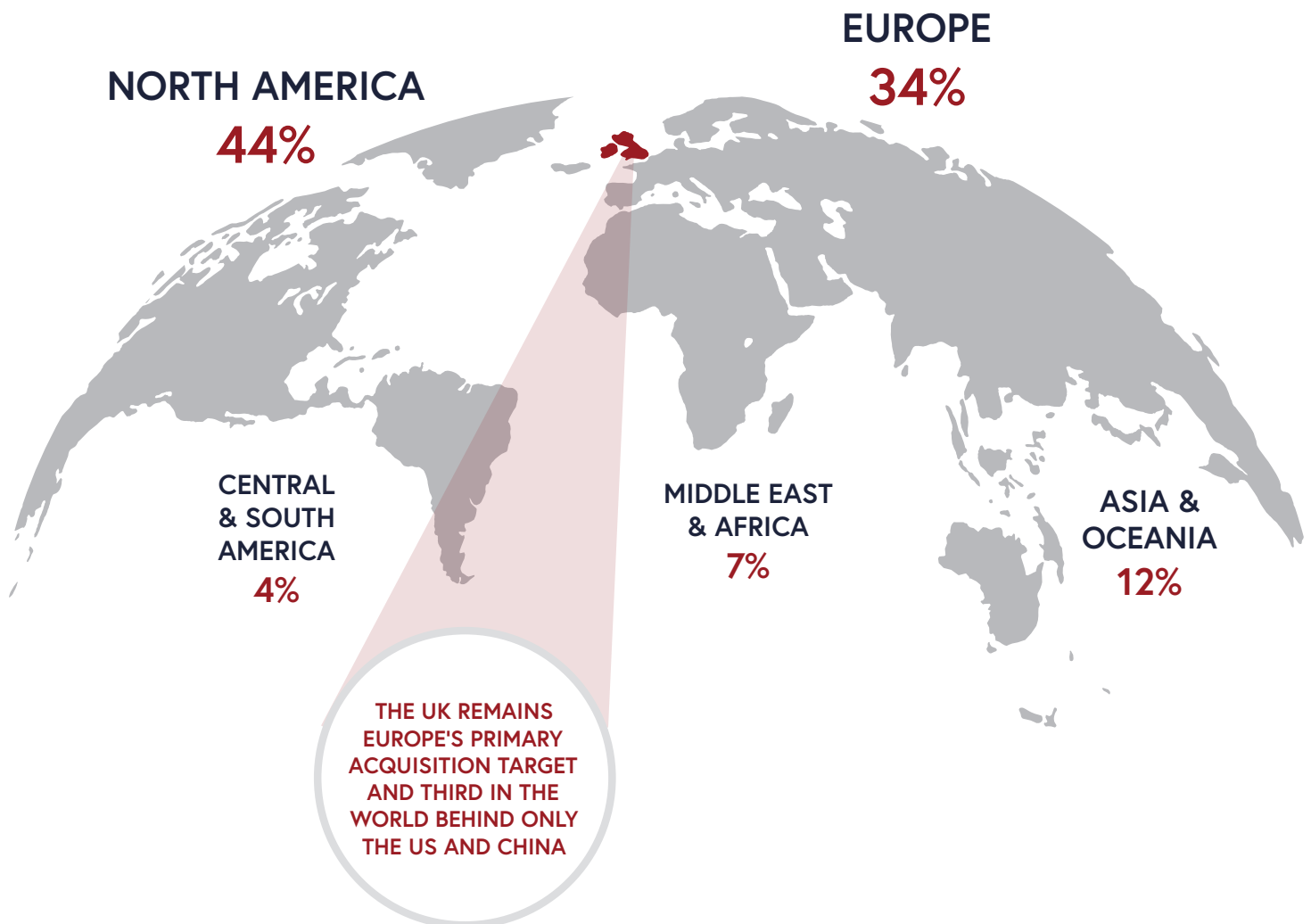
**JULIE DOYLE
HEAD OF RESEARCH**



**ACQUIRERS OF UK COMPANIES
ARE FROM OVERSEAS**



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



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 Plc



nexus
SOLICITORS

Fieldings Porter
Since 1871

gunnercooke

Farleys
SOLICITORS LLP



B Birchall
Blackburn Law
Always there

PEARSON
SOLICITORS AND FINANCIAL ADVISERS

 napthens
solicitors

IM irwinmitchell

cleggs.



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.

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.

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

John has over 18 years of operational, sales and commercial management experience within M&A. He specialises in developing a thorough understanding of a business in order to drive optimum shareholder value. Under John's leadership, the Group's holding company successfully floated on the London Stock Exchange in 2017.



ANDREW MELBOURNE
CHIEF FINANCIAL OFFICER

As a qualified accountant, with over 12 years of 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
CORPORATE FINANCE
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
SALES 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
OPERATIONS DIRECTOR

Matt has over 25 years of 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
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 successfully disposed 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 15 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.



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.

CORPORATE DIRECTORS



CHRIS WILLIAMS



DOMINIC MACVARISH



CRAIG GAUSDEN



STEVE DORKINGS



TONY WILDE



IAN GRIFFITHS



MATTHEW BRANNON



DAVID HILL

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.



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.



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



BILLY
TREACY



LUCIA
HOUGHTON



GACHINA
MCKEEFERY



LAURA
HALLIWELL



SARA
FLETCHER



ALEX
FOSTER



JULIE
GREENFIELD



RICHARD
STOCKS



GEORGIA
ROTHWELL



DRIXIE
ESPIRITU



OLUWATOMIWA
BELLO



ALISON
HORTON



SAM
WOOD



LILE
ASHLEY



JOSHUA
BYRNE



PAUL
LIPTROTT



SHAMIMA
AKHTAR



AARON
MCWILLIAMS



SHAZAMAN
ALI



MARI
STAFFORD

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



PAUL
GILL



SAM
ARTHUR



AMY
OAKES



GARETH
SMYTH



CONNOR
DUFFY



ASHLEY
HYNES



ANTHONY
COBHAM



REBECCA
BILLINGTON



MIKE
LACEY



SHIVANI
NATHOO



THOMAS
GREVIN



JOSHUA
FLAYE



IAN
BLACKBURN



SHANNON
JACKSON



DEBBIE
COLLEY



GRAEME
BROWNE



DANIEL
JONES

MARKETING, DATA & CLIENT LIAISON

The marketing and client liaison teams work 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.

K3 CAPITAL GROUP

K3 Capital Group 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, Knight Corporate Finance 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

A low-angle photograph of a modern building with a brick facade and large glass windows. The building is identified by a sign that reads "KBS corporate". The glass reflects the sky and clouds. The building is part of the National Footprint section of the document.

KBS corporate



HEAD OFFICE



KBS House
5 Springfield Court
Summerfield Road
Bolton
Greater Manchester
BL3 2NT



01204 291 591



sell@kbscorporate.com



kbscorporate.com



KBS House
5 Springfield Court
Summerfield Road
Bolton
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