

Corporate Finance

Making deals happen

Do these questions strike a chord?

- Do you have a strategic plan for the next 3-5 years?
- Do you know how to acquire a business?
- Have you got the most effective funding in your business?
- Have you started to think about your exit options?
- Does your current adviser understand your business, are they proactive?

We have a dedicated Corporate Finance team which specialises in providing the answers.

Focused on owner managed and family owned businesses and management teams, we have a market leading team with a proven track record across:

- Mergers, acquisitions and disposals;
- Management buy-outs (MBOs) and buy-ins (MBIs);
- Strategic planning;
- Financial structuring;
- Financial modelling;
- Pricing analysis;
- Due diligence; *and*
- Business grooming.

We provide the client with a seamless integrated quality service designed to deliver the transaction at the right price, quickly, efficiently and in a cost effective manner. If you would like more information about our Corporate Finance services please contact any of the core team.



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INVESTOR IN PEOPLE



great minds think differently

A proven track record

The transaction tombstones and client testimonials below speak for themselves. Key to our success is that we understand the emotions of the transaction and the support that is required. We involve ourselves in all aspects of the deal and manage our tax, pension and audit specialists as required. Our objective is to secure a successful transaction, quickly, efficiently and in a cost effective manner.

	<p>Biotrack</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the shareholders on their disposal of Biotrack Ltd to Lotek Wireless Inc.</p> <p>£Undisclosed March 2007</p>	<p><i>"I'm excited that a centre of excellence for radio-tracking is confirmed in Wareham with ownership in Canada and a European connection. Princecroft Willis made a complex sale run smoothly. They guided us through the process and had an extremely hands on role throughout, it was a great comfort to have them on hand to provide specialist advice at every stage."</i></p> <p>Bridget Kenward MD Biotrack</p>
	<p>Chapelgate Holdings Ltd</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the shareholders on their disposal of Chapelgate Holdings Ltd to Inchcape plc.</p> <p>£Undisclosed October 2007</p>	<p><i>"Selling to the right purchaser was a very important factor. I wanted the company to have the right platform to fully develop the growth opportunities that will exist in the future market place for the Porsche brand. Princecroft Willis played an extremely hands on role throughout the process and it was a great comfort and reassurance to have them project manage the transaction."</i></p> <p>Brian Deeks, Managing Director Chapelgate Holdings Limited</p>
	<p>Dave Wells Properties</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to Dave Wells Properties in the arrangement of a £130m lending facility.</p> <p>February 2008</p>	<p><i>"Having used Princecroft Willis to negotiate my previous lending facility arrangement I had no hesitation in once again instructing Mark to run the process for me. There were a number of challenges, mostly created by the external banking market, it was essential to have Mark guiding me through."</i></p> <p>Dave Wells</p>
	<p>DHS Tool Supply Co. Ltd</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the management team re their MBO of DHS Tool Supply Co. Ltd</p> <p>£Undisclosed February 2008</p>	<p><i>"Princecroft Willis were recommended to us and we were advised that their Corporate Finance team had the credentials to make the deal happen. We could not have completed the deal without their hands on management of the process from start to finish. From final acceptance of our offer through to completion they ensured that the deal was finalised quickly and with the minimum of disruption to the business."</i></p> <p>Malcolm MacInnes, Director DHS Tool Supply Co. Limited</p>

	<p>Electra-net (UK)</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the shareholders and the management team of Electra-net (UK) Ltd</p> <p>£22m January 2008</p>	<p><i>"Princecroft Willis Corporate Finance project managed the whole sale process from start to finish. As the sale process evolved I decided I wanted the opportunity to maximise the substantial opportunities available to Electra-net. An MBO was identified as the best solution to achieve this goal and at that stage Princecroft Willis then also took responsibility for the MBO. Without them the deal could not have happened."</i></p> <p>Andy Richards, Managing Director Electra-net (UK) Limited</p>
	<p>Growing Success Organics</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the shareholders on their disposal of Growing Success Organics Ltd to Monro Horticulture Ltd</p> <p>£Undisclosed April 2006</p>	<p><i>"We needed the Corporate Finance expertise of Mark and his team to manage the process and deliver the transaction whilst we continued to run the business. Throughout the process, there were a number of significant challenges which Mark steered us through."</i></p> <p>Stan Mernagh, MD Growing Success Organics and Wessex Horticultural Products</p>
	<p>Peter Day Precision Engineering Ltd</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor on the MBO of Peter Day Precision Engineering Limited</p> <p>£Undisclosed August 2006</p>	<p><i>"Princecroft Willis have always provided valuable advice to the company throughout its development. The addition of their Corporate Finance department meant that we had access to all the professional expertise necessary to make the deal happen."</i></p> <p>Mary Baker, Director Peter Day Precision Engineering Limited</p>
	<p>Principle Care Ltd</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the shareholders on their disposal of Principle Care Ltd to Southern Cross Healthcare Group plc.</p> <p>£Undisclosed May 2008</p>	<p><i>"Without Princecroft Willis the deal would not have completed, they made the deal happen. At one stage or other we seemed to need most of their services, all co-ordinated by Mark Aitchison as part of his Corporate Finance role. We were guided and supported throughout the process, we had complete faith in their ability to complete the deal."</i></p> <p>Janet Korrie, Director Principle Care Limited</p>
	<p>UKS&V Limited</p> <p>Princecroft Willis LLP...</p> <p>acted as financial advisor to the management team re their MBO of UKS&V Ltd</p> <p>£Undisclosed March 2007</p>	<p><i>"We had access to Princecroft Willis' specialists who had the professional expertise necessary to make the deal happen. We could not have completed the deal without their Corporate Finance team's hands on management of the deal. They ensured that the deal was finalised within a very tight schedule."</i></p> <p>Andy Haynes, Director UKS&V Holdings Limited</p>



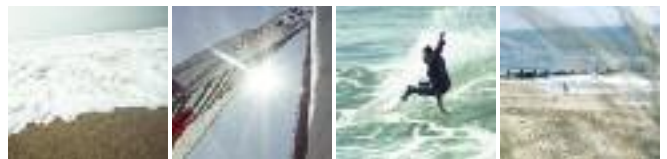
About Princecroft Willis

Princecroft Willis is the largest firm of independent chartered accountants and business advisers in Dorset and West Hampshire.

In addition to providing traditional audit, accountancy and tax compliance services, we have a comprehensive range of in-house specialists including advisers in Corporate Finance, IT, Estate Planning and VAT, with each client having a lead partner who is tasked with ensuring that our advice and support is both focused and co-ordinated. Our one-stop solution encompasses guidance on financial planning, investment and pensions from PW Financial Services* and outsourced payroll, accountancy and VAT services from PW Business Solutions Ltd.

Our size and independence enable us to keep overhead costs at a minimum, which means that our fees are competitive even when compared with smaller practices. We are also a genuine alternative to the large national and international firms because of the range of services we provide.

Princecroft Willis is a member of HCWA, an association of independent firms of accountants throughout the UK. The association prides itself on the quality and integrity of its member firms. HCWA members share best practice that is encompassed in the nationally communicated procedures which serve to protect members and their clients.



HCWA is a business affiliate member of Horwath International, one of the world's leading global professional services organisations. Horwath International is represented in nearly 400 cities in over 80 countries.

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Princecroft Willis LLP is a limited liability partnership registered in England and Wales with registered no. OC306767. We are registered to carry on audit work and regulated for a range of investment business activities by the Institute of Chartered Accountants in England and Wales.

**PW Financial Services is a trading style of iimia Financial Planning Ltd, which is authorised and regulated by the Financial Services Authority.*