

Transaction Services

Buying, selling, or refinancing a business has the potential to be complex. Undertaking due diligence is important to ensure you are fully informed, enabling you to maximise value, identify, and where appropriate mitigate, financial and tax risks.

Blick Rothenberg's Transaction Services team provides Big Four quality with a tailored, Partner-led approach to private equity, corporates, owner-managers, and family offices. We will work with you to navigate the specific complexities and focus areas of your transaction, providing our independent view to assist your decision making.

About Blick Rothenberg

Established in 1945 and now a part of AZETS, Blick Rothenberg is a leading UK tax, accounting and business advisory firm.

Unlike many of its peers, Blick Rothenberg is based in a single office in Central London, with over 80 partners and 800 staff, giving us a depth of experience and specialism more akin to much larger firms. These include areas such as Transaction Services, M&A tax, SPA advisory, transfer pricing, R&D, customs, and management incentive schemes, together with a focus on international inbound investors via local language inbound country desks.



Jon Jesky

Partner, Transaction Services

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Jon has over 18 years of Big Four financial due diligence experience, split between buy-side due diligence, vendor assistance support and vendor due diligence, working with private equity houses, corporates and owner managers.

Jon helps his clients throughout a transaction process, providing his insights, advice and views, as well as navigating Blick Rothenberg's technical specialists on their behalf.



Andrew Sanford

Partner, Transaction Services

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Andy specialises in advising corporate clients on their acquisitions and succession/exit planning issues, as well as group restructuring, the financial due diligence associated with the acquisition process, together with the associated completion accounts process.

Andy is regularly called upon to speak externally on corporate due diligence issues and provide expert comment to the media on topics including the Budget and Spring Statement.



Chantal Van Stipriaan

Partner, Transaction Tax

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Chantal worked for over 28 years in the International Tax and Transaction Services practice at the Big Four. She advises many family offices, corporate and private equity clients as well as many SOE's and POE's in PRC on all tax aspects of acquisitions, disposals, reorganisations and refinancings.

Chantal has a multi jurisdictional tax background which enable her to lead tax due diligence and tax structuring projects in the property, energy, TMT, retail, life science and logistics sector.

Blick Rothenberg's Transaction Services team provides Big Four quality with a tailored, Partner-led approach to private equity, corporates, owner-managers, and family offices. Far from being a generic tick box exercise that represents numbers, Blick Rothenberg's financial and tax buy and sell side due diligence and vendor assistance services add clarity, efficiency, and value to a transaction process.

Services include

Financial services

- Buy-side financial due diligence
- Financial vendor due diligence
- Vendor assistance
- Transaction readiness assessments
- Sale and purchase agreements
- Completion accounts review.

Tax services

- Tax due diligence
- Sale and purchase agreements
- Pre-sale restructuring
- Acquisition tax structuring
- Personal tax planning
- Structuring of management incentive schemes
- Structuring of purchase consideration.

Post deal services

- Resolution of issues and risks identified during the due diligence
- Advising on the accounting implications of transactions
- Alignment of accounting processes and systems (including FRS 102)
- Legal entity / group rationalisation
- Transfer pricing, supply chain integration, management incentives
- Advice on post-transaction retention of staff, including tax-efficient incentivisation arrangements.

Buy-side due diligence

When buying a business, you want to understand what you are acquiring on day one and don't want any surprises. We will work with you to tailor our scope, approach and deliverable to meet your requirements, and those of other stakeholders, including lending banks and W&I insurers.

Our buy-side financial due diligence assesses the target's historical and projected financial performance in the context of its equity story and key business drivers. We provide our view of underlying normalised earnings together with working capital and other enterprise value to equity price issues including debt and debt-like items.

From a tax due diligence perspective, as well as consideration of the target's compliance around corporation tax, employment taxes and VAT, our specialists in areas such as R&D claims, transfer pricing, and management incentive schemes can also be engaged should a potential risk be identified.

Depending on the countries involved, we will work with you to consider any implications for tax extraction, together with suggesting options to optimise your acquisition tax structure. We can also provide advice on sale and purchase agreements, focused on assisting your lawyers define the financial and accounting aspects together with the associated protections, as well as with completion accounts process.

Sell-side support

When selling a business being prepared and anticipating the areas of focus and questions that are likely to come from potential acquirers and how you will respond is key. By being ready to provide interested parties with robust sell-side information on day one, you will be able to maintain positive deal tension, reduce the disruption to your day-to-day business and maximise value.

Our support will be tailored to prepare you for your specific process and subsequent buy-side due diligence. We will work with you, often in advance of the formal process, be that helping assess your transaction readiness from a financial and tax perspective, considering if any pre-deal tax structuring would be appropriate, through to vendor assistance work.

Vendor assistance support may involve amongst other things helping you to: present your historical financial information; document your business plan; consider your approach to net working capital and debt and debt-like items, including how these are defined in the sale and purchase agreements; or just helping you respond to bidder queries.

If required, we can prepare a financial vendor due diligence report with the intention of assigning this to the successful acquirer.