

Providing you with corporate finance expertise

Each business has different needs for finance and our extensive network of contacts means that we can help you to raise funds. You may be planning for organic growth or acquisitive growth, developing new products or simply want to research better solutions for existing finance. Our range of skills and contacts means we can provide you with all the support you need to guide you through the process. We can assist you with corporate finance, exit-planning and due diligence, including valuing your business.

Knowing what your business is worth

Whether you are thinking of selling your business, have already received an offer, are involved in a dispute or your existing accountants have a conflict of interest, Baker Watkin can provide an independent valuation of your business.

It is important to know what your business is worth and to plan your exit to build the value. A valuation now can identify the value of your business today and show those aspects that could be improved so as to increase its value.

Planning your exit to achieve the optimum price

In our experience, the businesses that are prepared for sale (or groomed) are those that are sold for a good price. With buyers in the market at the moment looking for businesses that have potential, we would recommend that you always have an eye on an eventual sale in case you receive an unexpected approach from a buyer.

Obtaining a good price depends on knowing your purchaser and your market place. We recommend making a business independent from its owner(s) before considering selling, and lining up more than one purchaser.

To help you obtain the best price we can assist you in considering your options, carry out research to identify potential purchasers, review the market and your sector and help you to build the goodwill value, which is the value of the business in its own right.

We provide exit-planning workshops which will help you determine the priorities for your business, produce benchmarking statistics and help you to decide on the best approach for planning your exit.

Structuring finance for your business

We can assist you with the raising of funds through our comprehensive network of contacts and our membership of The Corporate Finance Network. These include established professional business relationships with financing providers and a panel of lenders that extend beyond high street banks.

Services tailored to your business

- ▶ Audit and accounts preparation
- ▶ Compliance and tax planning
- ▶ VAT accounting
- ▶ Business start-up advice
- ▶ Personal tax advice and returns
- ▶ Corporate finance
- ▶ Financial reporting
- ▶ Business advice and support
- ▶ Business tax advice and returns
- ▶ Accounting and tax for freelancers
- ▶ Information technology (IT) services

UK200Group and The Corporate Finance Network members

UK200Group corporate finance experience covers a diverse range of business sectors and can be called upon to advise the best way to develop a company. As members, we understand there can be many reasons for buying or selling a company and UK200Group provides support for the comprehensive due diligence and risk management services required to obtain the best deal for clients.



The Corporate Finance Network specialises in raising finance for business, buying and selling companies and being a member means we can access additional corporate finance resources, particularly in the areas of advertising businesses for sale discreetly and accessing these lists for our clients who want to acquire businesses. In addition, we have a wider access to funding and an extended contact list.



Discuss your requirements with a partner

Find out how we can help you by booking a pre-engagement meeting with a Partner – a no obligation way to find out what it's like to be one of our clients. Call us on the number below.

Baker Watkin

Phone: +44(0)1438 750555
Fax: +44(0)1438 311680
Email: advisers@bakerwatkin.co.uk
Web: www.bakerwatkin.co.uk

Baker Watkin - Chartered Accountants & Chartered Tax Adviser
Middlesex House, Rutherford Close,
Stevenage, Hertfordshire SG1 2EF, UK.

Baker Watkin

Chartered accountants and tax adviser

We see beyond the numbers

We give you a number of guarantees that include:

- ▶ A high level of partner contact
- ▶ A proactive approach
- ▶ A partnership committed to quality service

Solutions for all your accounting needs for any size of business



Four partners each providing specialist support

Dedicated to providing a high level of expertise, each of our Partners specialise in a different area, which means you can access expert help within the practice when you need it. Information about our Partners' specialist area is detailed below.

Roy Baker ACA – Medical GP practices

Roy Baker specialises in medical GP practices and acts for a number of clients in this area. Understanding GPs' contracts with the NHS, the submissions required and how the GPs' business operates is essential in dealing with their complex tax and superannuation matters. Roy supports a range of businesses from medical consultants and practices to corporate and private clients in the service sectors.



Andrew Watkin FCA – Sales and acquisitions

Andrew Watkin specialises in auditing and corporate acquisitions acting as the financial adviser for businesses that are selling, merging or buying other companies. He negotiates on behalf of his client, advises on the legal and financial implications, produces the required financial statements and works with all parties to complete any sales or purchases. Andrew supports a range of owner-managed businesses, especially manufacturing companies and distributors.



Paul Craggs FCA – Charities and companies with an overseas parent company

Paul Craggs specialises in auditing and advising charities on producing their financial statements and works with overseas clients who have subsidiaries in the UK. For a number of clients he has set up and managed the full accounting and finance functions for UK subsidiaries of overseas parent companies. Paul also works with a range of clients in all sectors.



James Abbott FCCA CTA – Tax specialist

James Abbott heads up our tax department specialising in all forms of personal and corporate taxation, providing the full range of tax advice to individuals, trusts and companies. James has been involved in advising high net worth individuals and owners of businesses on using tax planning to minimise all their tax liabilities.



A comprehensive accountancy service with a difference

At Baker Watkin we are committed to providing the best accountancy and business advisory service and because you are an individual and every business is different, all our services are tailored to meet your needs.

When you join our practice we will match the skills of the team to meet your requirements. One person on the team will be a Partner and this team will remain with you as far as possible throughout the duration of the services we provide to you.

We see beyond the numbers

Whether you operate as a limited company, partnership, sole trader or individual, we see beyond the numbers to help you develop your business. As your trusted business advisers we will:

- ▶ **Help you plan and prepare for the future** – you can confidentially discuss your ideas for growth and development with us
- ▶ **Give you advice and support when you need it** – we are available when you want to talk through any challenges or problems you are facing so you can make more informed decisions
- ▶ **Manage all your accounting needs** – if you need more time or help with the paperwork we can complete the bookkeeping or if you have your own accounts department we can undertake an independent audit
- ▶ **Minimise your tax liabilities** – ensuring you do not pay more tax than you need to. If you are making changes in your business our tax partner can advise you on the most advantageous options
- ▶ **Give you peace of mind** – you will know your accounts are accurate and your submissions are delivered on-time

Providing all your accountancy services

We ensure that you enjoy a high level of partner involvement and we have an experienced support team. Each partner provides the full range of accountancy services to start-ups and established businesses and our helpful and friendly team will assist you with all your accounting requirements from audit and accounts preparation to personal tax and VAT. We provide financial reporting and business advice in addition to our specialist services.

A contingency for providing advice without charge is given to you so that we can answer questions over the telephone. The amount of 'free time' allocated is proportional to the overall fee. This means that you can pick up the phone and discuss with us any issues you may have, without worrying about getting a bill.

Pro-actively giving you business advice

At Baker Watkin we apply a structured process for delivery of information and supply guidelines for each accounting and tax requirement. To make life easier for you we advise you of the information you need to supply and the timings we need to comply with, as this ensures that deadlines are easily met and we can file your accounts on time so that penalties are not incurred.

Specialists in business acquisitions and disposals

Proactively managing business disposals and acquisitions, Baker Watkin can help you to review your options and evaluate the choices for your business. As specialists in advising upon smaller transactions, we will provide a high quality of advice but without the cost and impersonal nature which is often associated with a larger firm.

We will steer and support you through each stage of the process, helping you to assess your own business, appraise opportunities, advise on technicalities, undertake tax planning and due diligence, negotiate terms, prepare accounts and be available throughout the whole process to support and guide you.

Searching for a suitable acquisition

Mergers and acquisitions are effective ways of growing your business and the options should always be considered at some stage in the life of your business.

Baker Watkin can help you to assess your own business, and with our membership of The Corporate Finance Network we can organise a search of potential businesses and for approaches to be made to your chosen targets. When you have identified these we will draw up and help negotiate the main terms and, if you need it, we will assist you in raising the finance.

Helping you to sell your business

Business sales can be achieved quickly and in many different ways. We can help you in the sale of your business by considering the structure of a transaction, establishing likely costs and helping to prepare the business for sale to attract the highest value and the most interest.

Baker Watkin can help you compile a list of potential purchasers, attend meetings and negotiate terms. We will undertake pre-sale and post-sale tax planning, due diligence on your behalf and review and negotiate tax and accounting sections of the sale and purchase agreements. We can also prepare the completion accounts.

Successful management buy-outs

One of the options for disposing of your business is to offer it to the existing management team.

Baker Watkin can act for either the seller or the management team but not for both. If we act for the management team we can work with you on the numbers for the business plan, undertake tax planning, draw up and help negotiate the main terms, help with the due diligence process and arrange introductions to bank managers.