

DEAL MAKING 2010

Target complete £45m first half deal haul

“With the flow of deals improving, it looks like the corporate finance market is finally turning a corner.”



Mark Harman
Managing Director



Target Corporate Finance has completed six deals in the first half of 2010, proving to us that the market for M&A, MBOs and investment is improving.

The past two years have seen a dramatic slowdown in transactions, but recent MBO activity in particular, is showing that Vendors, Management Teams and Funders are finding new ways of working together.

Our Corporate Finance team has been instrumental in the origination and delivery of these deals in sometimes innovative structures, supported often to a greater extent by the Vendor and less by the bank.

One exception to this rule is the recent £9m investment by private equity firm LDC into Speed Check Services, which was supported by HSBC. This transaction shows the return of the traditionally structured leveraged deal, proving that for the right business, this is still a viable way forward.

“The adage that ‘failing to prepare is preparing to fail’ has never been more true.”

Although we are seeing an increased activity in the marketplace, getting deals done is taking longer and requires more diligent preparation than it might have done in the heady days of 2006 and 2007. It is vital that potential Vendors engage earlier with their advisor to ensure any internal issues are rectified before going to market and that the business is positioned correctly in order to maximise its value and ensure a smooth completion.

The old adage that ‘failing to prepare is preparing to fail’ has never been more true, but for those who work diligently, the rewards are still there.

Deal highlights

£45m

The value of deals completed by Target Corporate Finance (Q1&2, 2010).

£9m

Investment by private equity firm LDC into Speed Check Services.

6

The total number of deals completed by Target Corporate Finance (Q1&2, 2010)



Recent Target deals



Interaction Associates Ltd - Management buy-out of design and fit-out specialist

Target advised the vendors



Speed Check Services Ltd – LDC-backed BIMBO of average speed camera supplier

Target advised the management team and LDC



Wheeler's (Westbury) Ltd - Management buy-out of electrical engineering company

Target advised the vendors

Granada Learning

Acquisition of school assessment provider, Kirkland Rowland

Target advised the buyers



ies - Management buy-out of engineering and logistics firm

Target advised the vendor

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