



Old Mill Corporate Finance

From our Exeter office, Old Mill Corporate Finance provides a comprehensive and value-added service, with a high level of personal attention tailored to the needs of you and your business.

Growth and strategy

Business does not stand still. We can help at critical stages in your growth and development:

- Start-up / early stage
- Expansion
- Acquisitions

We can advise on both planning and structuring, to help you to realise your goals; and assist in raising finance and equity to make the proposals happen. Should growth by acquisition be your aim, we can assist in identifying targets, formulating your bid, due diligence and project-managing the transaction to completion.

Funding

Finance is essential at every stage of your business' life cycle. We can help to structure and raise:

- Debt funding
- Cash flow finance
- Private equity

We will advise you on the options you have for structuring your finance. We can then assist in raising that money, from helping you to compile your business plan and financial projections, through to introducing funders or investors and negotiating on your behalf.

Business acquisition

In taking control of a business, you need support to manage your risks and control the deal.

- Management buy-in
- Management buy-out
- Corporate acquisition

We have extensive experience in assisting individuals, management teams and companies to acquire businesses. We will provide a complete service, including deal structuring, fund raising and due diligence; and act as project managers to manage the transaction through to completion.

Succession or sale

When it is time to realise the value in your business, we can assist with:

- Succession / buy-out planning
- Pre-sale preparation
- Trade sale / auction process

Whether you are looking to sell the whole business; manage succession, to either the next generation or the management team; or to spin-out a new division or non-core subsidiary, we will manage the process and help you to realise the full value of your business.



Our approach

- Our approach is to give pragmatic and commercial advice. We will be frank and open with you: if we think a proposed deal is not right for you or your business, we will tell you so.
- We will listen carefully to your instructions and assist with agreeing our role, and an appropriate scope for our work.
- We will focus our work on key risk areas – both those identified at the outset and those identified during the course of our work.
- We favour issue driven, concise reporting, backed with valuable advice and practical recommendations. We will not go to great lengths to tell you what you already know.
- We structure our fees around the value that we can bring to the deal. This may include an element of the fee being contingent upon the successful execution of the transaction.

Team

Our team's big firm background and many £100m's of transaction experience, with businesses of all sizes and we are backed up by one of the top accountancy and financial services firms in the West Country.

Contact us

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Meet the team



Guy Eggleton
Director

Guy leads the corporate finance team at Old Mill following senior positions with Ernst & Young and Tenon. Guy's deal experience covers transactions from £1m to £100m and includes buy-ins/buy-outs, corporate acquisitions and stock exchange work. He is an experienced lead adviser on both buy-side, sale-side and fundraising transactions. Guy qualified as a Chartered Accountant in 1990 and worked in general practice before specialising as a corporate finance adviser in 1997.

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Mark Neath
Senior Manager

Mark has a wide range of experience of transaction support assignments including buy-ins/buy-outs, vendor due diligence, corporate acquisitions, pre-lending reviews and public company listing work with deal sizes ranging from £1 million up to £1.5 billion. Mark qualified as a Chartered Accountant in 1999 with Ernst & Young, specialising in corporate finance since 1999. He joined Old Mill Corporate Finance in 2006.

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