

# Corporate Finance



**Russell Brennan Keane Corporate Finance has established a prominent position as a lead advisor to a wide range of both Irish and international companies operating in a variety of industry sectors.**

We advise and support SME's, owner managed businesses and large private corporates on a wide range of transaction related services including; acquisitions, disposals, valuations, strategic advice, succession planning and fund raising projects.

Our first class team of professionals can help you to develop and pursue your strategic objectives. Our team of experts can offer clients a wealth of international and domestic experience and contacts across all industry sectors. Our activities are supported by RBK's tax and wealth management specialists.



IRISH  
ACCOUNTANCY  
AWARDS  
2016

Corporate Finance Team  
of the Year

WINNER

## Mergers & Acquisitions

**A well-planned and executed merger or acquisition can enhance your business's profitability faster than organic growth.**

While careful planning and identification of targets that meet your business's strategic objectives is the best approach, fast moving markets sometimes present unexpected opportunities that need to be evaluated quickly.

Our team works with Irish and overseas companies who are seeking to accelerate their growth by merger or acquisition. Our direct advice, support and process management focuses on the transaction while recognising the importance of maintaining the continuing operations of your existing business.

## Selling your Business

**When you are considering selling your business, timing is everything. Market conditions can add significant value but, equally, they can hinder achieving the optimum price. Good planning is essential if you are to be ready to sell at the right time.**

Through understanding the unique aspects and key strengths of your business that will attract buyers, we identify and assess potential buyers through a discreet and professional sales process.

Our team manages the entire process end to end, achieving results based on selecting the most suitable buyer on the best terms available, within pre-defined time limits.

## Financial Modelling

A robust financial modelling process will help you make confident pricing, investment and transaction decisions for your business and will enhance your credibility with your financiers and other stakeholders.

Our team uses their technical skills to scope, build, and deliver a tailored financial model that meets your specifications and is fit for purpose.

Our tailored detailed financial forecast models are based on financial and commercial assumptions, allowing flexibility to apply sensitivity analysis to each of these key assumptions.

## Fundraising

**When your business wants to raise new finance, the first step is matching your funding source to the opportunity.**

Growth in the range of funding sources available to Irish businesses means that there are a variety of options to consider, including:

- > Asset backed lending – leasing and invoice discounting
- > Bank debt over a specified term
- > Mezzanine finance
- > Specialist growth funds
- > Employment and investment incentive scheme (EIS) / Startup Refunds for Entrepreneurs (SURE)
- > Private equity from high net worth individuals, family offices and corporate entities
- > Venture Capital funds – suitable for early stage and high growth potential companies

RBK will assist in approaching potential funders, ensuring there is a robust funding plan which identifies the mix of finance you require and structures the repayments and security available to each lender.

## Contact Us



**Chris Ball**  
Corporate Finance  
Director

**T:** (01) 6440112  
**E:** cball@rbk.ie



**Tom Donohue**  
Head of Corporate  
Advisory

**T:** (090) 6480600  
**E:** tdonohue@rbk.ie



**Geraldine Tighe**  
Corporate Finance  
Senior Manager

**T:** (090) 6480662  
**E:** gtighe@rbk.ie

## Disclaimer

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### DUBLIN 2

96 Lower Baggot Street  
Dublin 2, Ireland

Tel: +353 (0)1 644 0100

### DUBLIN 14

Orchard House, Clonskeagh  
Square, Dublin 14, Ireland

Tel: +353 (0)1 261 5300

### ATHLONE

RBK House, Irishtown, Athlone,  
Co. Westmeath, Ireland

Tel: +353 (0)90 648 0600

### ROSCOMMON

Castle Street, Roscommon,  
Co. Roscommon, Ireland

Tel: +353 (0)90 662 6750

## Business Valuation

At RBK, our broad sectoral experience coupled with insights from our international network's private company transaction database allows us to bring a practical and market focused approach to every valuation we complete.

Whether we are valuing an entire business or an individual stakeholding, our valuations are based on:

- > Understanding the business operations and performance
- > Determining the appropriate valuation methodology
- > Researching and evaluating the industry sector and benchmarking against industry peers and recent transactions to determine the appropriate valuation measures
- > Analysing historic and future profitability trends

By combining our experience and expertise with commercial insights, RBK provides valuations that are independent, credible and supportable.

## Transaction Support

**Whether you are buying, selling or merging your business, due diligence is an important part of the deal making process.**

For purchasers, a due diligence report highlights deal breakers and improves decision-making.

For vendors, due diligence at an early stage in the disposal process minimises the risk of price reductions later and may attract potential purchasers.

Our Corporate Finance and Taxation teams provide a flexible approach to our transaction support services and tailor our due diligence services to meet individual business requirements ensuring key commercial, financial and taxation issues are assessed in an efficient and practical manner.