



2016
DELIVERING
GREAT RESULTS IN
UNCERTAIN TIMES



JDC Corporate Finance





Raising the bar

Delivering great results in uncertain times



After an enormously eventful year, where we have all been left reflecting on what 2017 will look like, at JDC we have been “sticking to our knitting” and have continued to focus on our clients’ needs. In doing so, we have also been growing our own business.

In this, our 2016 annual review, we have summarised JDC’s overall activity levels during the year in our core specialisms of transaction lead advisory services (sell-side and buy-side), business growth, restructuring and specialist tax advisory services. We are also delighted to be able to present our expanded senior team, which has grown through three further senior appointments during the year.

Like many in the transaction world, we collectively held our breath when the result of the Brexit vote was announced. However, each of our transactions in progress at the time of the vote did successfully complete and we currently continue to see strong interest in UK corporates from overseas.

Of course, in common with many of our clients, we do not yet know what impact the implementation of the Brexit decision will have on our market, but in any event, we firmly believe that whatever the market conditions it is primarily our energy, enthusiasm (backed by experience), creativity and commitment that really makes the difference to our ability to deliver on our clients’ expectations.

With regards to developments across the Atlantic, well, who knows what 2017 will bring? From a personal perspective I would never have thought that Trumpet could once again be so important in my life.

At a more local level, there continues to be a strong demand for the specialist services that we as a firm deliver and I am delighted that in 2016 we were able to make such a substantive difference to so many of our clients’ businesses and to their personal lives. Their testimonials are the most important litmus test of how well we are really doing and we are proud to be able to present so many positive comments in this review – so a big thank you from us to each and every one of our clients.

If you are new to JDC there are some useful FAQs at the back of this review which I hope will be helpful and whether new to JDC or not, I hope that we might be of assistance to you in 2017.

Onwards and upwards!

Jon Dodge FCA CF



Meet our expanding team



Jon formed JDC in 2004 and is the firm's Managing Director. He has over 25 years' experience and has acted as lead adviser on well over 100 sale and purchase transactions, has structured many minority shareholder exits and is a key adviser to many business owners.

He is also widely acknowledged as a leading expert in share and business valuation.

JON DODGE FCA CF MEWI jd@jdc-corpfin.co.uk

Dave is JDC's Director of Corporate Finance. He has spent over 10 years advising clients across East Anglia and has acted as a lead adviser on transactions across a range of sectors with deal sizes from £2m to £100m+. Dave also has significant experience in providing pre-transaction advice to clients on how to maximise shareholder value.



DAVE HOWES FCA MBA CF dh@jdc-corpfin.co.uk



Chris has over 20 years' experience in advising and managing businesses through all stages of the corporate cycle. He is JDC's Director of Business Growth Services. Chris has completed countless independent business reviews and due diligence reports on behalf of lenders, private equity owners and business acquirers.

CHRIS ADLAM FCCA ca@jdc-corpfin.co.uk

Tony is JDC's Tax Director. He has over 25 years' experience as a specialist tax adviser and before joining JDC led specialist tax advisory teams at KPMG and Grant Thornton. His particular focus is on tax planning for shareholders and their businesses, particularly in relation to transactions and reorganisations.



TONY LONGMAN CTA tl@jdc-corpfin.co.uk



JANET PARKER MBA jp@jdc-corpfin.co.uk

Janet is a qualified accountant with a Masters in Business Administration. She joined JDC in 2006. Janet has over 30 years' experience in the accountancy and business advisory profession and is a trusted adviser to many JDC clients.

Kerri qualified as a Chartered Accountant in 2003. She was a senior manager at BDO LLP (formerly PKF) from 1997 to 2015, when she joined JDC. Kerri has over 18 years' professional experience of acting for clients of varying sizes and is involved in delivering JDC's business growth services initiative.



KERRI PHILLIPS FCA kp@jdc-corpfin.co.uk



ADAM CROFT ac@jdc-corpfin.co.uk

Adam joined JDC in 2013, having previously been a lead adviser for a firm specialising in the sale of companies across the UK. Adam is an out and out transaction specialist and has been involved in or led over 100 sales transactions of companies in the £2m to £50m turnover range.

Ryan qualified as a Chartered Certified Accountant in 2013. He has over nine years' practice experience and has managed several successful transactions since joining JDC in 2014 and has particular knowledge of private equity structures.



RYAN SYMONDS ACCA rs@jdc-corpfin.co.uk



JAMES COOPER ACA CF jrc@jdc-corpfin.co.uk

James is a Chartered Accountant and was the highest placed candidate in the UK in the ICAEW Corporate Finance exams in 2015. He has specialised in corporate finance work for four years and joined JDC in 2016.

Emma is a Fellow of the Association of Chartered Certified Accountants and has over five years post qualification experience. She joined JDC in 2016 and is a member of our corporate advisory team.



EMMA DIXON FCCA ed@jdc-corpfin.co.uk





Some 2016 case studies

In the following pages we have summarised in a bit more detail some of the exciting projects we have worked on with our clients over the last year.

2016 in summary

11

Shareholder re-organisation and succession planning projects, including founder shareholder exits and tax planning solutions.

4

Acquisition due diligence and pre-investment reviews.

10

Major business growth consultancy projects alongside the ongoing corporate advisory services provided to many of our retained clients.

16

Full corporate sales mandates.

4

Private equity transactions.

50

Specialist share valuation assignments through our sister company Walton Dodge Forensic.



Sector
Manufacturing

Locations
Norwich, UK
Delaware, USA

Deal
Trade
Disposal



Reef One on JDC

"After the very successful sale of our business, we would like to thank all of the JDC team for their advice, guidance, hard work and dedication in completing this complex transaction; something we could not have achieved without them."

We would be extremely proud to recommend JDC's services, expertise and style, plus the way they conduct business is highly impressive."

Paul Stevenson,
Director of Reef One

Trade Sale of Reef One



The business

Incorporated in 1998, based in Norwich.

Developed into the largest independent designer and manufacturer of innovative aquariums across Europe.

Award winning brand underpinned by strong IP.

Active worldwide sales network including Europe, USA and Asia with an established international supply chain.

The deal

Trade and asset sale to German headquartered and private equity backed OASE GmbH, enabling them to further expand their existing product range.

Exit for all shareholders being a 100% "cash on completion" transaction.

Continuing commitment from the purchaser to a Norwich base and the future growth of the business.

JDC value add

Engaging with the company 12 months prior to completion, JDC prepared the business for sale, ran and managed a competitive process with strategically selected parties from across the world.

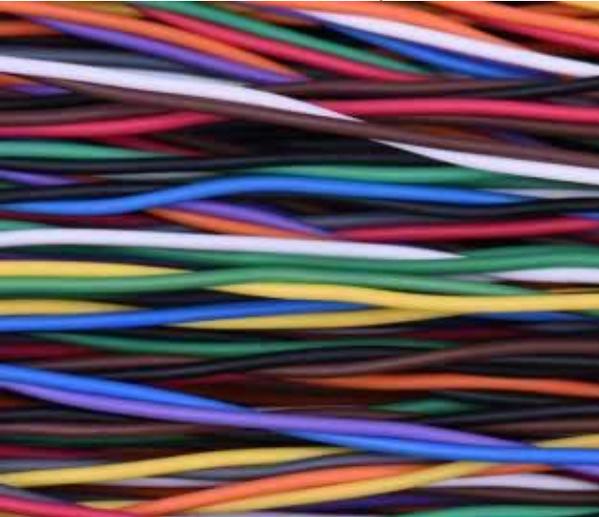
Created competitive tension to achieve a very attractive valuation for the shareholders.

Allowed the management team to focus on the day to day running of the business whilst JDC managed the process from start to finish.

Sector
Manufacturing

Location
UK

Deal
MBO



Project Jedi on JDC

"We have worked with Dave Howes for a number of years and always found his advice to be straightforward, commercial and honest. When we as a company were keen to evaluate all of the options available at this stage of our evolution, the team at JDC led the process from start to finish, ensuring we could make informed decisions and tailored their service to fit what we required. When a decision was made that an MBO was the preferred route, JDC provided sound and credible advice to me personally and were always on hand to assist and act as a sounding board. I would highly recommend JDC to SME owners who require assistance in any area of corporate finance and also for their advisory and tax services."

Director, Project Jedi

MBO of Project Jedi

CONFIDENTIAL

The business

Global leader in the design and manufacture of high performance engineering systems.

Blue chip client base comprising leading manufacturers across automotive, aerospace and other industries.

Operated from premises within the UK with products sold across the globe.

The deal

Evaluation of all of the options open to the company, including private equity, trade disposal and restructuring.

Advising the majority shareholders on their exit strategy.

Presentation of all of the options in detail, with a management buy-out selected as the preferred choice.

JDC value add

Detailed modelling of the financials and valuation, evaluating each option to the shareholders.

Creation of a suite of marketing documents, identifying and engaging with international buyers and acting as lead advisers to the company and the shareholders.

Provided advisory services to the majority shareholder in relation to deal structure and tax planning.



Sector
Oil and Gas

Location
UK
Subsidiaries - Worldwide

Deal
PE Investment/
Disposal



Project Nelson on JDC

"We engaged JDC because of their successful track record in our industry and the confidence we felt in their ability to secure the best possible deal.

The hard work and commitment of Dave and the JDC team was invaluable in providing hands-on support to the management team through a very intense due diligence process and negotiating key aspects of the deal to a successful conclusion.

It has been a pleasure to work with the team and we would not hesitate to recommend JDC to any business considering a transaction."

Director, Project Nelson

Majority Investment in Project Nelson

CONFIDENTIAL

The business

A market leading provider of turnkey asset integrity services for upgrade, refurbishment and recertification of key oil and gas structures.

Founded in the UK in 2007. Now operating from locations worldwide.

Strong platform for future growth with significant number of product and market opportunities.

The deal

Majority investment from US Private Equity firm.

Full exit for founding shareholder.

De-risking for management team/shareholders.

Remaining shareholders staying involved in the business.

Significant development capital available to support the management team's growth plans.

JDC value add

Acted as lead adviser, project managing and negotiating deal from start to a successful completion.

Achieved strong valuation with an attractive incentive structure on delivery of growth.

Full global due diligence support to management team.

JDC ran the deal to minimise management team distraction from running the business.

Sector
Healthcare

Location
Norfolk

Deal
Trade Disposal



Haven Veterinary Healthcare on JDC

"Initially we were sceptical as to the value that JDC could add and how they would justify their fee - we had already been approached by a number of corporate buyers and were confident we could agree a deal with one of them. However, in the end, not only did JDC ensure that the deal happened, their expertise in negotiation and maximising value meant we ended up selling for considerably more than we would have achieved on our own. Jon, Adam and Kerri were heavily involved in every stage of the process and having now experienced the process of selling first hand, I can honestly say that without their help and guidance we cannot imagine how we would have managed through this stressful time - thank you once again!"

Robert Livie, Director

Trade Sale of Haven Veterinary Healthcare



The business

One of EastAnglia's oldest small animal veterinary practices, servicing Great Yarmouth and the surrounding area for over 130 years.

Reputation for offering high quality services utilising modern medical treatments and equipment.

Operated from strategically located premises off theA12.

Mature business but with significant scope for further growth.

The deal

Sale of 100% of the shares to CVS, who are listed on the London Stock Exchange and trade via theAlternative Investment Market.

CVS is the UK's largest veterinary group, owning more than 360 practices and employing over 4,350 staff.

Full cash consideration payable on day one, with continued commitment from the purchaser to the current operation and employment of staff.

JDC value add

Fully understood the market dynamics and the wide range of the potential buyers to maximise competitive tension and drive up price.

Carried out pre-sale due diligence to identify and rectify any potential issues before presenting to third parties to prevent any 'price chipping'.

Chaired meetings and negotiated offers with six parties (comprising private equity firms and national corporates), acting as hands-on lead advisers through every stage of the sale process.



Sector

Structural and Civil
Engineering

Location

Wickford, Essex

Deal

Structured MBO



Lemon Groundwork Solutions on JDC

“From our very first meeting with JDC we were impressed by the depth of their knowledge and experience relating to all areas of our forthcoming reorganisation and we have been delighted with the advice and guidance they have provided. We made the right choice of advisers and I would unreservedly recommend them.”

**Kevin Childs,
Managing Director of Lemon
Groundwork Solutions Limited**

Structured MBO of Lemon Groundwork



The business

Formed in the 1970s, Lemon is a manufacturer of Steel Reinforcement and Prefabrication and the UK's largest Cellcore, Claymaster and Clayboard supplier.

Headquartered in Wickford, Essex and with a base in Rugby, West Midlands.

Winner of the Institute of Chartered Accountants "Large Business of the Year" award in 2013.

The deal

Structured management buy-out with controlling shareholder securing a partial exit.

Majority shareholder retained a significant equity stake, remaining the largest single shareholder in the business.

Management succession 'baked in' to the deal, with management team having a unified focus on the future development of the business.

Solid platform for further growth securely established.

JDC value add

Designing the MBO structure in a tax effective manner and obtaining requisite tax clearances from HM Revenue & Customs.

Assisting the team to identify balanced and favourable commercial terms to the benefit of all team members.

Financial modelling of the business with deal structure overlaid.

Advising on the terms of the new shareholders' agreement and liaising with lawyers to completion of the deal.

Sector

Wholesale and Distribution

Location

Norwich, UK

Deal

Trade Disposal



J&S on JDC

“After receiving a direct approach from a US based buyer, we were referred to JDC by an industry colleague who had instructed JDC in the successful sale of his own business.

We were surprised at how complicated and complex the transaction process was and without Jon’s guidance and the JDC team’s assistance in several key areas, we are certain the deal would not have successfully concluded.

We would not hesitate to recommend JDC, as their negotiation skills, expertise and experience in managing the sales process proved pivotal to us in achieving a great result and completing the deal.”

**Ben Rodwell,
Founder Shareholder of J&S Products**

Trade Sale of J&S Products



The business

Specialist automotive tools distributor established in 1992 and based in Norwich.

Grown to offering a wide range of over 6,000 automotive products, including ownbrand tools, for onward distribution to mechanics and engineers across the UK.

Van based distribution model with significant growth potential.

Owned in equal shares by three founder shareholders.

The deal

Sale of entire share capital of J&S to \$1 billion turnover Integrated Supply Network LLC (ISN).

ISN is the largest automotive tools wholesaler and distributor in America. ISN is backed by private equity firm Audax, with \$9 billion of assets under management.

This was ISN’s first acquisition within the UK and European market.

Exit for the three founding shareholders in a 100% cash on completion deal structure.

JDC value add

Instructed by shareholders to negotiate deal terms, act as lead advisers and introduce legal representation.

Advised shareholders on the best strategy to maximise value and negotiated an increase of 20% in the proposed consideration.

Managed the full scope multidisciplinary due diligence process engaging with ISN’s international advisers.

Maximised working capital and other price adjustments in the share purchase agreement.



Sector
Construction

Location
Essex

Situation
Business Growth



Mountfield on JDC

“Over the past 18 months Chris has provided advice to the Group on some important decisions including a strategic review the Board undertook in early 2015 and when we changed our banking facilities. Chris has acted as a valuable sounding board to me and to other senior members of the Group’s management.”

Andy Collins,
CEO of Mountfield Group PLC

Business Growth for Mountfield Group PLC



The business

Mountfield Group is a £13m turnover AIM listed business comprising Mountfield, a building contractor and Connaught Access Flooring, a flooring fit-out business.

Listed on AIM in 2008, the two parts of the business have a strong reputation across London and the South East but due to the global financial crisis and subsequent UK recession struggled to achieve the anticipated growth post-listing.

The situation

Disputes on two legacy contracts had a significant impact on margins in the Mountfield side of the business.

These contracts coupled with a high cost base meant the Group was unable to achieve its desired profit levels and a restructuring of part of the business was needed.

JDC value add

Improving the accuracy of cash flow management and forecasting and working with the Directors on growth strategy.

Providing input to a Group strategic review and a cost-cutting plan in 2015 which helped return the Group to profitability.

Completion of the restructuring has allowed the business to grow and increase its profitability in 2016.

Sector

Support Services

Location

Norwich, UK

Deal

Trade Disposal



Gasway on JDC

“Having had a number of meetings with JDC to discuss the strategic options available to Gasway and its shareholders, once we received an approach to acquire the business we did not hesitate to instruct JDC to lead and manage the transaction.

Dave and the JDC team gave invaluable support and advice throughout the complex process and their hard work and commitment was instrumental in driving the deal to a successful conclusion for all stakeholders.

I would thoroughly recommend their services to anyone who is considering selling their business.”

**Liam Betts,
Managing Director of Gasway**

Trade Sale of Gasway



The business

Leading independent gas servicing and installation company in East Anglia.

Founded in 1982, the company has grown to over 130 employees including over 100 engineers.

Established reputation of offering a high quality of service with proven credentials in delivering large social housing projects.

Head office based in Norwich with supporting operations in Cambridge and London.

The deal

Sale of 100% of the shares to Flagship Group.

The deal was structured to meet the requirements of all of the shareholders.

Flagship Group are one of the leading housing providers in the East of England.

The acquisition forms part of Flagship's strategy to increase its commercial activity to support its purpose to provide homes for people in need.

Commitment from the purchaser to the current customers, staff and operations.

JDC value add

Acted as lead adviser throughout every stage of the sale process.

Carried out pre-sale due diligence and data room preparation.

JDC supported the management team in all aspects of the transaction to minimise distraction from the day to day running of the business.

Negotiated a strong valuation underpinned by a deal structure that aligns interests of all stakeholders and incentivises the management team to deliver growth.



Sector
Manufacturing

Location
UK

Deal
Trade Disposal



Project Platform on JDC

"We selected JDC over other advisers due to their specialism in selling SME businesses, their hands-on approach and the obvious depth of expertise within the team. Dave and Adam worked with us closely throughout, ensuring we were fully aware of the process at every stage and what to expect, identifying a number of buyers who we had not even considered would be interested. The deal that was negotiated met all of our expectations and JDC were pivotal in ensuring that the deal happened.

All in all we would have no hesitation in recommending JDC and view their fee as the best money we have ever spent!"

**50% Shareholder and Director of
Project Platform**

Trade Sale of Project Platform

CONFIDENTIAL

The business

The market leading supplier of access products, manufactured in-house on a made to measure basis.

Unique specialism within the rail industry, supplying train builders, operators and the London Underground.

Operating from premises located in the UK with a client base located across Europe and North America.

50/50 ownership between the two founder shareholders.

The deal

Sale of 100% of the shares to a private equity backed group with an international presence in over 50 countries.

The buyer is a leading provider of access systems and working at height safety equipment.

Continued commitment from the purchaser to the current operation and the future growth of the business.

JDC value add

Identified a selection of buyers in horizontal and vertical markets who had a strategic rationale to be interested in acquiring the business.

Created a suite of marketing documents that demonstrated business growth potential and the key factors that drove perceived value.

Ran a competitive, confidential process acting as lead advisers through every stage, negotiating an attractive deal package that surpassed expectations.

Sector

Structural & Civil
Engineering Consulting
Services

Location

Norwich, Norfolk

Deal

Capital
Restructuring



Rossi Long Consulting on JDC

"JDC first acted for us (very effectively) in our MBO from URS Scott Wilson in 2012 and have since become valued advisers to our business. In our recent Capital Restructuring JDC designed a succession structure for us which 'ticked all the boxes' for the existing and new shareholders and have once again come up trumps. Many thanks again JDC!"

**Simon Rossi, Managing Director of
Rossi Long Consulting Limited**

Capital Restructuring of Rossi Long



The business

A leading provider of civil and structural engineering, transport consultancy and building surveying services.

Based in Norwich with 32 staff.

Trading history in excess of 40 years.

A successful MBO was undertaken in 2012.

Business well positioned for further growth and, in due course, to extend and reorganise ownership interests.

The deal

Capital restructuring with previous majority shareholder remaining in-situ as Managing Director and a significant shareholder in the business.

Extension of equity shareholdings amongst the senior management team.

Continuing shared focus on future business growth.

Platform for further evolution of shareholding structure over the coming years clearly defined.

JDC value add

Designing and modelling the capital restructuring and financial model of the business.

Achieving a tax effective route for capital extraction and new share acquisition, including obtaining clearances from HMRC.

Assisting the team to identify agreed commercial terms for the reorganisation.

Advising on key terms for the new and extended shareholders' agreement and managing the deal to completion.



Sector
Retail

Location
UK

Deal
PE/VC Investment



Cotswold on JDC

“At all stages JDC helped us to understand the complex tax analysis and planning opportunities available to the shareholders.

Tony provided prompt and pro-active support that helped meet a demanding timetable whilst flagging potential issues and concerns that might otherwise have compromised our tax position.”

James Birtwhistle, Marketing Director and Shareholder of the Cotswold Company

Equity Investment in the Cotswold Company



The business

One of the UK's largest online retailers of oak, pine and painted furniture.

Acquired by new controlling shareholders in 2009.

Achieved significant sales and EBITDA growth in recent years.

Well positioned for further online and high street based growth.

The deal

The acquisition of a majority interest in the Cotswold Group by True Capital, a specialist retail focussed private equity firm.

Deal lead advisory provided by Livingstone Partners.

Tax lead advisory provided by JDC.

JDC value add

Engaged with the selling shareholders as lead tax advisers.

Advised on the deal structure to maximise the net of tax proceeds.

Securing tax clearances and liaising with other advisers to ensure shareholder tax issues were properly considered and protected at all stages of the deal.

Optimum tax structure for reinvested equity and loan note interests.

Sector
Logistics

Location
Essex

Situation
Business Growth



Project Express on JDC

"I was introduced to JDC by my bank after we were the victims of a major fraud. From the first meeting I was confident they could help stabilise our position, control our cash and improve our financial systems for the future.

We then suffered another major blow when, on JDC's first day with us, a key supplier went bust but Chris and his team took it in their stride and managed the situation with a calm authority that took the pressure off me and my fellow directors, allowing us to get on with running the business.

I would not hesitate to recommend JDC to other business owners seeking some hands-on support."

Managing Director, Project Express

Business Growth for Project Express

CONFIDENTIAL

The business

Project Express is a mid-size freight forwarder based in Essex.

Privately owned and operating in the sector for many years, it has developed a strong reputation for on time delivery and high quality customer service.

The situation

The business was the victim of a major fraud which led to a significant hole in cash flow.

Additional lending from its bank and an HMRC time to pay arrangement provided breathing space for the company to restructure.

The added complication of a major supplier and global shipping giant, Hanjin, entering administration put even more pressure on cash.

JDC value add

Stabilising the business by taking full control of the finance function, implementing cash controls and introducing accurate weekly and monthly reporting.

Managing the bank and other key external relationships to ensure the directors had sufficient funding to cover intra-month peaks.

Running a recruitment process to identify and select the right long-term replacement to lead the finance team going forward.



Sector
Packaging

Location
Suffolk

Deal
Trade Disposal



Saxon Packaging on JDC

“Very quickly it became apparent that JDC do not work in the same way as brokers or other accountancy firms and they fully merited their claim of acting as lead advisers, being extremely ‘hands-on’ through every stage of the process and pivotal in making the deal happen. Myself and the team were very impressed by Dave and Adam’s enthusiasm, commitment and professionalism to ensure that all of our objectives were met, delivering a high quality service and achieving a deal with a strategic purchaser that ticked all of the boxes. To any business owner thinking of selling their company, I would highly recommend they contact JDC in the first instance!”

**Paul King, Managing Director of
Saxon Packaging Limited**

Trade Sale of Saxon Packaging



The business

Leading independent provider of design services and manufacturing for corrugated products, cardboard packaging and boxes.

Recognised reputation UK wide for its manufacturing quality and services, evidenced by high levels of customer satisfaction, long term relationships, quick turnaround times and repeat orders.

Operating from premises located on the Norfolk/Suffolk border.

The deal

Sale of 100% of the shares to Smurfit Kappa, listed on the London Stock Exchange and a constituent of the FTSE 250 Index.

Smurfit Kappa is Europe’s leading corrugated packaging company and one of the leading paper-based packaging companies in the world.

Day one cash consideration, with commitment from the purchaser to the current operation and future growth of the business.

JDC value add

Created a suite of marketing documents that incorporated detailed growth strategies alongside synergy savings to enhance perception of value.

Identification of and dialogue with a number of potential purchasers based in Europe, USA and Asia to drive a full competitive process.

Acted as lead advisers through every stage of the process to the company and shareholders, managing timescales to ensure that all deliverables were met.

A reminder of our specialist services

Acquisitions

Whether a first time purchaser, a serial acquirer or an MBO/MBI team, we have the knowledge and experience to assist in all aspects of the acquisition process including:

target searches • target appraisal • valuations • funding • due diligence • negotiation • deal structuring • integration strategy.

Disposals

We specialise in advising on full, partial or structured exits, retirement sales, divestments and equity release. Our services include:

pre-sale advice and preparation • information memoranda • contacting targets • negotiating and structuring the deal • advising on post deal issues • accelerated M&A.

Private Equity

We are very well connected to many private equity and venture capital funds and focus on matching the best placed investor to the right deal. We can help with:

pre-investment preparation • deliverable deal structures and IRR models • investor profiling • business plans and sensitised financial models • leading management presentations • negotiating the deal • project management • advising on post deal issues.

Business Growth

Through our business growth services we provide external advice or hands-on interim management support to a wide range of clients. Our services include:

business plans • financial projections • refinancing • tailored MI • non-exec services • cash flow management • development strategy • turnaround.

Reorganisations

The restructuring of a company or a group of companies involves financial, structural, strategic and tax based considerations. We are specialists in:

financial restructuring and refinancing • de-mergers • divestments • succession planning • capital extraction including company purchase of own shares.

Specialist Tax

Understanding the tax planning opportunities and avoiding tax traps and pitfalls is at the core of all our planning work. We are specialists in:

corporate reconstruction • share option arrangements • investment and re-investment relief • tax effective income extraction • tax effective capital extraction • inheritance tax planning • specialist tax clearances.



What is your track record?

The team at JDC have successfully completed over 300 company sale and purchase transactions, devised and implemented numerous shareholder re-organisations and succession strategies and have a long track record as valued 'go-to' advisers to a diverse client base. We believe our track record is pretty hard to beat.

What makes you preferable to other firms we might choose?

The specialist experience of our team. Our senior led, hands-on approach. Our energy and desire to achieve the best result for our clients and our focus on quality advice. We are passionate about the delivery of a quality service with absolute integrity.

Is there a geographical limitation on your work?

No, we work across the UK. Our office bases are in Norwich and London.

How much will the initial meeting cost us?

Nothing. We make a significant investment of time into first meetings and are focussed on identifying the right advice as early as possible. We believe that after spending a few hours with us, you will see the real value we could add to your business.

We will not look to engage a new client unless we truly believe we can add value and deliver success. Our integrity as a firm is built on open and honest advice from day one.

What are your fees like?

Very fair. Very competitive. As an independent firm, we are able to offer a tailored, bespoke service that incentivises us to deliver the best deal for our clients

and significant value for money. We work hard to structure our fees in ways that work for our clients.

How do we contact you confidentially?

Where?

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Who?

The personal email addresses of our senior team are included on the team page of this review. Alternatively, visit our website for telephone contact details or in the first instance contact one of our service line directors below:



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Raising the bar



Raising the bar

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JDC Corporate Finance is not authorised under the Financial Services and Markets Act 2000 but we are licensed by the Institute of Chartered Accountants in England and Wales and are able in certain circumstances to offer a limited range of investment services to clients. We can provide these investment services if they are an incidental part of the professional services we have been engaged to provide.