

# Gambit 2016 Review

## Gambit Advises on Over £200m of Deals in 2016

<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its acquisition of</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its sale to</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its shareholder buy-out</p> 	<p>Gambit Corporate Finance acted as lead adviser to</p>   <p>on its sale to</p>  
<p>Gambit Corporate Finance acted as adviser to</p>  <p>on its sale to</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its sale to</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its sale to</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its debt refinancing provided by</p>  
<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its sale to</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its strategic investment from</p>  	<p>Gambit Corporate Finance acted as adviser to management in the secondary buyout of</p>  <p>with funding provided by</p>  	<p>Gambit Corporate Finance acted as lead adviser to</p>  <p>on its sale to</p>  

Gambit Corporate Finance LLP enjoyed a spectacular 2016 advising on 12 transactions with a total deal value in excess of £200m, cementing our position as a leading independent corporate finance advisory firm.

Highlights included:

- Sale of the UK's 5<sup>th</sup> largest bicycle retailer, Tredz & Wheelies Direct, to Halfords PLC
- Sale of SET Office Supplies to Complete Office Solutions now the UK's largest office supplies group
- PHS's disposal of its Data Solutions division to AIM listed Restore PLC
- Sale of Wales' leading workplace training firm ACT to Cardiff & Vale College
- Secondary management buy-out of Bluestone National Park Resort, Wales' luxury holiday resort

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## Gambit Corporate Finance LLP

### Benefits of Gambit:

- A team of highly experienced specialists
- Focus on value creation and realisation
- Commercial focus
- Experienced analyst function
- International reach as exclusive UK shareholder of Corporate Finance International (CFI)
- Deal and risk minimisation
- 24/7 availability

### Advisory Role:

- Stakeholder relationships
- Project management
- Transaction process
- Financial modelling
- Team dynamic
- Negotiations

### Key Services Include:

- Mergers & acquisitions
- Company disposals
- Management Buy-outs/ Buy-ins
- Fundraising/development capital
- Value Maximisation Review
- Succession planning
- Refinancing
- Financial restructuring
- Strategic advice

## Contacts

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## Awards & Recognition:

2016 provided more than just transactional success for Gambit as we were named **Wales' Most Active Corporate Finance Advisor 2006-2016**.

Gambit also achieved success at the Insider Dealmakers Awards 2016:

- **Corporate Finance Team of the Year – Winner**
- **Dealmaker of the Year – Finalist, Geraint Rowe**
- **Deal of the Year – Finalist, Tredz & Wheelies Direct**

## People:

In 2016 we continued to invest to strengthen the size and depth of our team.

Annie Finlayson joined as a Partner from workplace services specialist PHS. As Head of Corporate Development at PHS Annie led its mergers and acquisitions programme completing over 250 deals during her time there.

Tim Brotherton joined from Grant Thornton where he was a Manager in the advisory team and gained extensive experience advising shareholders and companies on M&A, capital raising and restructuring transactions across a range of sectors.

Joanne Emanuel also joined as Executive Assistant to lead our marketing and communications activities having amassed significant experience at the Welsh Rugby Union and Welsh Government Innovation Team where she sat on the steering committee of Venturefest Wales.

Our investment has continued into 2017 with Liam O'Doherty joining us as an Analyst in January and Chris Sully joining us as a Manager from PwC in February.

## 2017 Initiatives:

Our pipeline is strong going into 2017 and we have a number of exciting initiatives being launched in early 2017 which will add value to our service offering to clients:

- Roll-out of our Value Maximisation Review / Investor Readiness Programme to help companies be properly prepared for transactions (February)
- Publication of our survey on Exits and Succession Planning based on our review of deals completed between 1999 and 2016 (February)
- Participation in TasteWales, Wales' largest food and drink trade event (March), following on from the publication of our highly regarded Directory of Fund Providers and Investors for the food and drink industry

## 25<sup>th</sup> Anniversary:

Gambit celebrates its 25th anniversary in 2017. To commemorate this significant milestone a series of events and initiatives are planned throughout the year. We very much look forward to celebrating and thanking our clients and contacts, past and present, and reflecting on the transactions which have contributed to successful longevity.