

AC Corporate Transaction Services

Business reset and restructure

Provision of strategy, transaction services and restructuring for an established family firm in the manufacturing and design industry, allowed the client to realise the potential of their business and personal investment, by providing a high-impact solution that unlocked the current business challenge.

Background

The client was looking for strategic advice on how to successfully scale their business to meet the myriad challenges facing a family funded business in South Africa.

The business required an objective and independent business professional who had deep expertise in raising finance and concluding transactions.

Approach

We performed a full business assessment that included analysis and suggestions related to operations, finance and risk environments.

Work included:

- Strategy Development
- Business Valuation & Modelling
- Raising Capital, Transaction Advice, Assistance

Our proprietary methodology was developed using global best practice, data used in the Banking and Private Equity markets, relevant expertise of what works in practice. This methodology is continuously refined and subject to independent review and rating.

Outcome

We established the current health of the business, what should be done to increase revenue, reduce risk and improve profitability. Improved organisation, business value and the success of the team.

Client Feedback

'We highly recommend AC Corporate Transaction Services to business owners that are looking for strategic advice regarding a transaction or corporate restructuring process that will result in the best possible outcome for all stakeholders involved. As a result of the work undertaken, our business scaled significantly. Strategic partnerships were entered that helped us reach scale faster.'

Contact

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Engagement Overview



Role
Lead advisor



Sector
Manufacturing



Geography
South Africa



Enterprise Value
R100m+



Team Size
2 Family Shareholders



Type of Engagement
3 Months Retainer