



Corporate Financier



NEW MODEL INVESTOR

HOW MOBEUS TRANSFORMED ITS
STRATEGY - AND TEAM

NETWORK EFFECT

THE CORPORATE FINANCE FACULTY'S
ANNUAL RECEPTION HIGHLIGHTS

FAMILY FORTUNES

How succession and legacy drive the
sale of family-owned businesses



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05

FACULTY NEWS

Headpoint Advisors and TLT are the newest members of the Corporate Finance Faculty



14

SWITCH IT UP

How Mobeus Equity Partners has transformed its investment strategy



18

COVER STORY

Dealing in the world of family-owned businesses, how are corporate finance advisers helping to boost investment, M&A and economic growth?



34

BOX OFFICE

Nicola Horton of Moore Kingston Smith talks about her leading role in the sale of the famous Theatre Royal Haymarket




PEOPLE POWER

31 Desire paths

Daniel Jonas details how important it is to develop personal contacts within private equity firms

32 Connections

Find out who's on the move in advisory, private equity and corporate law

34 On my CV**04 Editor's letter**

Marc Mullen talks climate change

07 Myths and fables

Henry Whorwood looks at the rise of Britain's unicorns

09 In numbers

The UK's scale-up investment market is on course this year to top the record £7.6bn invested in 2018

11 Brief encounter

Sir Martin Sorrell is building a new empire following his exit from WPP last year

12 Private equity wishlist

What buy-out investors look for in their top CFOs

24 Low countries deals

Jason Sinclair looks at M&A in the Benelux region

27 Annual reception

FTSE 100 multinational RELX receives the Corporate Development Award at the faculty's Annual Reception

YOUR FACULTY



From left: Leander Ots, M&A associate, Liza Wilson, marketing director, and Mark Wilson, managing director

NEW ADVISORY FIRM HEADPOINT JOINS THE FACULTY

Headpoint Advisors, a Midlands-based corporate finance advisory firm, has joined the Corporate Finance Faculty. It was founded in January 2019 by Mark Wilson, a former partner at Alantra (previously Catalyst Corporate Finance).

Wilson was a Birmingham-based partner at Alantra/Catalyst for almost 15 years. He previously worked for Benelux-based private equity firm Greenfield Capital Partners and before that was an industrial engineer working for Siemens, UPS and TNT.

Leander Ots, who also worked at Alantra, is an associate at Headpoint. He was previously at the Dutch government's department of business. At Headpoint he is responsible for origination, research and transaction execution.

Wilson's wife Liza is marketing director at the new firm. She has 20 years' business experience, having worked at Celerant Consulting, Dun & Bradstreet and Nyenrode Business School.

Andrew Garcia is special industry adviser and brings 25 years' industry and M&A experience, with senior executive roles at Dragon Infrastructure Services, South Staffordshire Plc, Veolia Environmental Services (formerly Cleanaway), SIG Plc and Navigant Consulting. He was also an industrial services adviser to Alantra.

Headpoint operates nationally, with a strong Midlands focus, as well as across the south of England and Scotland.

Wilson said: "It's important for our nationwide network that we join the Corporate Finance Faculty. We value being able to access good up-to-date technical information for client projects and the faculty provides that. We also enjoy the opportunity to network with the broad range of faculty members, which is particularly important for a small, growing adviser like ourselves."

He said that the firm is recruiting 'traditional' ACA-qualified corporate financiers. He also placed a lot of stock in ICAEW's Corporate Finance qualification, which he holds, and will be encouraging his staff to take the Diploma: "That's very important for attracting quality staff."

Headpoint completed its first deal in November - acting for the shareholders of Jaffabox, a Birmingham-based, family-owned cardboard packaging manufacturer, on its sale to Schumacher Packaging GmbH, which is itself a family-owned business. "Given the uncertainty around Brexit among other things, the sale to a world-class German company demonstrates the underlying high-quality nature of the Jaffabox business as well as benefiting from strong trading through the entire deal process," said Wilson. "Schumacher has grown very quickly and this represents its first major investment in the UK. We fully expect that more investment in the Midlands and the wider UK will follow."

GET AHEAD IN 2020

Individual Corporate Finance Faculty members can now renew their membership for next year online.

High on the faculty's agenda for 2020 will be initiatives including:

- corporate finance, business investment and Brexit;
- how environmental, social and corporate governance factors are reshaping M&A;
- the UK's most acquisitive companies and busiest private equity firms featured in *Corporate Financier* magazine;
- a new edition of *Private Equity Demystified*;
- a new version of the *Business Finance Guide* published by ICAEW and the British Business Bank;
- prospective financial information to support capital-raising;
- developing the themes in the ground-breaking *AI in Corporate Advisory* report; and
- ongoing collaboration with Innovate UK and with the creative industries.

The faculty will also be taking part in corporate finance events across the UK and beyond. So far in 2019, staff have taken part in forums and conferences in Belfast, Birmingham, Valletta in Malta, and more - as well as supporting colleagues in Dubai with events in the Middle East.

Grace Gayle, the faculty's services manager, said: "Policy development to boost investment, as well as technical expertise, guidance and networking, have always been at the heart of what the faculty does.

"If members have any questions about its services or about renewing for 2020, they're very welcome to get in touch."

Grace can be contacted via [icaew.com/facultyrenew](https://www.icaew.com/facultyrenew) or by phoning +44 (0)202 7920 8689.

If you are interested in your organisation becoming one of more than 80 member firms - listed at [icaew.com/cff](https://www.icaew.com/cff) - then please get in touch with David Petrie, head of corporate finance at ICAEW, or Shaun Beaney, Corporate Finance Faculty manager.