



# Corporate finance update

**The corporate finance team at PKF Francis Clark have enjoyed a busy 2025 with multiple deal completions achieving some exceptional outcomes for our clients. This followed a successful 2024 where we were recognised once again by Experian as being the most active dealmaker in our region.**

**We are also delighted that Nick Tippett and Matt Willmott have been promoted to partner in our M&A team. They will continue to support management teams and business owners on their M&A plans across the South West.**

## **View of the market**

The last Autumn Budget changes and a rapidly evolving global economic landscape has driven a strategic rethink for many management teams in order to maintain margins, stabilise supply chains and make the most of opportunities arising. For business owners, the changes to inheritance tax have brought succession high up the agenda as many consider how they navigate potentially

significant tax exposures whilst achieving family wealth planning objectives.

Despite these challenges, the M&A market continues to show resilience and signs of growing momentum. High liquidity in both private equity and alternative debt markets continue to support transactional activity. We also continue to see larger corporates pursuing M&A as a means to deliver growth including buy and build strategies.

Premium valuations are being achieved in several strategic and resilient sectors such as financial services, media, telecoms and energy transition. The latter increasingly active as organisations look to support sustainability and climate objectives.

Consideration of alternative exit options are also on the rise, in particular MBOs and employee ownerships trusts (EOTs), providing flexibility for business owners seeking to de-risk.

# How we can support your business?

- We support business owners and management teams throughout all stages of a transaction whether it is a business sale, MBO, EOT, acquisition or fundraising
- Our experience shows that businesses that are well prepared are more resilient during transactions and achieve a better outcome
- Our comprehensive approach in preparation and our extensive experience ensures that clients maximise value and successfully achieve their strategic objectives in a smoother and more controlled process

## Get in touch

If you are considering a transaction or are uncertain about your plans for the future, please don't hesitate to speak to us, so that we can help turn your aspirations into reality.

## Corporate Finance Advisory Team of the Year



## #1 most active dealmaker in the South West



# Recent deals



**Sale | Glanville Holdings GC Ltd**  
Sale of Glanville Holdings GC Ltd to Adler and Allan



**Sale | The Mission Group**  
Sale of April Six Ltd, (subsidiary of The Mission Group plc) to Marketbridge Inc



**Sale | Firetext Communications Ltd**  
Sale of Firetext Communications Ltd to Link Mobility UK Ltd



**Sale | Source Galileo**  
Sale of a 40MW battery energy storage system (BESS) project



**Sale | Korkia**  
Sale of Korkia sale to NextEnergy Capital



**Sale | Multifoil Ltd**  
Sale of Multifoil Ltd to Knight Group



**MBO | Fred Champion Groundworks Ltd**  
MBO of Fred Champion Groundworks Ltd



**Sale | GE Consulting**  
Sale of GE Consulting to Origin Enterprises Plc



**Sale | Connected ID**  
Sale of Connected ID to Digital ID, a subsidiary of US firm Levata



**Sale | Grassby and Sons Ltd**  
Sale of Grassby and Sons Ltd to a subsidiary of Pulford Trading Ltd, an investment vehicle managed by Downing LLP



“Throughout the acquisition process, we had the privilege of working with Dave and Isaac. They worked tirelessly to ensure every financial detail was accounted for, and their responsiveness at every critical juncture made a complex transaction feel seamless. **Their dedication was instrumental to our success.**”

**Dan Parker**

Founder, FireText Communications Ltd



Victoria, Angus and the rest of the team at PKF Francis Clark were a pleasure to work with and ensured an **efficient, professional process with a successful outcome** for both buyer and seller. We look forward to working with them again in the future.”

**Garrett Morrison**

Chief development officer at Source Galileo



“The team at PKF were always available to guide us at every turn. **The level of support was outstanding** and the entire team was a pleasure to work with.”

**Nick Grassby**

Former owner, Grassby and Sons Ltd



PKF have been absolutely brilliant, if corporate accountants did Google reviews **I'd be giving you 5 stars!** Not only has your advice been great and work ethic second to none, you've been great at ensuring I understand everything, always showing real empathy, professionalism and a desire to absolutely do the best thing by us.”

**Jon Garner**

Founder of GE Consultants



“Will and Tom were fantastic to work with. Their expertise and dedication were evident from day one. They were always at the end of the phone, ready to provide invaluable advice and support, and worked with a desire to get the best possible outcome. I was glad to have them to rely on during the sale of the Connected ID and **couldn't ask for better advisors.**”

**Jamie Dickinson**

Managing director, Connected ID

# Contact us

If you want to discuss any transactions you are considering or want to discuss your business with our corporate finance team then please contact:



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