
Enthusiasm, energy, expertise

Helping your business succeed



Working with us
**Helping your
business succeed**

Smith & Williamson





Enthusiasm, energy, expertise

Helping you and your business succeed

Ten reasons why Smith & Williamson is uniquely positioned to help you and your business:

1. The experience and resources of a highly respected, top ten UK accountancy firm
2. A dedicated entrepreneurs' group meeting the needs of growth companies, their owners and investors
3. End-to-end services to meet your needs at every stage of the business lifecycle – from vision to exit and beyond
4. Comprehensive international connections, wherever and whenever you need them
5. A distinctive 'private client' ethos – even our business clients are made to feel like private clients
6. Complementary support services through carefully chosen strategic partners
7. An exemplary track record of supportive and satisfied clients
8. Thought leadership – communicating and sharing our expertise
9. Added value through meeting and learning from fellow entrepreneurs
10. The quality of our people and their focus on entrepreneurial businesses

I. The experience and resources of a top ten UK accountancy firm

Since our foundation in 1881, we have been managing the financial and tax affairs of our clients, delivering services that support both their private and business interests.

Today, we are ranked among the top ten firms of accountants in the UK. Our focus is on wealth creation, wealth management and wealth preservation – a unique approach that singles us out from our peers and larger competitors.

The firm currently has ten offices in the UK and Ireland – in London, Belfast, Bristol, Birmingham, Dublin, Glasgow, Guildford, Salisbury, Southampton and Worcester. An international capability in over 100 countries comes through our membership of Nexia International, the 10th largest global accounting and consulting network, and M&A International, the leading mid-market M&A network.

Service excellence

The firm regularly wins awards for excellence. At the heart of these achievements is a dedication to service, enabling clients to build relationships and access expert advisers who understand their needs and objectives.

Our business thrives on its people – a pool of highly talented and enthusiastic individuals who deliver a broad and innovative range of services. Technical excellence underpins our service delivery and our teams offer practical, commercial solutions.

“We appointed Smith & Williamson in place of our former ‘Big 4’ firm. The experience has been enlightening and the service exemplary. There is simply no comparison.”

Richard Williams, Managing Director, Azure Property Investments SA



2. A dedicated entrepreneurs' group

At Smith & Williamson, our experienced advisers are committed to working alongside entrepreneurs and management teams who want to succeed and make a difference.

Entrepreneurial businesses are increasingly recognised as the engine of growth for the UK, creating wealth, opportunity and employment in an uncertain financial environment. Many of these need support from professional advisers who understand their business drivers, challenges and frustrations.

Our dedicated entrepreneurs' group brings together all the core services you might expect from a full service firm – business advisory, audit and corporate tax, corporate finance and debt advisory, transaction support, valuation services and a range of financial and tax planning services for businesses and the individuals within them. We also offer other disciplines, including forensic accounting and litigation support, restructuring and recovery, people management and HR support services.

Adding value

Clients and prospective clients can benefit from a range of complimentary review services such as our business 'road test', covering all facets of financial and wider management, as well as bespoke corporate finance, tax, HR, employment tax and incentives planning reviews.

In addition, we share our knowledge and expertise with our clients and contacts through a range of events and conferences, surveys of current issues and publications.

“We’ve been incredibly impressed with the level of support we have received. They are not just a firm of accountants but an extension of our business, interested in the success and growth of our company. While our business grows it is crucial that our accountants can grow with us and I have no doubt that Smith & Williamson will be able to meet every one of our future demands.”

Piers Daniell, CEO, Fluidata

3. End-to-end services for growth businesses – from vision to exit and beyond

Smith & Williamson provides a one-stop-shop of support services to meet the personal financial and business needs of business owners, management teams and shareholders at all stages of the business lifecycle. This ensures that companies are well advised and able to focus on their key business imperatives.

Looking after your future



The entrepreneur...

Exit strategy
Estate planning
Tax and trusts
Family office

Personal tax
Investments
Financial planning



Early stage

Accounting/KPIs
Business planning
HR support
Strategy & structure
Tax and VAT planning & compliance



Growth

Audit & assurance
Corporate tax
Corporate finance
Debt advisory
Due diligence
Pensions & incentives
Transaction support
Valuations



..and the business(es)

Mature

Exit Strategy
M&A
MBO/MBI
Secondaries
Succession
Trade sale



4. Comprehensive international connections

As members of M&A International and Nexia International, Smith & Williamson can help growing businesses anywhere in the world.

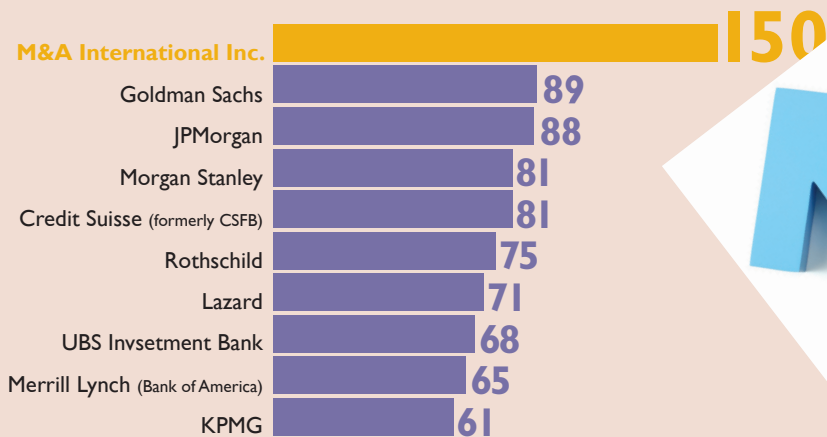
M&A International

Established in 1985, M&A International Inc. offers the unparalleled worldwide resources of over 500 M&A professionals. Operating in 40 countries, our 45 member firms are closely linked to advise clients on acquisitions, disposals and funding, which in 2009 totalled 224 closed transactions worth US\$20.4 billion.

M&A International founded the M&A Mid-Market Forum (www.midmarketforum.com) and the Strategic Acquirors Forum (www.mergers.net/saf).

Global mid-market – 2009

Number of deals completed from US\$5–500m



Source: www.mergermarket.com; M&A International Inc.

Nexia International

Smith & Williamson is also a member of Nexia International, a leading global network of independent auditors, tax and business advisers and consultants. The network operates from 590 offices in over 100 countries with committed members who can ensure that clients are given the best professional and personal service across the globe.

“I doubt if anyone other than Smith & Williamson, and their M&A International colleagues, could have delivered this transaction. They are one of the few corporate finance houses that specialise in the mid-market with truly international capabilities.”

David Raff, Partner, DLA Piper regarding Smith & Williamson's role in the re-financing of Babel Media Limited

5. A distinctive ‘private client’ ethos

What makes Smith & Williamson uniquely positioned to add value to you and your business?

There are many reasons, but perhaps the key factor is the importance we attach to our personal and proactive approach. We started as a private client firm and, to this day, continue to take pride in our distinctive culture, putting people first, whether inside or outside a company structure.

Beginning at the end

Like our clients, we don’t draw an artificial distinction between business owners and the business itself. In most cases, these interests are aligned, so we ‘begin at the end’ – working with stakeholders over the medium and longer term to help them identify where they’re going and how they’re going to get there. Our focus is on helping our clients to grow successful businesses and to enhance and preserve their value.

Our relationship-based approach helps us to gain an in-depth knowledge of the opportunities and problems facing our clients, understanding personalities, identifying real needs, making valuable introductions and working as a team. Our approach enables us to provide practical advice and solutions that contribute to sustainable business success.

Smith & Williamson has the right culture and mix of skills to help, develop, mentor and guide business owners through the whole growth process – from vision to exit and beyond.

“The team listened to us. They understood the sector. Their approach was proactive and innovative, taking account of our specific needs. They reduced our time commitment and achieved a successful outcome for all shareholders. We were very pleased with their performance.”

John Hemphill, CEO of SPC

6. Our strategic alliance partners

Being an entrepreneur needn't be lonely. Part of the role of our entrepreneurs' group is to build partnerships with carefully selected complementary businesses.

These alliances provide strong support for our clients and a broad network through which we can connect them to the right people at the right time –
we always know a 'man who can'.



Business Plan Services is the UK's leading practice dedicated to providing full assistance with business planning.



Cranfield promotes entrepreneurship in all its forms and provide: masters programmes; doctoral programmes; executive education for entrepreneurs; and bespoke programmes for organisations supporting entrepreneurs.



Entrepreneur Country is the entrepreneurial home, the must-read and the must-contribute-to place for Europe's entrepreneurs. It is a network passionate about progressing the next generation of entrepreneurs, with the relationships, knowledge and industry understanding to assist members in their growth and development.



The FD Centre provides part-time finance directors for ambitious businesses across the UK. The FD Centre works closely with the managing director, existing finance director or finance team to deliver strategic financial support.



Freshbusinessthinking is an online resource for business owners, directors and entrepreneurs. It is where business decision makers can source information and advice to help them run their businesses more effectively and efficiently.



The London Entrepreneurial Exchange has the underlying philosophy that entrepreneurs learn most from fellow entrepreneurs – those who have been there and done it. Through partnerships, members have the opportunity to pick up practical tools and insights on the journey to world-class entrepreneurship.



Quickstart Global provides organisations with a quick and easy way to extend their operations globally. Companies can seamlessly establish an in-house workforce in another country with virtually no investment and minimal risk.



Shirlaws is an international business coaching firm that specialises in helping businesses grow, no matter what stage of development they are at.



Vistage is the world's leading chief executive organisation. Established for over 50 years and with over 15,000 members around the world, Vistage helps provide better leaders, decisions and results. Members join a local group of up to 15 other chief executives or business leaders, led by a skilled facilitator as chairman.

“Our clients are typically fast growing and successful organisations who are seeking to maximise their growth. By working with Smith & Williamson, who are strongly focused on entrepreneurial and growth businesses, we are partnering with one of the leading firms in the market. Together, we will make more businesses aware of the opportunities for increased efficiency and profitability that our model for international expansion can provide.”

Neal Gandhi, CEO of Quickstart Global

7. Supportive and satisfied clients

Our established and rapidly expanding client base in the entrepreneurial and growth business sector, ranges from start-ups to success stories worth tens of millions in almost every conceivable sector.

What our clients say...

“Tim Moore and the team at Smith & Williamson delivered an exceptionally smooth sale process and a great result for Matrix and the Tottel shareholders.”

Mike Walker, Matrix Private Equity Partners LLP

“Having managed the development of Sens-Tech since 1994, I wanted to own the business. I know Sens-Tech and our industry inside out, but an MBO was a whole new experience for me. Andy Pedrette and Brian Livingston at Smith & Williamson expertly guided me through the MBO process – from initial concept to negotiating acquisition terms, from finding acquisition funding to completion of the deal. I am delighted with the result.”

Stephen Jaye, Director, Sens-Tech

“Never was it more truly stated, “It could not have been done without you”. The efforts of the team were exceptional. There were many challenges but Smith & Williamson helped us overcome them all without losing sight of the ultimate goal.”

Nicola McGuirk, CEO, Dar Lighting Limited

“Our US adviser was right when he said Smith & Williamson could get this job done, no matter the obstacles of which there were many. The client is very appreciative of your efforts.”

Hoken Seki, Lead Legal Adviser to Fujikara Kasei Co., Ltd regarding the acquisition of Sonneborn & Rieck Limited

“The business of GHC was grown by providing the best in care. In working with a corporate financial adviser I wanted one who cared as much as we did. Amanda Phillips and Brian Livingston cared and this showed in the excellent result we achieved for the business.”

Sally Graham, Director, Graham Home Care Limited

“Smith & Williamson have developed a clear understanding of our business and financial needs over many years. As well as providing us with audit and corporate tax services, they have also advised on key strategic planning issues when required.”

David Sproxton, Executive Chairman, Aardman Animations Ltd

“The team at Smith & Williamson provided clear strategic advice, had an excellent relationship with the company and achieved the tight timetable. Simply put, they did what they said they would.”

Nick Burt, Managing Director, Valvecare Engineering Limited

“Smith & Williamson introduced me to the transaction some three years ago and provided invaluable advice over my period of ownership. Involving Smith & Williamson was vital to completing the sale transaction successfully and I look forward to working with them again.”

Harvey Alexander, Chairman, English Landscapes

“The team at Smith & Williamson provided invaluable advice and commitment. They met the tight deadline and resolved problems as they arose.”

Rupert Cottrell, Non-Executive Chairman, Infrastructure India plc

8. Thought leadership – communicating and sharing our expertise

Regular communication and access to useful information are at the heart of our programme to help the entrepreneurial and growth business community.

Seminars and conferences

We hold regular sector and topic-focused seminars and events for entrepreneurs and growth businesses, which are complimentary to our clients and key contacts. Recent events include a one-day leadership conference, our focused ‘Exit Strategies’ workshops and ‘Entrepreneur Britain’, a unique event for entrepreneurs, venture capitalists and private equity firms to discuss key issues impacting entrepreneurship in the UK. We also invite clients and contacts to third party events, including those run by strategic partners, where these may be relevant or useful.

Technical updates

We host a number of workshops and seminars designed specifically for senior finance staff:

- Financial reporting seminars
- Finance director updates
- Budget breakfasts

Newsletters and publications

We produce a range of sector based newsletters and bulletins, including:

- *Enterprise* (our newsletter for entrepreneurs and growth businesses)
- *Enabling Entrepreneurs* (our regular e-shot on topics of interest)
- *Financial Reporting*
- *Family Wealth Management*
- *Tax Focus*

“For an entrepreneur, Smith & Williamson offer far more than accountancy and tax advice; it’s refreshing to see accountants adding real value to help their clients grow.”

Mike Southon, *Financial Times* columnist and co-author of *The Beermat Entrepreneur* and other best-selling business books



9. Meeting and learning from fellow entrepreneurs

We know how challenging it is to build a successful business and, by making relevant introductions, we help our clients to shorten the course.

We go out of our way to create meeting and networking opportunities so that success is celebrated and ‘near-death experiences’ can be shared. Why ‘reinvent the wheel’ when you can meet someone who’s been there or done it before?

Apart from bringing inspirational speakers to our seminars and conferences, we arrange many informal gatherings. These smaller events, often over lunch or dinner, enable guests to learn from their peers and gain insights into how other businesses have dealt with particular issues or broken through glass ceilings. Many of the people we invite to these events end up working with each other, finding ways to collaborate through joint marketing and winning new business.

Creating opportunities

Our involvement with a number of entrepreneurial organisations also creates opportunities for our clients and contacts. Together with The FD Centre, we host an Entrepreneurs Club, regularly bringing 50-60 entrepreneurs together for an afternoon of learning and discussion, followed by an evening of networking. We also work closely with Entrepreneur Country, Fresh Business Thinking, the London Entrepreneurial Exchange and Entrepreneurs World, among others. All of these organisations run events and forums focused on growth businesses and the entrepreneurs who run them.

Last but not least, we actively focus on making direct introductions from our wide network of clients and contacts.

10. Our people

At the heart of our approach are our people – ambitious, talented and experienced professionals who enjoy what they do and relish the opportunity to work together and with our clients. It would be difficult to meet a more enthusiastic bunch! Here are some of the members of our team.



Brian Livingston

Brian is a director and has specialised in corporate finance since 1989. Prior to joining Smith & Williamson, Brian was a director of 3i plc, advising private equity backed and owner managed companies on their exit and acquisition strategies, as well as raising private equity finance. He has completed over 150 transactions, and advised many companies on their growth strategies.

Brian is a chartered accountant. He qualified in 1985 and joined Smith & Williamson in 2003.

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Guy Rigby

Guy is an experienced chartered accountant and an entrepreneur. A natural and driven enthusiast, he built and sold his own accountancy firm, as well as pursuing other commercial interests. He has been a director and part owner of a number of different companies, including businesses in the IT, property, defence, manufacturing and retail sectors. In an unusually varied career, he has been the senior partner of two accountancy firms, a finance director, a sales and marketing director and an adviser and mentor to many entrepreneurial businesses and their owners.

Guy joined Smith & Williamson in 2008 and leads our entrepreneurial services group. His day-to-day activities include advising entrepreneurs and their businesses and co-ordinating Smith & Williamson's activities in this increasingly important market.

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Sancho Simmonds

Sancho acts as an adviser to a wide range of companies from start-up businesses to fully listed entities. Prior to joining Smith & Williamson in January 2009 he had 14 years' experience at PricewaterhouseCoopers. Ten of these were spent working with small to medium sized businesses, with the other four focused on FTSE 100-250 companies. He is a truly rounded professional.

Sancho is a member of the Institute of Chartered Accountants in England and Wales.

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Dani Glover

Dani has been advising individuals, companies, professional partnerships and their partners on pensions and related financial planning issues for some 18 years. She is also increasingly involved with financial planning issues in relation to divorce, including pension sharing.

Dani joined Smith & Williamson in 2002 and is a chartered financial planner and an associate of the Personal Finance Society. She is often quoted in the press.

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Adrian Walton

Adrian is involved in a variety of tax planning work, regularly advising on tax aspects of buying and selling private companies, corporate reorganisations and venture capital transactions including flotations, mergers and acquisitions, and MBOs.

Adrian specialises in providing tax advice on the Enterprise Investment Scheme and Venture Capital Trusts and was shortlisted for the "Best Individual Contribution to the EIS industry" award at the EIS Association Awards held in January 2009 and January 2010. Adrian is a regular contributor to professional journals and the financial press in this area.

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Smith & Williamson

Please visit our website for further information:
www.smith.williamson.co.uk/entrepreneurs

Offices: Belfast, Birmingham, Bristol, Dublin,
Glasgow, Guildford, London, Salisbury,
Southampton and Worcester.

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