



# CRAIG CORPORATE

## 2019 Year In Review

### Client Highlights

We work with many of our clients on a longer term basis providing on-going advice and support

During 2019 we were appointed to roles including:

- Interim management role with a fast growing online retailer
- Finance Director of biotech company
- Chairman of a professional services business

A selection of our long term clients' achievements in 2019 include:

- Secured investment commitments to date of over £50m, due in part to the Craig Corporate financial models that allow dynamic scenario planning
- Opened first full scale manufacturing facility
- Two clients surpassed the £1m EBITDA point for the first time
- Progressed succession planning strategies including MBO feasibility and execution
- Became the No.1 ranked UK partner for a market leading global software provider
- Implemented business value growth strategy as the existing owners move toward exit
- Turned around an ailing business – achieving 9% net profit margin against -20% for the comparable period
- Took a new piece of patented technology to market for the first time
- Re-financed or re-structured debts. In each case, supporting long term aspirations

Our work in 2019 covered sectors including industrial services, fintech, engineering, investment management, retail, professional services and technology platforms to name a few

Working across locations in the UK and internationally including Germany, UAE, US and Australia

### Team

- Ross Sloan & Michael Walker have joined our team from EY & Hymans Robertson respectively. They have worked across a range of engagements including financial modelling, advisory and due diligence



- Our managing director, Paul Yacoubian, has been growing our business in the Middle East, primarily with companies that have global aspirations
- Craig Corporate is delighted to support

**RESTART AFRICA** - a charity that improves the lives of street children in Kenya. Phase 1 includes building of a new HQ. Find out more about Restart and their team [here](#)

### Transactions & Projects

Alongside our on-going clients we supported a variety of transactions and projects. In 2019 we:

- Supported venture capitalists and growth capital investors, corporate acquirers and a FTSE 250 Plc with financial due diligence. Successfully helping to invest over **£100m**
- Reviewed governance within a family business following a period of shareholder conflict
- Advised on various disposals assisting clients in realising value of over **£60m**.
- Reviewed financial systems and processes to identify weaknesses and make improvements