



## **BWMacfarlane Corporate Finance and Business Advisory Services**

**Led by Peter Taaffe FCA CTA, Managing Partner**

### ***Professional background***

Peter trained and qualified as a Chartered Accountant with Deloitte Haskins & Sells (now PricewaterhouseCoopers) in their London office. He worked on multinational audits before transferring to their Liverpool office taxation department, later joining Ernst & Young to become a senior tax manager. He qualified as an associate member of the Chartered Institute of Taxation.

Peter was Chairman of the Liverpool Younger Members Group of the Institute of Chartered Accountants in England & Wales for five years and was later Treasurer of the Institute's Liverpool Society. He joined Bresnan Walsh as an equity partner in December 1991. Having built the firm up from six staff to 22 staff working, he merged with Macfarlane + Co to form and lead BWMacfarlane from 1 February 2011 then with a team of 45 staff. Today BWMacfarlane are one of the leading independent Chartered Accountancy firms in Liverpool, with eight partners and directors and over 55 members of staff.

Peter has acted as an accountancy expert to the Courts since the mid 1990s and has written articles on forensic accountancy issues for publication in various legal journals, and has given talks on the subject to various groups and bodies. Peter is qualified as an accredited expert witness under the Cardiff University Bond Solon Expert Witness Scheme ([www.bondsolon.com](http://www.bondsolon.com)).

### **Corporate Finance experience:**

- Strategic planning and financial forecasting
- Guiding clients through the merger and acquisitions process
- Identification of possible investment opportunities
- Managing transaction due diligence in arrange of sectors
- Advising clients on growth plans and becoming sale ready
- Providing clients with leverage for price negotiations and supporting in these negotiations as required

### ***Testimonials***

"We have developed a strong working relationship with BWMacfarlane and trusted Peter Taaffe to draw on his experience of similar deals to help guide us through what can be a complex transaction to a successful completion. We are very grateful for his help." **Andrew Holroyd CBE, Executive Chairman at the Jackson Canter Group, commenting on the acquisition of Lees Solicitors LLP**

"BWMacfarlane were absolutely brilliant in helping to guide us through what was a very tricky period. They worked closely with us to manage our finances and took negotiations out of our hands" **John Sutch, Owner, John Sutch Cranes**

"Peter is an outstanding professional, committed to offering the highest quality service at the very best value. A real innovator; with a wealth of expertise and knowledge you don't expect to get outside of the big four, without the big four price. A guy you can really trust"  
**Brian Cronin, Group Chief Executive at Your Housing Group**

The BWMacfarlane Corporate Finance team, led by Peter Taaffe, Managing Partner can support clients with:

### **Mergers and Acquisitions**

- Assistance in valuing targets and achieving the most effective result for the purchasers
- Assessing the financial and commercial benefits to be gained from such an acquisition
- Recommending the best way to structure and finance a deal
- Increasing market share, reducing competition, cutting costs or bringing in experienced staff
- Essential due diligence to avoid surprises!

### **Management Buy-outs**

- Advising management teams on maximising their influences in the management buy-out of the business
- How should the management team approach the owners to purchase their business
- How getting the management team involved in the process will positively affect the value of the business

### **Preparing for Exit**

- Preparing a detailed analysis of their business
- Assessing its USP's and specific business risk areas to deal with ahead of a transaction.
- Use this analysis to consider the various exit options available.
- Understand that specific objectives of shareholders and the interests of management and staff.
- Recommend the best exit strategy to maximise the achievement of the stakeholder's objectives

### **Business and Share Valuations**

- Establishing the current value of the business
- How to increase its value
- How does the value impact on their strategic plans
- Succession planning valuations

### **Business Sales**

- Identifying potential buyers
- Negotiating the sale
- Preparing sale agreements
- Managing the process
- Efficient tax advice