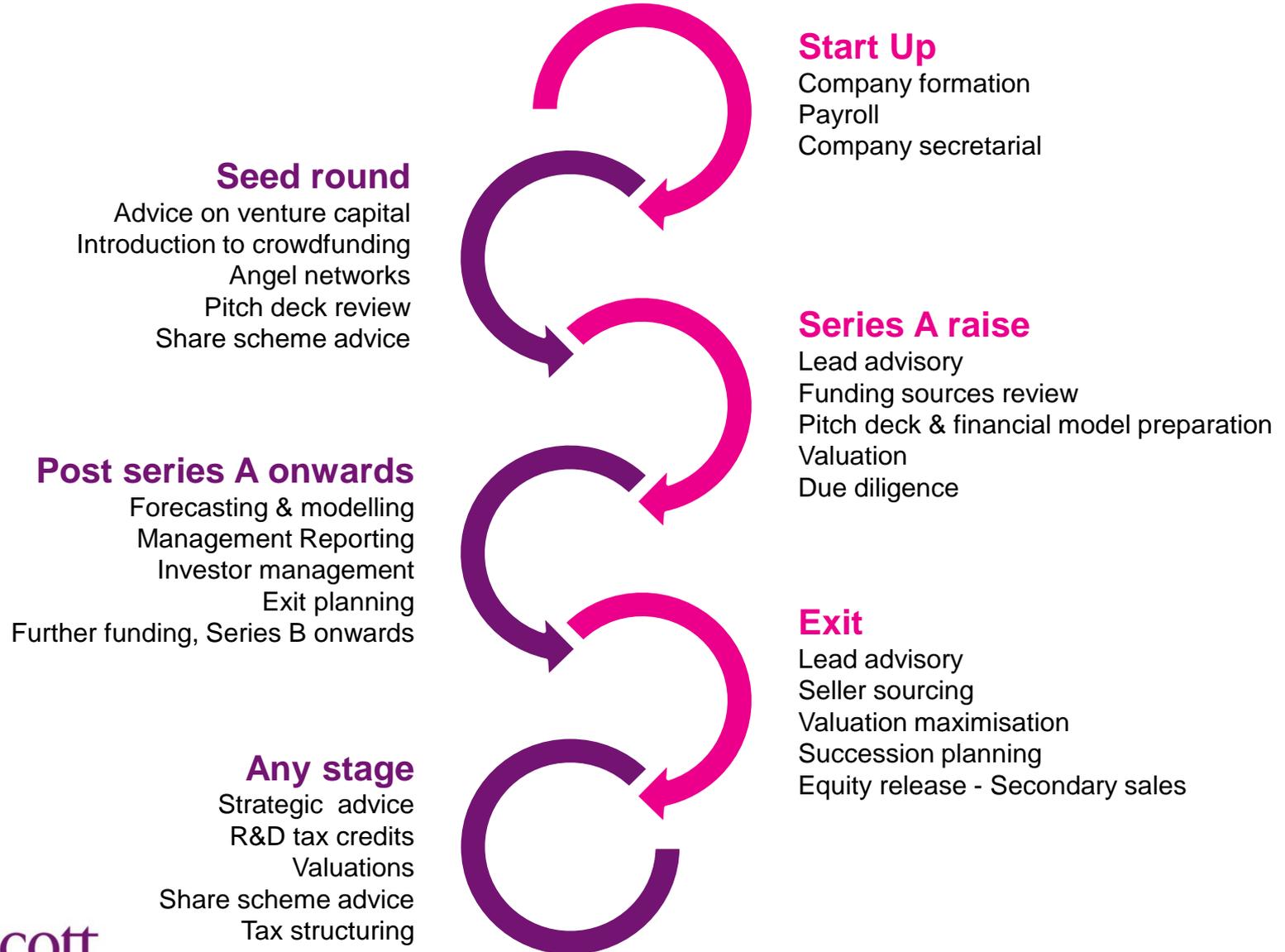


# High-Growth Tech

An introduction to Buzzacott



# Full Life-stage Support





# Corporate Finance Support



## Fundraising

Specialising in Series A onwards we help businesses raise funds, from early stage start-ups looking for Venture Capital, to mature businesses looking to raise funds through banks or private equity houses for growth capital.

---



## Acquisitions

We help business looking to grow through acquisitions. We identify targets and provide commercial advice on value and due diligence services.

---



## Strategy

We help business owners understand and maximise the value of their businesses, advising on practical improvements and strategies to enhance value, including the implementation of staff incentives schemes, the enhancement of financial information.

---



## Exit

We work with business owners to help them exit their businesses. We are not a broker - each situation is different and we tailor our service to fit the client. We will support from identifying potential purchasers to negotiating the best terms for you.



# Business and Finance Support

1

## Tech Specialists

In a sector that is growing fast and constantly evolving, we understand that you need our advice and service to be flexible, tailored and, above all, highly responsive to your needs.

2

## Tax structuring, planning and compliance

We can maximise shareholder value by supporting companies with commercially driven, comprehensive tax compliance and consultancy advice. R&D tax credits is one of the best schemes available to tech companies.

3

## Business services

Our portfolio of corporate services includes financial planning, and the outsourcing of resource-hungry administrative functions like management accounting, payroll and VAT.

4

## International support

We are part of one of the five largest associations of independent accounting firms in the world, PrimeGlobal. Our international partners offer a powerful range of services and industry expertise to meet your needs – around the globe, around the clock.

5

## UK/US expat tax

As one of the largest expat tax teams outside the big 4, with advisors who are dual qualified in UK and US, we draw on a wealth of knowledge of both current and previous tax regimes on both sides of the Atlantic.

6

## Staff incentive schemes

We can advise on and implement staff incentive schemes, such as EMI option schemes to help ensure that staff are motivated to grow the business by sharing in its success.

7

## Audit and Assurance

We work closely with the business from the outset to define the objectives and give a realistic timetable. This results in a streamlined process for audit that only minimally disrupts the companies' daily business activities.

8

## Introductions

As a client of Buzzacott you will benefit from our hugely experienced network of business contacts that can support you with everything from legal advice to PR. We regularly run tech sector events, for example we sponsor Silicon Valley Comes 2 UK, aimed at tech scale-ups.



# Your team

We have experienced and specialist professionals who not only understand tech, but will learn your specific needs and tailor their skills to deliver the solution you need.



**Matthew Katz**  
Corporate Finance Partner

✉ [katzm@buzzacott.co.uk](mailto:katzm@buzzacott.co.uk)  
☎ +44 (0)207 556 1306

Matthew joined Buzzacott as a Partner in March 2015 where he heads up the Corporate Finance team. Growing the team rapidly, Matthew now overs an ever expanding suite of solutions. He is experienced in advising owner-managed businesses on a range of corporate finance activities including fundraisings, acquisitions, exits and management buyouts.



**Simon Wax**  
Tech Partner

✉ [waxs@buzzacott.co.uk](mailto:waxs@buzzacott.co.uk)  
☎ +44 (0)207 556 1321

Simon specialises in providing commercial advice and financial services to start-ups right the way through to advising on an eventual exit. Having worked not only in accounting but also in corporate banking advising on acquisition deals, Simon is well placed to look after companies undergoing change. He and his team perform the full range of financial services for businesses and their owners, including: outsourced accounting services, taxation advice, statutory audit, valuations, HR consulting and payroll.



**Andy Hodgetts**  
Tech Corporate Finance Manager

✉ [hodgettsa@buzzacott.co.uk](mailto:hodgettsa@buzzacott.co.uk)  
☎ +44 (0)207 710 2622

Andy joined Buzzacott as a Manager in the Corporate Finance team in November 2016, having spent nearly three years at Blippar, where he was the first finance hire and lead the finance team. During his time Andy helped Blippar become one of Europe's best funded start-ups raising over \$100m. He joined Buzzacott to concentrate advising high-growth tech companies on fundraisings, acquisitions, exits and strategy, being able to relate to founders from his time at Blippar.



# Big firm capability, small firm intimacy

Buzzacott has in excess of 300 staff members with 34 partners leading our specialist teams, all working from one central London location creating a collaborative and responsive environment from which all our clients benefit.

Doing things right from day one is critical to business success. Whether selecting the most appropriate tax structure, registering for VAT or setting up HR or accounting systems, Buzzacott can evaluate what is best and then oversee implementation.

## Different specialists brought together for your benefit

As our focus is on delivering a specialist service, our expertise is equal to that found in the large firms while our service approach remains client focused. Our clients commend our ability to deliver an exceptional service with rare empathy. We believe the size of our team and regular communication allows sufficient opportunity to specialise while maintaining the close personal attention that is vital for all clients to succeed.

## Involvement in your relevant sectors

As a result of our specialism and reputation of working with a range of business sectors, we understand both the technical and commercial challenges affecting our clients.

## Regular communication

We develop sound working relationships with clients, maintaining an on-going dialogue with them. As a single office firm, we pride ourselves in the ease of communication between all our staff from different disciplines, which enables straightforward discussion and quick resolution of issues for clients.

## Timely information delivered to you

We will regularly share latest industry updates with clients, helping them to understand the effects of external change on their organisations. Clients benefit from receiving these news bulletins and technical insights, as well invitations to events where they will be able to network with peers and get advice from our experts.

## Regular seminars to keep you up-to-date

We run an annual programme of seminars and workshops for owners, management and finance teams. This is a reflection of our commitment to supporting clients in an evolving financial environment and attendance at these seminars is free of charge.

## Bespoke training and networking

As well as open sessions and informal lunches for distinct groups of clients, we deliver training on a bespoke basis on request.