BY

Consulting

BYC

About Us

Overview

Size

£150,000 to £25M

Services

Private Investment

Turnaround Funding

Bespoke M&A Advisory

Lending Services

Established since 2000, B Y Consulting has become a leading corporate finance boutique servicing the SME community. We offer corporate advisory services across the board from capital raising mandates, company disposals, and urgent & bespoke M&A projects.

We own a large, mature and active network of private investors, have strong connections with corporates seeking acquisitions and know most of the UK funds serving the SME community.

Working capital is the lifeblood of business, SME’s in particular. Whether the business is trading and looking for additional capital, an established business seeking a business sale, BYC is here to help.

As a multi-award winner, we’re very proud to represent our business community, helping deliver shareholder solutions and capital to a vital part of the economy.

Business Sales/Corporate Advisory

Motorcycle Dealership	£4,000,000	Motorcycles	Our client has been a multi-franchise motorbike dealer that operated for over 40 years. The founder was introduced to us seeking urgent funding. We reached out to a selective shortlist of investors. Seven investment parties came forward. Heads of Terms quickly agreed, the project concluded within 4 months of take-on.
Property Investment Group	£32,000,000	Property	A 55-year-old business, saw their NAV wiped out during the recession, required an exit to prevent closure by their bankers. From a period of zero shareholder value when engaged, we helped deliver £3.5 million to shareholders via a buyout which saw bank debt of £29m repaid. All parties were very satisfied.
Frozen Yogurt	£Undisclosed	Food Brand	Our client is an iconic food brand of the last five years with the best tasting premium frozen yogurt. The business still required investment to grow. Within four weeks of engagement, we shared detailed information packs under NDA with around 20 investors. The project was concluded within the required timescale.

Business Sales & Corporate Advisory

Acoustic Insulation Manufacturer	£1,500,000	Manufacturing	After being referred to us by a major Asset Based Lender, the existing shareholders have now been bought out and new capital has been invested to rationalise current operations, de-leverage the balance sheet and deliver future growth.
Automotive Recruitment	£380,000	Recruitment	The offer was accepted within our clients' timeline and the investor is delighted with the purchase. The recruitment division offers a perfect complementary addition to their existing spectrum of general automotive service.
Executive Assistants	£400,000	Support Services	Providing professional and flexible assistance services, the company has become a major player in the marketplace with its well-known brand, loyal customer base and experienced staff

£4M Acquisition of Southeast based Motorbike Dealership

Our client has been a multi-franchise motorbike dealer that operated for over 40 years. One of the most respected and largest new bike dealers in the Southeast, recent years have been tough for sellers of new motorbikes right across the UK.

The founder and still 100% shareholder was introduced to us seeking urgent funding, being somewhere between financially stressed and distressed. Whilst the business was underpinned with good assets including freehold property, trading had been tough for years with losses racking up. We reached out to a selective shortlist of investors within our investor network who we knew would meet the criteria for this opportunity. Seven investment parties came forward looking to learn more and meet our client. Meetings progressed rapidly, and as often happens one party stood out head & shoulders above the rest.

Investment and Outcome

Heads of Terms were quickly agreed, followed by lengthy legals as all parties worked through the minutiae of a complex acquisition. From start to finish the project concluded within 4 months of take-on. We'd like to extend our thanks to all parties who stuck to their tasks and saw this one over the line. At conclusion, our client has come away with financial security, free of PG's on numerous short term loans and has a long term tenant in one of his properties.

"**Nick Young comments…** "*We're delighted to announce this completion, partly for our client as noted above but also for the benefit of bikers across this part of the South East – I say this as one myself*!"

Sector	Location	Stage	New Capital
Motorcycles	Southeast, UK	Turnaround	£4,000,000

Acoustic Insulation Manufacturer is turned around with £1,500,000 of new capital

Trading since 1890, our client is a leading thermal and acoustic insulation product manufacturer - their customer list is a Who's Who of white goods manufacturers and prestige car brands.

The company made several acquisitions in the 1990s to extend its scope but turnover levels had stagnated at £14m and the business was in need of restructuring to be competitive and profitable.

Having failed to raise cash eighteen months prior, the shareholders and management had recognized that outside help was needed. Their key lender, a major Asset Based Lender, referred the owners to BYC. Essentially they sought a cash injection to rationalise current operations and to de-leverage the balance sheet in order to drive future profitability and growth.

It became apparent through the process that the existing shareholders wanted "out", and that the real need was a new set of owners alongside a capital injection. We advised our client on the likely structuring, investment and valuation of the business. We delivered four investor meetings with four weeks of engagement; two of these made serious offers of funding. One proposal clearly stood out and the formal offer was agreed by all parties. The existing shareholders were bought out and £1,500,000 in new capital has been invested in the business to deliver future growth.

"As an active investor I am always pleased to work with BYC. They offer quality investment opportunities and as a specialist investor in turnarounds, I appreciate the groundwork they deliver prior to myself looking to meet with the owners."

PW - Investor

Sector	Location	Stage	New Capital
Manufacturing	East Midlands	Business sale & Turnaround	£1,500,000

£32 million in capital raised saving 55-year-old Property Investment Group

Our client had at its peak in 2007 a commercial property portfolio totalling £60million, against bank loans of £29million. By 2012, the values had halved. LTV had significantly increased, covenants had been broken and the banks sought action to resolve their positions. To make matters worse, the business had taken on derivative products in the form of fixed interest rate swaps. Our client was paying interest on loans it had not drawn down upon.

Once sitting on a NAV of £30m, the owners had seen the entire value wiped out. They were faced with Hobson's choice of selling assets to keep above water or letting the banks take over. Our remit was to act as a conduit between the board and their bankers, raise capital for the group, and help deliver value back to shareholders.

- We acted swiftly to restore confidence of the bankers
- Strategies were put forward and agreed with the board
- Investors and potential buyers were introduced
- One AIM listed buyer stood out, Heads of Terms were agreed.
- B&Y negotiated with both banks, combined debt in excess of £34million
- Negotiated £5m write-off from one bank

Our client achieved £3.5 million in value from a position of zero. The buyer has bought a high quality portfolio; with all prior banking agreements, including both SWAPs, having been cancelled.

"*I cannot express enough my gratitude to you and your team in our hour of need. Your advice and strategy for dealing with our bankers and other key stakeholders could not have been more effective. Value was delivered to shareholders from the dire position of the company.*

Very many thanks to you and your colleagues for bringing this to a successful conclusion. It is the end of an era for all of us and we are happy to be moving forward."

Richard W, CEO, Property Group

Sector	Location	Stage	New Capital
Property Management	Surrey	Corporate Advisory	£32,000,000

BYC helps facilitate Business Sale for Automotive Recruitment Services

Our client has steadily grown their business each year as a specialist recruitment provider for the automotive industry. Nearly doubling in size since 2009 and with turnover of almost £20million, our client has multiple contract placements to some of the largest automotive companies in the world.

The private equity firm that owned the group was seeking to sell the recruitment division in order to better align their other business divisions and facilitate a second sale. Recruitment by nature is a high volume, low margin business but we knew our clients' consistently profitable niche service would have real appeal to our investor network.

We introduced a number of investors in rapid time - two British and one international - and delivered two offers of funding. We identified our best- matched investor right away; an American corporation who attended a meeting with our client in UK followed up with two series of due diligence. The offer was accepted within our clients' timeline and the investor is delighted with the purchase. The recruitment division offers a perfect complementary addition to their existing spectrum of general automotive service.

"*We approached B&Y because we knew their track record – they had proven their value on a previous deal we concluded in 2011 and we wanted their expertise on this sale. We are delighted, although not surprised, that they delivered again and in particular we are very pleased the deal completed within our deadline.*"

- Director, Automotive Recruitment Services

Sector	Location	Stage	New Capital
Recruitment	UK	Business Sale	£380,000

£seven figure Successful Management Buy-Out of well-established niche manufacturer

Our South-East based client is a manufacturer and supplier of point of sale (POS) & cash management solutions, serving a wide range of industries for over 45 years.

In October last year, we were approached by the management to help fund their proposed MBO. They were under US ownership, and the US parent had decided to shut down UK and Europe Operations. This would have meant the end of the business in the UK, which had stood on its current site for so long, including the end of 130 local jobs. Based in an area where industry has been steadily moving away from rather being attracted towards, closure would have dealt a serious blow within the community.

The project had numerous positive factors that we knew would attract investors and we were pleased to take this on. We got to work quickly on understanding the key factors, particularly relating to the terms that would work for management. The management team were always realistic on what was achievable and happy to accept advice. Delivering the right investor profile was as important as the terms of the deal.

We reached out to selected PE funds and private investors within our network and had an unsurprisingly large response rate. Three investors quickly met with our client as often happens one stood out head and shoulders over the others. Their team were local, understood the issues, could roll their sleeves up and offered terms that worked for all parties. The Buy-out was completed in June of 2024. 90 jobs were saved. The new business allows both continuity of the site and a new freedom to go into the market and seek clients in different markets.

> *"Many thanks to BYC for finding the perfect investor for us. We are so pleased complete the MBO. We are now part owners in a business that we are passionate about. We have new business streams coming to us and believe the future looks bright for all concerned. We are very grateful for your support and will happily recommend you and your company to others looking for capital."*
>
> CEO - John I.

Sector	Location	Stage	New Capital
Manufacturing	Southeast	MBO	£seven figures

BYC

Contact

We have a long track record of raising capital for business owners, whatever stage they are at. Please contact us for a straightforward and discreet chat about what can be achieved.

Nick Young
Managing Director
Nick.Young@by-consulting.co.uk
020 7637 7755
07957 367 783

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57-58 Russell Square | London | WC1B 4HS | 020 7637 7755

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