

# Case Study

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## 1. How many years have you personally been working on corporate finance cases?

A. 8 years

## 2. What makes this work so interesting for you?

A.

- The varied work
- Helping business owners realise the value they have built in their businesses
- Helping business owners to further boost and optimise their businesses and wealth
- Finding solutions for challenging situations
- Hand-holding clients through the largest transactions in their business careers and protecting them from less scrupulous 'advisers'
- Helping clients avoid expensive mistakes
- Working with other teams internally at AG and also other CF and legal teams
- Networking in the CF and wider community

## 3. Explain a recent case which had challenges which you were able to overcome.

A. We have assisted a sale of a 51% stake with a put and call option on the remaining 49%, with a wholly owned subsidiary being sold under a separate agreement on the same basis. This required additional support in agreeing separate earn-out agreements, as well as more detailed SPAs. We also further supported the deal in advising on the tax aspects of the transaction and valuing the earn-out for income tax purposes.

## 4. How do you find having access to quality research including company and deals data helps you in your work?

A. Quality information is paramount in properly advising clients. Clients are bombarded with information so it is vital they have a sounding board and trusted and consistent source of quality information. They need quality advisors to help them see 'the wood from the trees'.

## 5. What do you value from your membership of The Corporate Finance Network?

A.

- Peer support
- Knowledge sharing
- Buyer and other research
- Sector reports
- Best practice
- Motivation and thought leadership from Kirsty McGregor
- Getting us out of the region and benefitting from national coverage
- Opportunity for referrals

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