



Selling your business?
Growing through acquisition?

Personal support and guidance for SME business owners



NEW PATH
ADVISORY

Welcome to New Path Advisory.

We offer support and guidance to SME business owners when selling their businesses, or when planning to grow through acquisition.

We sometimes invest directly. Our service is practical, personal and professional.

What we do.

We support business owners who are looking to sell their businesses. We will help you prepare carefully, promote your business with impact and reach success swiftly.

We also assist clients who are looking to grow through acquisition. We can identify and confidentially approach and secure targets, leaving you to focus on your business.

Finally, we also represent investors ourselves. If the opportunity fits our investment profile we may be able to acquire your business directly.



Who we are.

New Path is run by finance professionals who are passionate about small business. As business owners we understand your challenges. We do not try to replicate the high volume business brokers with teams of sales people.



Andrew Hill, FCA
Principal and Director



Why we started.

For too long, M&A and corporate finance has been restricted to larger clients, leaving small business owners struggling for support in the bewildering world of M&A.

A major transaction involving your own business is understandably personal and emotive. You need someone who can relate to your position, someone who has done it. Then there is time. When you're focused on running the business, it's difficult to free up the resource to tackle M&A properly.

That's why New Path was founded; to support and guide business owners through this journey. And to take on the extra workload when needed, as an extension of your team.



Buy Side Services.

- Free impartial initial discussion.
- Defining target profile, acquisition criteria.
- On market – analysis and origination.
- Off market - discrete, confidential search and network building.
- Financial profiling and assessment of targets.
- Vendor introductions, negotiations and bid submissions.
- Due diligence, alongside your accountants.
- Financing the acquisition, deal structure.

Sell Side Services.

- Free impartial initial discussion and valuation report.
- Sale preparation guidance.
- Robust financial reporting and forecasting.
- Information memorandum - a compelling showcase of your business.
- Reviewing bids, liaising with buyers and their advisers.
- Overseeing and streamlining due diligence and SPA/APA.
- Successful completion. Managing inevitable last minute hurdles.
- Structuring the disposal.



NEW PATH ADVISORY

"Andrew is an excellent professional with strong financial skills and he's very attentive to detail. What we really liked was his passion for excellence and his entrepreneurial skill-set"



Paul Nearchou
Private Equity Director

"I sold my business to a larger group. Andrew was always on hand to smooth matters and seek out collaboration and compromise. He focused us on the final outcome and sought to treat everyone fairly. The completed deal has been brilliant for everyone."



Jon Goodrick
Corporate Sports Company

"I worked with Andrew on multiple acquisitions in the sector. He has expertise across all aspects of the deal - from financials and deal structures, to legal and integration. A great partner to have on your side"



Sheena Beckwith
CFO, Clyde Munro
Acquisitive dental group



Now, tell us about you

Whatever your requirements, and whatever stage of the business acquisition or disposal process you find yourself, please do get in touch.

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