

NUNN HAYWARD ADVISORY: HELPING SMES GROW, RAISE FINANCE AND PLAN FOR THE FUTURE

Nunn Hayward supports ambitious SMEs through some of their most significant business decisions — from raising finance and retaining key talent, to navigating shareholder transitions and improving financial reporting. Here are a few examples of recent client projects delivered by our team.

OBTAINING FINANCE

Growth ambitions often require external funding, and getting the right financial package depends on presenting a compelling, credible case. Working as part of our fractional CFO service, we produced a detailed financial forecast for a client seeking medium-term finance — drawing on our in-depth knowledge of both the business and its sector. The quality of the analysis gave the client and lender the confidence needed to proceed, ultimately helping our client access finance on more favourable terms.

RETAINING AND MOTIVATING KEY TALENT

For many owner-managed businesses, keeping hold of the people who matter most is one of the greatest challenges they face. We worked closely with a client to understand what they needed from a retention strategy, before collaborating with our strategic legal partners to design a Growth Share scheme. This gave the business owner a way to lock in a key team member and align their interests with the company's future growth — without immediately giving away ownership or control.

SUPPORTING SHAREHOLDER DECISIONS

When shareholders decided to part ways, we were asked to provide a group business valuation with clear supporting rationale. Because we already knew the business in depth, we were able to move quickly, critically analysing the financials and adjusting where necessary to reflect the true underlying position. We attended key meetings to walk the shareholders through our methodology and the factors affecting value — support our client described as invaluable during what was a challenging time.

GROUP CONSOLIDATION AND FINANCIAL REPORTING

Following a series of acquisitions, we helped a client bring consistency to their financial reporting across the entire group. We designed a bespoke reporting pack that allowed management to review results across all entities and gain a clear picture of the consolidated value they had built.

WE CAN HELP

If any of the above resonates with your situation — whether you're looking to raise finance, structure an incentive scheme, navigate a shareholder transition, or improve your financial reporting — we'd love to talk. Call us on **01753 888211** or email info@nhllp.com.