

Isosceles Finance Newsletter

December, 2007

Merry Christmas!

May I take this opportunity to wish all our clients, future clients, friends and associates a very merry Christmas and a prosperous New Year.

Merger and acquisition activity has been strong throughout 2007, but has increased significantly in the last quarter. We have consequently been very busy, advising buying and selling clients alike.

I am expecting the first half of 2008 to be unusually buoyant due to the flurry of sales we will see as a result of the changes to the corporate tax regime. Any deal that was in the the pipeline or being talked about is now being accelerated with a view to completion before next April.

If you think we may be able to help you, please give me a call +44 (0)870 770 9084 or click on this link moconnell@isoscelesfinance.co.uk to drop me an email. I look forward to hearing from you.

Mike O'Connell

Health Check?

Turning a business into a saleable proposition is a difficult task often involving many years of hard work, blood sweat and tears! Success will have involved much business planning. So it is often sad to see vendors of business fail to achieve the optimum price because they failed to plan sufficiently for an exit.



Could this be why [Due Diligence](#) is one of our most popular services?



digitalrelevance
developing brand loyalty through email

Digital Relevance the email marketing company based in Ascot has selected Isosceles to provide a full outsourced finance and accounting service.

1st Touch

1st Touch was a member of the Triangle Group, 1st Touch selected Isosceles to assist in the MBO from Triangle and provide a full outsourced finance and accounting service.

acis

ACIS a Teck Track 100 winner and Europe's leading supplier of Real Time Information has selected Isosceles to provide an interim Group Financial Controller.

We act for buyer's like Edgewing who were recently acquired by Business Objects:

*"The results speak for themselves. **Business Objects** acquired Edgewing on the terms we wanted. When issues arose Isosceles were able to resolve them in a calm and easy manner which left the buyer and seller feeling they were both winning."*

Steve Crook, CEO, Edgewing.

We also act for sellers like MDSL who acquired a US company, Union Square Associates Inc:

"I am delighted with the results achieved by Isosceles' painstaking attention to detail. They were calm and professional. It's very easy to be put off a transaction of this kind, Isosceles were able to make us aware of the risks and how to mitigate, such that DD did not cloud the underlying commerciality of the deal. They paid for themselves many times over."

Ben Mendoza, CEO, MDSL

Don't Let Gordon Grab His Extra 8%

In the recent pre-budget statement the government has changed the basis of capital gains tax significantly. The result for many hoping to sell their business is that an expected tax bill of 10% will become 18% from 6th April next year. At Isosceles we have seen an acceleration of M&A deals that are in the pipeline as companies rush to complete before next April.

Martin Adams

I am delighted that joining Isosceles' executive team is Martin Adams, Ex-European FD of SAP, and Ex-UK FD of PeopleSoft. Martin brings a rare blend of large and small company experience.

If you wish to [unsubscribe](#) please click this link!

www.isoscelesfinance.co.uk

Isosceles
The Finance People

Isosceles Finance Ltd., P.O. Box 502,
Staines, Middlesex, TW18 9AG.
Tel: +44 (0)870 770 9084