

# GM<sup>c</sup>G Corporate Finance records its strongest year to date

Eleven deals completed during a year that has seen more than its fair share of challenges.



As the pandemic continues to create difficult trading conditions for businesses of all sizes and across virtually all industry sectors, GM<sup>c</sup>G Chartered Accountants remains resolute in its commitment to ensuring clients receive the levels of advice, service and expertise that are needed at this time. In addition to compliance services related to Audit, Accounts and Tax, GM<sup>c</sup>G continues to provide business owners with specialist advice in the areas of Forensic Accounting and Investigation, specialist Taxation services, Digital Accounting and Corporate Finance.

Leading GM<sup>c</sup>G's Corporate Finance team is newly appointed Director Robbie Milliken. Having spent more than 7 years in corporate and business banking, Robbie joined GM<sup>c</sup>G in 2018 with significant experience in company disposals and acquisitions, MBOs/MBIs, fund raising, debt advisory, business plans and company valuation projects. After taking up the Corporate Finance reins at GM<sup>c</sup>G, Robbie wasted little time in using his experience and extensive contact list to lay the groundwork for projects with clients across the firm's Belfast, Lisburn and Portadown locations.

Over the past twelve months Robbie has worked with directors and shareholders from a wide range of client businesses and from across a number of industry sectors, providing advisory services in corporate finance and business restructuring.

2020 was a particularly busy period for GM<sup>c</sup>G Corporate Finance regarding the completion of business disposals, having acted for shareholders in the sales of five separate businesses. Robbie and his team added to this tally with work on three acquisitions and three management buy-outs during the year. Significant projects included acting for Willis Insurance on the acquisition of two UK based commercial brokers and the disposal of College View Nursing Home to Grace Healthcare Ireland.

The momentum from 2020 has continued into 2021, with GM<sup>c</sup>G Corporate Finance acting for two clients on the disposal of their respective business



Robbie Milliken, Director, GM<sup>c</sup>G Corporate Finance

with completion anticipated before the end of March 2021. Robbie's team is also in advanced negotiations to complete a growth capital investment for a client experiencing significant growth.

different types of transactions across industries as diverse as healthcare, insurance, pharmacy, engineering and technology, as well as a range of clients from large privately owned

beyond compliance services.

Commenting on the level of Corporate Finance activity, GM<sup>c</sup>G Managing Director Susan Dunlop said:

"Corporate Finance has always been a key service offering of the firm, for new and existing clients. Notwithstanding our current economic climate and the challenges we face, it is encouraging to see businesses looking at new opportunities and being active in the marketplace.

We are delighted to have been in a position to appoint Robbie as Director of Corporate Finance in January 2021. His proactive approach, experience and innovative solutions have been key to delivering successful outcomes for clients involved in a wide range of transactions."

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Commenting on recent Corporate Finance activities, Robbie Milliken said:

"Last year turned out to be a very strong year for the Corporate Finance team, having benefited from considerable groundwork in late 2019 and the early part of 2020, leading to a strong finish in the latter part of the year.

2020 will clearly go down in history as one of the most testing environments for M&A activity with the ongoing global pandemic impacting many sectors and leading to limited face to face meetings."

Robbie is delighted to have had the opportunity to have been involved in a number of

Northern Irish companies to SMEs and high growth early stage businesses. Robbie adds:

"What was most encouraging was the willingness of the Northern Ireland business community to demonstrate such great resilience and the ability to adapt to the circumstances and to keep moving forward to complete transactions."

GM<sup>c</sup>G's growth in recent years can in a large way be attributed to the approach the firm takes with its clients, helping growing companies not only achieve their strategic objectives but also having the resources and experience to provide leading edge expertise

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For more information on GM<sup>c</sup>G Corporate Finance, contact Robbie Milliken on 028 9031 1113, or millikenr@gmcgca.com gmcgca.com