



---

# Raising Finance

We advise business owners on their external financing options to support growth

---



# Unlocking the opportunities for growth

Many successful businesses will reach a point where internal funding sources are insufficient for the growth path of the company.

At this stage, raising debt or equity finance provides an injection of external capital that can unlock opportunities for its growth.

Our experienced team work closely with owner-managers to assess their long-term plans and funding requirements for the business and determine which are the most suitable forms of debt or equity finance.

We analyse solutions that minimise the dilution of existing shareholders, allowing them to maximise shareholder value.

# What we can do

We advise businesses on raising private equity finance for:

- growth capital
- development capital
- management buyouts
- share sales

We also help source debt debt finance from banks and other providers for:

- refinancing
- M&A

We introduce clients to key contacts in corporate banking or private equity, and we have track record of helping businesses present themselves in the best light to raise finance on good terms.

Typically we identify the most active players in a targeted market from our network of venture capitalists, business angels, banks and private equity houses.

# Our team



## Lake Falconer BAcc CA CF

Partner

Lake leads the PEM Corporate Finance team on all manner of M&A transactions. He has 25 years of senior level experience in corporate finance, venture capital and industry. He is a member of the ICAEW corporate finance faculty and Valuations Special Interest Group.

**Email:** lake@pemcf.com



## Tony Stairs BA MBChB ACA

Tony qualified as a Chartered Accountant at PwC and spent time at EY. He joined PEMCF in 2004, having already led PEM's business advisory services for several years. He enables business owners to maximise value and achieve their financial and commercial objectives. He holds the ICAEW corporate finance qualification.

**Email:** tony@pemcf.com

# Who we are

PEM is the largest independent firm of Chartered Accountants, Tax and Business Advisers based in Cambridge.

PEM Corporate Finance (PEMCF) is the corporate finance division of PEM and is a leading provider of M&A and buyout advice to owner managed businesses throughout East Anglia. PEM Corporate Finance is authorised and regulated by the FCA.

To find out how PEMCF can help you and your business, contact us on the details below.

## pemcf.com

### PEM Corporate Finance LLP

Salisbury House  
Station Road  
Cambridge CB1 2LA

t. +44 (0)1223 728 222  
f. +44 (0)1223 461 424  
e. info@pemcf.com



A member of Kreston International | A global network of independent accounting firms