



## Corporate Finance Services

Rubycom Ltd have been successfully providing corporate finance services to small and medium sized companies around Scotland for many years, adding significant value to shareholders.

Working with management teams, owner managers and private equity firms, Rubycom's corporate finance team has over thirty years combined corporate finance experience. The team has worked in various commercial business roles themselves, and therefore has significant experience at both sides of the desk.

Aimed at small and medium sized companies, Rubycom's corporate finance offering is accessible to all small and medium sized companies in Scotland. Rubycom's team have particular sector specialisms in food/drink, technology & manufacturing companies.

**A summary of corporate finance services provided by Rubycom includes:**

- Financial due diligence
- M & A advisory
- Transaction support services
- Strategy and exit planning (including business sale)
- Equity fund raising, including investor decks and investor introductions
- Seed capital and Series A fund raising
- Business / financial modelling
- Company valuations
- MBO's and MBI's

### Benefits to your business of Rubycom's corporate finance services include :

**ACCESSIBLE:** fixed and contingent fees, making our service accessible to the vast majority of businesses;

**RESULTS:** Rubycom have a history of delivering results and obtaining significant value for our clients;

**SKILLS, EXPERTISE & EXPERIENCE:** you can get a very experienced, skilled, commercial team, with the right experience to work with you to drive your business forward.

*To discuss how Rubycom can help your business with your growth aspirations or simply Improve Financial Performance get in touch:*

#### Contact details

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## Recent assignments

*Recent assignments undertaken by Rubycom include:*

### **Case study 1 – Share Capital Funding**

Manufacturing company in the north of Scotland had stagnated due to a lack of capital and strategic plan. Rubycom worked with the business owner on a strategic plan for the business, identifying actions to drive growth. This involved successfully introducing new investors to the business, with around £1m of additional share capital injected into the company. The business is now well capitalized, growing quickly with strong financial results.

### **Case study 2 – Debt Funding**

Our Aberdeen based client had a very expensive debt funding facility and due to recent losses had been unable to refinance their debt products at a lower cost. Rubycom assisted with revised financial projections and actions to improve the financial performance of the business. Subsequently, an alternative debt funder was identified and facility put in place saving the business over £70k per annum in costs (every year going forward).

### **Case study 3 – Seed Funding**

Rubycom worked with a technology business on an investor deck, investor pitch and assisted with the raise of £100k of seed start up capital through two new investors. The business is well capitalized to action their business plan, with operations commencing within four weeks of seed capital being raised.

### **Case study 4 – Financial Modelling & Valuation**

This technology business requested Rubycom to assist with projections & financial modelling, in order to firm up on a likely valuation of the business. This was done in the context of interest in the technology company from a foreign purchaser. Rubycom worked with the management team to justify a valuation three times the value initially muted by the management team. The final valuation of just under \$10m was agreed by the foreign buyer, adding significant value to the client shareholders.

**Other examples of recent assignments undertaken by Rubycom can be provided on request along with testimonials from our many satisfied clients.**

If you are thinking about buying a business, selling your business, raising capital, require capital for your start up company, or maybe want help with your scenario planning, budgeting and forecasting, Rubycom can assist you achieve your objectives and Improve the Financial Performance of your business.

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