

MOORE STEPHENS

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# Japan – UK Cross border transactions

# Cross border transactions

## Our services

Moore Stephens' global network of offices allows us to combine expert knowledge and advice in local markets with a proven ability for experienced corporate finance professionals to work together seamlessly to advise on international or cross border assignments.

### Corporate finance services

The Moore Stephens Corporate Finance team provides a comprehensive range of lead advisory and transaction support services to both national and global businesses. Our clients range from mid-sized quoted companies and large private concerns to smaller owner-managed businesses, across a wide variety of industry sectors.

Some of the specific services we provide include:

### Mergers & acquisitions

Acquisitions can involve a great deal of management time and significant risk. Regardless of where you are in the life-cycle of your business or the industry you operate in, we can provide specialist skills, practical experience, and objectivity to your plans. Our team has a depth of experience in advising and supporting in the planning, sourcing, negotiation, and completing acquisitions for clients.

### Financial due diligence

Financial due diligence is a critical aspect of transaction planning as it can affect the purchase price for a business or even the decision whether to proceed with a transaction. Our experienced professionals undertake a tailored approach and focus on key risk areas to provide pragmatic and commercial insights to ensure the investment rationale is robust and the difficult questions can be answered. We rely on the expertise of our colleagues to cover specialist areas such as tax and pensions, as well as using sector experts to provide the necessary commercial assessments.

### Valuations

Valuation is at the core of all M&A activities. Transactions will only complete when seller and buyer valuation expectations are aligned. Assessing a business's value is the starting point to a transaction whether you are a buyer or seller. A valuation of assets at an early stage of the M&A process may enable a buyer to understand the seller's motivation for the transaction as well as identifying synergistic benefits, capacity constraints or excess capacity, and any surplus assets for disposal post acquisition. Our team has extensive experience in valuing companies and assets across a broad range of industry sectors.



# Our sectors and cross border capability

Our focus on excellence in a number of key business sectors enables us to deliver practical, commercial solutions to your own unique problems.

Good accounting and advice benefits all businesses, so our clients come from a wide variety of backgrounds. But, if one feature characterises them all, it's the dynamic and complex nature of their financial interests that span national boundaries and different business sectors. That's why we provide a depth as well as a breadth of expertise, which is at the core of our strategy to be the best in our chosen markets.

## Our cross border capability

We have extensive cross border experience and regularly provide transaction advice and services to international clients, including Japanese clients, on UK transactions.



Energy, mining & renewables



Culture, entertainment & media



Financial services



Food & agriculture



Healthcare



Insurance



Manufacturing & engineering



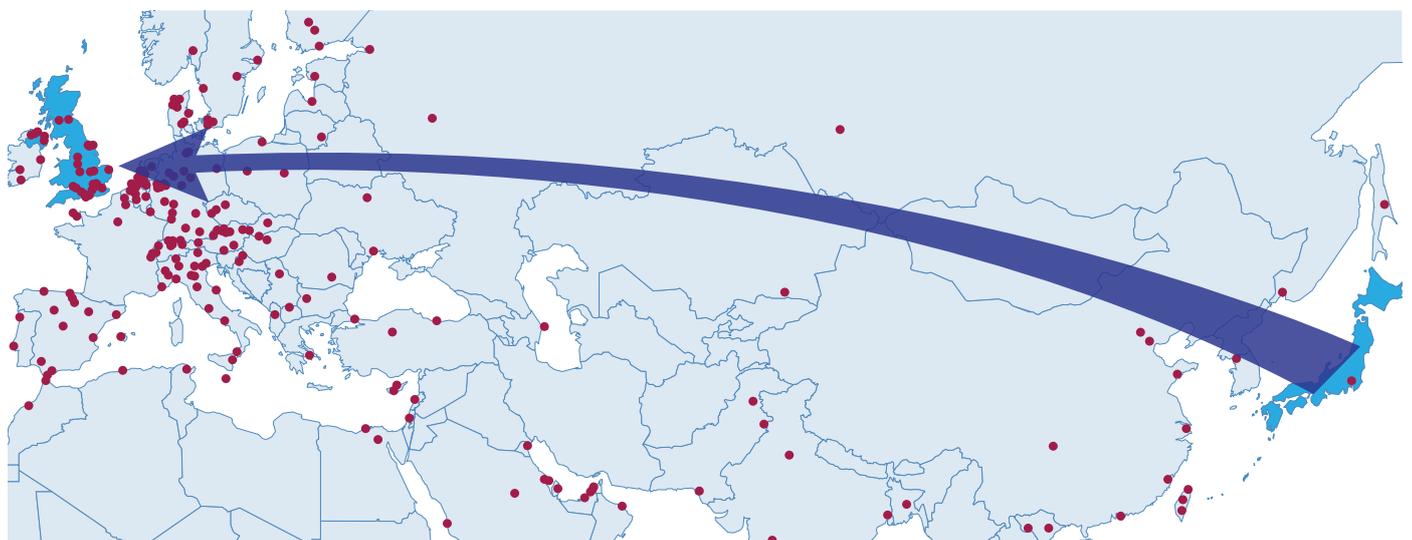
Retail, hotels & hospitality



Shipping & transport



Technology



● Moore Stephens offices

# Japanese case study: Marubeni Corporation

Moore Stephens' Corporate Finance team has advised Agrovista, a national agronomy and precision services company, on its acquisition of Eden Farm Chemicals, a supplier of agrochemical products and seeds based in Penrith, UK.

## The transaction

Agrovista, a subsidiary of Marubeni Corporation of Japan, established its roots in the UK over 60 years ago and has approximately 20% of the UK crop protection market. It has depots and regional agronomy centres throughout the UK and the acquisition of Eden Farm Chemicals will allow it to provide Cumbrian farmers with access to a wider range of cereal and forage crop inputs, more efficient deliveries and a range of agronomy, product and precision services.

Phil Cowan, Head of Corporate Finance at Moore Stephens, commented: "Having recently been appointed as auditor to a number of the other Marubeni subsidiaries, we were very pleased to have the opportunity to provide advisory services to Agrovista. The delivery of this work reinforces our ability to provide high quality transaction support services to large, multinational organisations at a price that is appropriate to the size of the transaction."



## Moore Stephens Corporate Finance role

- Completed financial and tax due diligence on Eden Farm Chemicals.
- Presented reports to boards of both Agrovista and Marubeni Corporation.

"This was the first time we had worked with the Moore Stephens' Corporate Finance team to complete a corporate transaction. Having mainly used one of the Big Four before, we were delighted with the level of service provided by the Moore Stephens' team as well as the value for money received."

**Duncan Brown**  
Finance Director, Agrovista UK



**Marubeni**

## About Moore Stephens

Moore Stephens is a top ten accounting and advisory network, with offices throughout the UK and member firms across the globe.

Our clients range from individuals and entrepreneurs, to large organisations and complex international businesses. We partner with them, support their aspirations and contribute to their success. In-depth understanding of our clients allows us to deliver focused accounting and advisory solutions, both locally and globally.

Clients have access to bespoke services and solutions, including audit and assurance, business support and outsourcing, payroll and employers' support, business and personal tax, governance and risk, corporate finance, forensic accounting, wealth management, IT consultancy, and restructuring and insolvency.

Our success stems from our industry focus, which enables us to provide an innovative and personal service to our clients in a range of sectors.

## Moore Stephens globally

Moore Stephens International is a top ten global accountancy and consulting network, headquartered in London. With fees of over US\$2.74 billion and offices in 108 countries, clients have access to the resources and capabilities to meet their global needs.

By combining local expertise and experience with the breadth of our UK and worldwide networks, clients can be confident that, whatever their requirement, Moore Stephens provides the right solution to their local, national and international needs.

## Contact information

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