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POSITIVE FUNDING MARKET SECURES DEALS

2016 was a strong year for Castle Square Corporate Finance in terms of the number and quality of deals completed. 2017 sees this continue with a deal completion in January, a significant number of live transactions in hand and a healthy-looking pipeline of potential deals. The highlights of 2016 included:

- The £25m acquisition and development capital fundraising for Coppergreen Developments, culminating in the acquisition of the Piper Dam Holiday Park;
- The pan European merger of UK based Collcap Packaging with Quadpack Industries, creating a €90 million revenue group specialising in packaging for the health and beauty sector; and
- The acquisition of Tarmac's landfill business by Red Industrial Holdings.

There was uncertainty in 2016 caused by the Brexit issue. The companies we have worked with all delivered a strong overall performance in 2016, although it was clear that growth flattened in the months either side of the vote but picked up strongly in the second half of the year. As a firm the Brexit issue did not impact on any of our transactions and it is almost as if the vote itself caused uncertainty, but once lifted, growth has continued.

Working with our clients we are seeing the M&A market remain buoyant and the funding markets continue to develop driven by the many challenger banks, specialist asset backed lenders and new institutional debt funds providing alternatives to the major banks. Private Equity firms are also well funded, providing significant equity funding possibilities for quality businesses with strong management teams.



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