

**PRESS RELEASE: Wednesday 25<sup>th</sup> June 2014**

**Bluebox wins 'Corporate Finance Boutique of the Year' award in second Year of trading**

Less than two years after opening its doors to new clients, Bluebox, the corporate finance business that promised to 'break the mould' in mid-market corporate finance by focusing on 'pre-sale planning' using their highly structured 'Pre-Sale Planning Programme', is delighted to announce that it has received the accolade of 'Corporate Finance Boutique of the Year – 2014' at the prestigious and market-leading Acquisition International Awards.

Bluebox, founded by Paul Herman (formerly of Cavendish Corporate Finance) and James Caan (former Dragons' Den panellist), focus on assisting clients 'in advance of' their exit as well as at the point of sale. Built on the premise that around nine out of ten business disposals fail 'during' the sale exercise itself, Bluebox's strategy from the outset was to create a 'market leading programme' that was offered to clients many months ahead of their exit with the specific aim of helping them achieve a better price when their business was ultimately sold and mitigating the risks of a failed disposal exercise.

Bluebox has advised over 50 clients in the past 18 months and the 2014 Acquisitions International accolade, which was voted for by a global network of expert M&A professionals, advisers, clients, peers and industry insiders (totalling over 53,000 points of reference), has corroborated the fact that the work that Bluebox is doing is making a mark in this established market.

James Caan, Chairman of Bluebox, commented: "Winning this prestigious award in only our second year of trading represents a phenomenal milestone in the development of our company. We have a clear vision of how we could make a real difference to those who are contemplating an exit and Paul, myself, and the Bluebox team, remain fully committed to ensuring that we continue to add significant value to our clients at this critical stage in their business' life cycle."

Paul Herman, Bluebox Group CEO said: "We are honoured to have the work that we are doing recognised by peers, clients and market commentators. We have invested heavily in our Pre-Sale Planning programme to ensure that our clients reap the benefits that can be derived from engaging an adviser well in advance of 'marketing' themselves for sale. Early, focused action can have an immeasurable impact on both price and saleability. Our team, which is growing significantly, will continue to strive to deliver exceptional service and value to our clients."

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**Further information**

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## **Editorial notes**

### **About Bluebox**

Bluebox Corporate Finance was co-founded in mid-2012 by James Caan, one of the UK's leading entrepreneurs and a former panellist on Dragon's Den, together with Paul Herman, one of the senior Partners from Cavendish Corporate Finance. The entire Bluebox philosophy is that by 'engaging early' with clients and by applying a structured methodology through their 'Pre Sale Planning Process', they are able to maximise sale value and ensure that 'business sales' proceed smoothly, but at the highest possible sale value. For most business owners, selling their business is often a once in a lifetime opportunity and it pays to plan and get it right.

Bluebox offers three services: Pre-sale planning advice, Capital Raising and Corporate Finance Advice on sale. Clients include privately owned companies, private equity backed businesses and large corporate groups. Bluebox only advise on transactions where they believe that through their involvement they can significantly enhance the value that can be achieved at the point of sale.

### **About the Acquisition International M & A Awards**

These awards celebrate excellence in all areas of M&A, recognising not only individual deal success but also the firms and individuals behind the scenes whose tireless efforts and unrivalled expertise have contributed to the dramatic increase in global M&A activity over the past year.

"This year's winners are some of the most dedicated, forward-thinking and determined we've seen in all our time running these awards," said Kathryn Turner, Chief Coordinator of the 2014 M&A Awards.

"Their insights and expertise have been invaluable to countless businesses around the world and they have been responsible for some of the most exciting and important game-changing deals and developments over the past 12 months.

Winners are determined by three factors, the first of which is the number of votes received from Acquisition International Magazine's dedicated base of 53,000+ subscribers and an in-house database of 150,000 individuals, all of whom have been actively involved in some form of transactional activity over the course of the last two years. The second factor is substantial in-house research.