

# RESULTS INTERNATIONAL

## e-bulletin

March 2006

- Latest Results news
- Recent deals
- M&A opportunities
- Events for 2006

Welcome to the first edition of the Results' e-Bulletin, providing a regular outline of news, M&A opportunities and events. This will complement the existing Results' Bulletin that you are familiar with. If you would like to get in touch regarding any of the issues outlined below, we look forward to hearing from you.

Graham Beckett  
CEO, Results International

### Value Improvement Audit: maximising your business's potential

Results is best known for its role as an advisor to independent companies during a sale or merger. What is perhaps less well known is its involvement with helping companies to position themselves most effectively and develop their corporate strategy for maximising value.

[Click here to learn more>>](#)

### What is your business worth

When advising vendors who have received an approach from a buyer, one of the first questions we are asked is what multiple should we apply?" or more simply "how should we value the business?"

[Click here to learn more>>](#)

### M&A opportunities:

#### UK

Sale	Event & environmental design agency, £1m+ pbt.	9201
Sale	Leading technology PR consultancy.	9219
Sale	Leading SEM, £1m+pbt, fast growing excellent client list.	9222
Sale	Leading healthcare communications agency, £1m+pbt, major international clients.	9232
Sale	Highly respected strategic qualitative research agency, c£750 pbt.	9233
Sale	South West of England based design and branding agency.	9241
Sale	Community PR consultancy, excellent client list.	9245

#### International

Sale	On-line media planning and buying agency, fast growing, market leader in Eastern Europe.	9200
Sale	Large Brazilian advertising agency group.	9214
Sale	Creative, event-marketing agency, Madrid based.	9238

[Click here to learn more>>](#)

### Keith Hunt joins Results as Managing Partner

Keith has over sixteen years experience in corporate finance during which time he has advised on a wide range of media businesses from small start up companies to large public institutions.

[Click here to learn more>>](#)

### Andy Collins joins Results as Senior Partner

Andy has taken the role of Senior Partner, overseeing Corporate Funding. Andy has extensive experience within the marcoms sector, having worked at BDO Stoy Hayward, Triangle Communications, Northern & Shell Plc. [Click here to learn more>>](#)

### Tony Walford, Senior Consultant, joins Results

Tony has extensive experience in deal negotiation and execution; previous experience includes a 3i-backed MBO to form one of the UK's largest independent design and communications agencies, Corporate Edge.

[Click here to learn more>>](#)

### A new name...

Results has converted its corporate structure to a Limited Liability Partnership. The name changes to Results International Group LLP trading in the UK as Results International UK. The name change reflects the need for a closer alignment with the fast growing global Results International partnership.

[Click here to learn more>>](#)



### Recent Results' deals:

- Avenue A/ Razorfish acquires DNA. December 2005  
[Click here to view deal](#)
- Engine (formerly WCRS Group) acquires AS Biss & Co. November 2005  
[Click here to view deal](#)
- Loewy Group Limited acquires McQuillan Young Ltd. September 2005  
[Click here to view deal](#)
- Cossette Communications Group Plc. acquires Miles Calcraft Briginshaw Duffy Ltd. & Elvis. August 2005 [Click here to view deal](#)
- Cello Group Plc. acquires The Value Engineers. July 2005 [Click here to view deal](#)
- Creston Plc. acquires DLKW. March 2005  
[Click here to view deal](#)

For a full overview, visit:  
[www.resultsinternationalgroup.com](http://www.resultsinternationalgroup.com)

### Results' 10th May event:

#### "Growing with Other People's Money"

Venue: Soho Hotel, London, W1  
Date: 5:30pm - 9pm; Wednesday 10th May 2006

#### Speaker line up:

- Mark Wignall, CEO, Matrix Private Equity
- Alex de Groote, Analyst, Panmure Gordon & Co.plc
- Martin McGovern, Relationship Director, Barclays Media Team
- Bob Willott, Editor of Marketing Services Financial Intelligence & Non-exec Director, Results International UK
- Chaired by Andy Collins, Senior Partner, Results International UK

#### Overview of seminar:

- Creative solutions to grow your business through fundraising
- Pros & cons of funding options (equity vs. debt)
- Private Equity market: what you need to know in order to get ahead
- Key learnings' of successful private equity investment
- Financial structuring: rates of return
- IPOs - are they as good as they sound?
- Succession planning - management/employee shareholding (EMI schemes)
- Merger & acquisition prospects within the marcoms industry - overview of 2005/6 survey findings

For more information, please [click here](#).

If you have any comments, or would like to get in touch, please [click here](#). If you would like to un-subscribe, please [click here](#).