

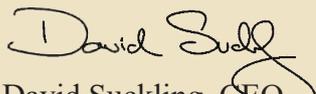
DSCO RoundUP 2021

DSCO RoundUP - Spring 2021

There is no stopping you

The economic environment has been tough for many businesses throughout the pandemic. But despite all the challenges, we've seen that the ingenuity, adaptability, and flexibility of many British businesses made it possible to adapt to this new normal and move on with life. In Q1 2021, we have seen new businesses being started, business acquisitions and business sales; all signs of an economy that is getting back to normal. We are looking forward to supporting you as the UK emerges out of lock-down once again and we are hoping to see you soon.

All the best, from all the team at DSCO


David Suckling, CEO



Starting a business

Bad time for starting a business? How UNLTD, the alcohol-free beer company, seized the opportunities driven by a pandemic.

Starting a business is always a scary and risky undertaking. But UNLTD, the alcohol-free beer company, was presented with a unique opportunity during the COVID-19 pandemic, pushing founder Johnny Johnson into taking the plunge. As people could no longer go to bars and restaurants, many of us took to the outdoors and got a taste for a healthier and more active lifestyle.

The team at DSCO supported Johnny all the way, making sure his financials are fit to support his new venture during these first crucial months. Managing cashflow and cost was critical at this stage and the team made sure that Johnny got off to a good start.

Are you starting a new business? Contact us today and we would be happy to advise you.

“
The team at DSCO gave me the confidence to start my business and fulfill a dream.

Johnny Johnson
Founder

Acquiring a business

Rather than starting a new business – you may wish to realise your ambitions more quickly by acquiring an existing business.

Acquisitions can be very rewarding. A thorough due diligence can avoid surprises after the acquisition. But even with the best preparation, there are still new systems to handle, staff to train and unknown challenges to battle.

One of the main challenges for CP Estate Agents was the integration of two new accounting systems that had to run from day one post acquisition.

The Team at DSCO helped to successfully onboard the new systems (Xero and Payprop) and made sure the team continued to be able to do their day jobs.

Talk to us today about your acquisition plans. We are looking forward to advising you.

“

The DSCO team supported Sarah and me throughout the entire process – knowledgeable, calming and collaborative – they made the process easier and clearer than I expected.

Chris Chalkley
Managing Director
Country Properties Welwyn
Garden City



COUNTRY PROPERTIES
PART OF HUNTERS

Restructuring a business

Businesses grow and evolve over time, often in an unstructured way. By planning ahead we ensure that our clients grow in an organised and effective group structure.

Recently, we were asked to advise a new client, Scott Stevens of City Brickwork UK Limited.

After reviewing Scott's goals we were able to build a structure that was more tax efficient, that de-risked the group, that allowed management to buy equity and most importantly fulfilled Scott's personal goals.

Working with our partners RSM, Longmores and Ashcroft Cameron, we were able to ensure that a tax efficient and HMRC approved structure was created in a short period.

If your business structure is changing and you would like to protect your assets, please get in touch for more information.

“

For the first time an adviser worked towards my goals and organised my companies in order to satisfy them. In what could have been a complicated process, DSCO ensured I understood everything at every stage.

Scott Stevens
Managing Director

City
Brickwork
(UK) Ltd



Photo by Thulfiqar Ali on Unsplash

Selling a business

Selling your business could allow you to diversify your assets, pursue other projects or simply take it easy and spend more time with your family.

Planning ahead is critical when selling a business. Having the right partner by your side throughout this journey can make the difference between success and failure.

In July 1998, we helped form SelectScience Limited, continuing to support them from that date. Over time the company grew into a global leader in its field. Then, after working hard for 23 years, the owners decided they wanted more time for themselves and to realise some of the value they had created.

In January 2021 they sold their company to PE House, Vespa Capital. Vespa retained the high quality, ambitious management team to continue the rapid growth and product expansion.

If you are looking for advice on selling your business, please contact us.



SelectScience®
The Fastest Way to Expert Opinion™

“
DSCO steered us through an intense due diligence process, collaborating with lawyers, accountants and international tax specialists always keeping us fully informed.

Kerry Parker
Chief Executive Officer

Photo by Chokant Khongchum from Pexels

Cross Option Arrangements

If anything happened to you or your business partner, would the business survive and how would your family cope financially?

You may wish to consider a Cross Option Arrangement. Should anything happen to you, then your partner can afford to buy you out and your family will be well provided for financially.

In September 2020 we were appointed to act for Crown Labels, based in Redditch.

The company is owned by two brothers and they had no succession arrangements in place. After reviewing their goals, we were able to advise a solution, which was put into action by their lawyers and SWCO, our sister company.

Speak to us about Cross Option Arrangements today and prepare for the future.

“
You never want to consider such a thing, but knowing that my family is protected and that the business will continue gives me great peace of mind.

John-Paul Board
Chief Executive Officer



Photo by Chantse Kanton on Unsplash

Team News



David

The last year has been the most exhausting, frightening and yet uplifting of my career. Through these difficult times, many of you needed a counsellor not an accountant. But as always, it was a privilege to serve the wonderful, creative and caring DSCO community.



Craig

I have been qualified a couple of years now and am settling into the role of Senior Client Manager. It is a joy to see clients develop and reach their goals. Working with David, Arif and Kerry on the SelectScience sale was a great experience, a great result for a great client.



Chloe

I joined DSCO back in November and have recently passed my AAT exams. I am gradually getting to know the clients. I love working with those that I have met and can't wait to meet you all properly as and when we are allowed to.



Ellie and Mary

We are delighted to support the team at DSCO and all of their amazing clients – we wish you a bright and a healthy future.



Peter

Over the past couple of years we have improved our systems and IT infrastructure. No one could have foreseen the pandemic, but operationally we have not missed a beat. We have supported every one of our clients precisely when they have needed us. David has now moved into a strategic and consultative role and I am looking forward to helping you consolidate your successes over the coming years. Finally, I'd like to say a massive thank you to all of our clients, to my entire team and to all the advisers that we have collaborated with this past year.



Lucy

So, little Henley is nearly three now and this last year has been a challenge to work effectively whilst looking after a toddler. I know that many of our clients have been in the same position and being able to empathise has been a real help. Here's to all the parents out there, juggling all those balls and still keeping it together.



Mark

I am a freelance support to DSCO, but I have always felt very much part of their and your teams. Advising you guys, and contributing to your success motivates me to constantly develop my own skills – DSCO and their clients are truly an inspiration.



Laura

As Office Manager, I didn't get the chance to see many of you last year – that looks like it will be changing very soon and you can all be sure of a big DSCO welcome when you next visit us.