



# CR CORPORATE SOLUTIONS

MORE THAN BUSINESS ADVICE

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### Join us



## Five Years On – All Change, or Is It?



### The 1st February 2015 marks the “official” fifth birthday of CR Corporate Solutions.

Our latest newsletter reflects on the changes over the last five years in the UK economy and the impact on financing from banks and investors, as well as providing an update on some of our work over the last six months.

At the end of January 2010, the FTSE 100 was at 5,188 a sharp fall from the position at 31 October 2007 when it stood

at 6,722. The market close at Friday 23 January 2015 was 6,832 – an increase of approximately a third on the January 2010 position, but in line with the October 2007 position i.e. very little change.

Interest rates remain at the same historic low of 0.5% as they were when CR Corporate Solutions was established.

Recent data points to continuing low inflation and modest growth rates.

So what does this mean for our client base and key partners? As we suggested in our last two Newsletters, we envisaged a more positive outlook, and a significant quantum of finance seeking appropriate opportunities and this has proven to be the case. We have no reason to believe that this will not continue.

Our view in the previous Newsletter stated *"Whilst our view is that good companies with good management teams and effective strategies have always been able to secure finance through the difficult times, it appears that there is an abundance of finance "chasing" good, and even "less good" opportunities now. This is an encouraging sign and is based on increased confidence from both companies and the finance providers."* This remains true.

There remains pressure on cash and margins and we have seen lots of evidence throughout our client base that if this is measured, managed closely, monitored and regularly reviewed then significant

improvements can be made (see Case Study below).

We strive to ensure that our clients have good management teams, excellent financial management and well thought out strategies, as well as the appropriate mix and structure of finance.

Our approach is different to many professional firms and we pride ourselves on providing bespoke assistance, long-term sustainable solutions and delivering positive results that improve profitability, cashflow and shareholder value. We believe that we provide “More than Business Advice”.

Caroline and I would like to thank everyone who has thought of us, referred work to us, invited us to events and functions, and worked with us not only during the last six months, but over the last five years.

We could not have survived and flourished without that support - thank you to everyone who has continued to help and support in so many different ways, and best wishes for the remainder of 2015.

Craig and Caroline

## A Review of the Last Six Months



There have been a number of successes over the last six months and some of these have been highlighted in the CR Corporate Solutions LinkedIn...

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## Turnaround and Strong Financial Management

CR Corporate Solutions has been working with a client through a challenging period where the company has had difficulties with cashflow...



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## Early Stage Commercialisation



Craig Rattray chaired a Strathclyde 100 event in early 2013 and was intrigued by a very interesting presentation from...

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## Addo Partnership LLP, The Management Solutions Group

Addo specialises in providing tailored services to assist underperforming businesses and projects. The team provides significant operational expertise and experience complementing the CR Corporate Solutions commercial, strategic and financial experience. More details can be found at [www.addopartnership.co.uk](http://www.addopartnership.co.uk).

Our ability to provide quality senior management at short notice is a major strength and as a result of shortages in the full-time market for the provision of such services, we expect demand to remain high, and we are currently evaluating various situations.

Unfortunately despite working closely on two different acquisition opportunities, neither of them successfully concluded, although we remain interested in finding suitable companies to acquire. Addo remains keen to provide tailored services to assist underperforming businesses and projects, as well as succession opportunities.



**ADDOPARTNERSHIP**  
THE MANAGEMENT SOLUTIONS GROUP

### Moving Forward

CR Corporate Solutions remains keen to engage with “companies with challenges” – positive challenges where companies are growing and require additional finance alongside commercial, financial and strategic expertise, and negative challenges where the company is stressed and has financial strain and pressure from finance providers.

We providing tailored solutions that deliver results by improving profitability, cashflow and shareholder value for clients.

We assist companies in growing their business profitably and ensuring they have a clear strategy, as well as the management team to deliver that strategy, and the financial resources required. Our roles may also assist companies that are in financial difficulty by designing and implementing plans to help them return to profitability, and to restructure their existing financial arrangements.

Our niche is in working closely with operational management teams that know their sector and industry well, but are less experienced in Strategy and "Strategic" Financial Management. This allows the operational team to focus on "running the business". We provide a bespoke service tailored to specific needs. This support allows our

clients to focus on what they do best.

The website provides more background information and Case Studies at [www.crcorporatesolutions.co.uk](http://www.crcorporatesolutions.co.uk) and our LinkedIn group can be followed at [www.linkedin.com/company/cr-corporate-solutions-limited](http://www.linkedin.com/company/cr-corporate-solutions-limited).

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