At the core of Deloitte’s approach to supporting private businesses is the appreciation of the lifecycle of your business. From setting up, through expansion towards realising value, and beyond, we deliver advice and insight at every stage.
6. Realising value

Minimising the cost of exiting non-core or loss-making operations

Providing independent advice and expert evidence, financial analysis and discovery capabilities throughout

Identifying and implementing tax efficient rewards and incentives for management and/or employees

Dealing with defined benefit pension deficits, including employer covenant advice and transactional support

Advising and structuring solutions to reduce the cost of financing the working capital cycle

Separating and segregating non-trade

Advising on GAAP conversions

Advising on the impact that OECD (BEPS) and EU (EU Anti-Tax Avoidance Directive) led changes will have on

Advising on available options and strategies

Dealing with leases and landlords of commercial properties, challenging business rates and evaluating

Hands on support and assistance during a crisis, including helping to renegotiate and restructure debts,

Providing tax advice on the purchase of capital goods including VAT, GST and duty

Death protection, will and estate

Assistance with identification of overseas tax issues, advice on whether to operate via a foreign company or branch,

Providing advice on structuring an exit,

Assisting with identification of availability and claiming of local grants, tax incentives

Assisting in assessing exit/IPO

Advising and sourcing finance to maximise

Deloitte Specialisms

Deloitte Specialisms

Sourcing real estate, negotiating entering/exiting property leases and associated tax implications such as Stamp Duty, GGT and business rates

Managing property related issues

Sourcing real estate, negotiating entering/exiting property leases and associated tax implications with the preparation and agreement of capital allowances

Managing global mobility

Assisting with structuring remuneration packages for globally mobile employees

Purchasing capital goods

Providing tax advice on the purchase of capital goods including VAT, GGT and duty

Finance modelling

Working with the client to build a robust and scalable financial model

Treasury

Advising on management of treasury risk including policies and procedures

Working Capital

Advising and structuring solutions to reduce the cost of financing the working capital cycle

Value creation

Identifying, quantifying and delivering value across the value chain to unlock cash and enhance profits

3. Expanding

Issues

Deloitte Specialisms

Determining a suitable business structure to support expansion plans

Providing advice on suitable options

Business model optimisation

Identifying and implementing suitable business models, including ownership of intangibles and other intra-group financing

Statutory audit and managing tax administration

Providing statutory audit services and assisting with Irish and international tax administration and transfer pricing administration

Managing governance and internal controls

Assistance in the development of fit for purpose/controls and design of finance function, including advising on governance of Irish and overseas entities

Temporary finance resource

Providing additional temporary resource through secondment arrangements

Strategic review, mergers and acquisitions

Advising pre, at and post transaction, including acquisitions, mergers and disposals. Advising on due-diligence (including financial and tax), valuation and deal structuring, identifying potential acquisition targets and facilitating introductions

Financing Expansion

Advising and sourcing debt from network of banks and alternative lenders and equity capital from the private equity market

Claiming tax reliefs and grants

Assisting with identification of availability and claiming of local grants, tax incentives

Growth of overseas operations

Assistance with identification of overseas tax issues, advice on whether to operate via a foreign company or branch, assistance with incorporating overseas companies/branches and singing and tax accounting support

Assessing tax attributes

Reducing the risk of creating trapped losses and managing the position on a change of ownership

Real estate strategy

Sourcing real estate, negotiating entering/exiting property leases and associated tax implications such as Stamp Duty, GGT and business rates

Managing property related issues

Sourcing real estate, negotiating entering/exiting property leases and associated tax implications with the preparation and agreement of capital allowances

Managing global mobility

Assisting with structuring remuneration packages for globally mobile employees

Purchasing capital goods

Providing tax advice on the purchase of capital goods including VAT, GGT and duty

Finance modelling

Working with the client to build a robust and scalable financial model

Treasury

Advising on management of treasury risk including policies and procedures

Working Capital

Advising and structuring solutions to reduce the cost of financing the working capital cycle

Value creation

Identifying, quantifying and delivering value across the value chain to unlock cash and enhance profits

5. Extracting cash

Issues

Deloitte Specialisms

How to extract cash for owners

Cash flow modelling, advising on the choice of cash extraction method (e.g. dividend, salary, interest and capital payments, sale and leasebacks, advising on a refinancing)

Implementing capital punishment

Helping with structuring and implementing capital payments such as capital reductions and share buy backs

Sourcing funds

Advising and sourcing finance to maximise shareholder cash extractions, either by way of dividend recapitalisation or share buy back, identifying potential debt and equity funding to maximise cash extraction

Valuations

Valuing shares on behalf of the shareholders

Reparation of foreign profits

Advice on tax efficient reparation

Risk Management

Separating and segregating non-trade assets/surplus assets from trade risks, facilitating diversification from core activities

Shareholder and family strategies

Moving surplus value to parallel or separate structures to facilitate shareholder/family requirements to provide for different investment strategies due to differing risk profiles across shareholders, separate succession strategies between trade and non-trade assets, the flexibility of investment structures, provision of tax advice on foreign and domestic on-set acquisitions and disposals

GAAFP conversions

Advising on GAAFP conversions

Managing the interactions between different stakeholders

Helping with planning for shareholders and management, including identification of the impact of an exit on management and employee incentives

Family enterprise planning

Advising on appropriate succession structures for managing family involvement and interaction as regards the business covering corporate governance, family constitution, shareholder agreements, communication framework, future management requirements and facilitating value passing to future generations

Wealth structuring

Death protection, will and estate planning, use of asset holding structures such as trusts, family partnership and parallel companies

4. Navigating challenges

Issues

Deloitte Specialisms

Crisis management

Hands on support and assistance during a crisis, including helping to reorganise and restructure debts, turnaround planning and assistance in contingency planning

Structuring transactions

Providing advice on the sale of shares versus trade and assets (e.g. tax charges arising and access to tax relief) and corporate reconstructions for non-core parts of the business

Separating activities

Helping to separate two or more activities carried on within a corporate group at the shareholder level (mergers)

Updating the operating model

Providing advice on transforming operating model to better leverage strengths, relationships, risk management and skills

Capital Structure

Advising on the suitability of the company capital structure (mix of debt and equity) in the context of the company’s medium to long term strategic objectives

Real estate

Dealing with leases and landlords of commercial properties, challenging business rates and evaluating possible relocation

Managed Exit

Minimising the cost of exiting non-core or loss-making operations

Pensions Advisory

Dealing with defined benefit pension deficits, including employer covenant advice and transactional support

Financial Irregularity, fraud or corruption

Conducting investigations to provide a factual basis for evaluating matters of concern such as allegations of financial irregularity, fraud, corruption or in relation to regulatory enquiry

Disputes

Providing independent advice and expert evidence, financial analysis and discovery capabilities throughout the dispute cycle in different jurisdictions and industries

Maximising the value of data

Providing data-driven insights to assist with business decisions and strategy

Corporate simplification

Assisting with intra-group share transfers, trade and asset transfer and eliminating dormant entities

Remuneration strategy

Identifying and implementing tax efficient rewards and incentives for management and/or employees

Tax deductibility of interest on loans and fees

Advising on the level of tax deductibility of interest expenses and assisting with VAT recovery on advisory fees

Attracting and retaining employees

Assessing the impact of new finance on existing employee rewards and incentives

Assessing grants and incentives

Helping with grant applications to fund future investment, R&D, capital equipment, job creation and/or training

Increased reporting requirements

Modelling, design of management reporting and board packs

Changing the environment

Advising on the impact that OECD (BEPS) and EU (EU Anti-Tax Avoidance Directive) led changes will have on businesses

1. Starting out

Issues

Deloitte Specialisms

Identifying and implementing a suitable business structure and attracting employees

Advising on business structure, corporate governance, choice of legal jurisdiction, recruitment and retention strategies where employee incentives are aligned with key stakeholders, identifying suitable premises and planning ahead for future growth

Managing tax and corporate administration

Registering with tax authorities for direct and indirect taxes, notification requirements, statutory and non-statutory audit requirements, filing direct and indirect returns and assisting with tax authority audits

Implementing accounting policies and procedures

Advising on accounting policies, control procedures, financial reporting systems and reporting

Bookkeeping and utilising data

Providing accounting and tax support for start-ups and SMEs (including monthly management accounts, year-end accounts and VAT and corporation tax returns)

Raising finance

Advising on available options and strategies

Incentives

Assessing availability of start-up tax incentives at personal and corporate levels

2. Financing growth

Issues

Deloitte Specialisms

Attracting and sourcing equity investment

Identify potential investors and structuring investments. Advising on investor tax reliefs (e.g. EIS)

Attracting and sourcing debt finance

Access to domestic and international private equity and growth capital providers. Advising on, and sourcing, debt finance. In addition to shareholder/related company loans, sources of debt finance in the market range from senior debt (including working capital finance) from traditional banks, to higher leverage untrashied and subordinated debt products from specialist lenders. Advice on using real estate to secure funding

Tax deductibility of interest on loans and fees

Advising on the level of tax deductibility of interest expenses and assisting with VAT recovery on advisory fees