



MACHINERY
& BUSINESS ASSETS



INVENTORY



REAL ESTATE



ACCOUNTS RECEIVABLE
& INVENTORY FIELD
EXAM



INTELLECTUAL
PROPERTY

UNLOCKING VALUE

AUTHORED BY:
SOPHIE FELSTEAD

Sophie joined Hilco as an analyst in the second half of last year. Specialising in Accelerated Business and Asset sales (ABAS), Sophie's role is dynamic and challenging. The fast-paced environment of insolvency has already exposed her to a broad spectrum of complex situations. This piece aims to reflect on the initial insights she has gained in this field, the hurdles she's encountered, and the skills required to excel in such a high-pressure, results-driven environment.

LEARNING CURVE

No two businesses are the same and this produces a very varied and dynamic job. From engineering, to food, to software, to medicines, you never know what sector you will be taken to next! With this it can be challenging to remain agile and flexible when learning about unfamiliar business areas and getting to terms with various models, processes, and valuation methods particularly within time constraints (which is almost always the case in insolvency).

However, I've found that applying a basic level of common sense, a bit of outside the box thinking and a good bit of research, there is usually a solution to be found.

MARKET TRENDS

2024/2025 has been a particularly tumultuous period of time in politics. With announcements in the Budget outlining the upcoming changes to the tax regime including changes to the Capital Tax Gains (CTG), reduction in Business Asset Disposal Relief (BADR) and increases in minimum wage has already begun to influence deals as acquirers seek to avoid potential future risks.

Finding a buyer with good synergies and capital to acquire in this climate will likely become a bigger challenge.

FUTURE GOALS

Having only just transitioned into the realm of valuation I'm keen to explore all areas and gain as much knowledge across the asset classes as possible. Over the next year I plan to invest time into my learning, taking every opportunity given to do so and speaking to anyone willing to impart their wisdom!

“ —
No two businesses are the same and this produces a very varied and dynamic job. From engineering, to food, to software, to medicines, you never know what sector you will be taken to next!
— ”

CONTACT SOPHIE

Tel: +44 (0) 7920 149086
E: sfelstead@hilcoglobaladvisors.co.uk

