

# UHY advises on sale of leading northern advisory firm Winning Pitch to Newable

**Newable, the London-headquartered provider of space, money and advice to SMEs, is delighted to announce the acquisition of Manchester-headquartered advisory business Winning Pitch for an undisclosed sum.**

Founded by John Leach in 2005, Winning Pitch has a turnover of circa £5m. It is a leading advisory and entrepreneurial coaching firm, bringing proven insights and powerful solutions which helps businesses across the north of England and Wales scale and build value. It has supported over 16,500 businesses and created over 28,000 jobs, with a particular focus on designing, delivering and managing complex high value business growth contracts on behalf of local and central government.

## The deal

The corporate finance team at UHY Hacker Young was led by David Kendrick, partner, who worked closely with corporate finance executives, Dominic Eccles and Andrew Hancock. The team advised Winning Pitch in identifying the buyer, negotiating the deal and providing full deal management services to the shareholders.

The deal will facilitate significant growth, combining Winning Pitch's public-sector driven expertise in the north with Newable's enviable track record which includes supporting over 25,000 businesses every year and being the Department for International Trade's delivery partner across London and the South East. Newable offers a full suite of services including business advice, lending and space through its NewFlex workspace arm.

Chris Manson, CEO of Newable, said: "There is clear synergy with Winning Pitch in terms of our shared people-led values and objectives of supporting businesses at the heart of the economy to drive and empower growth. Through complementary skillsets, geographical reach and business networks, we will be able to provide an unrivalled offer across the UK to help businesses at every step of their journey, from start up to scale up."

Jim Keane, CEO of Winning Pitch, comments: "This is a really exciting opportunity to deliver the considerable combined expertise for the benefit of businesses throughout the whole of the UK. We are looking forward to working with Newable in expanding on the range of services offered to both existing and new clients, partners and business owners."

Jim Keane will continue to lead Winning Pitch as CEO and John Leach will continue to contribute in an advisory capacity.

David Kendrick, corporate finance partner at UHY Hacker Young, said: "Having known John for a number of years, this sale to Newable is an elegant exit for him, allowing the business to become part of a much bigger and ambitious group. There are huge synergies between the two businesses and despite COVID-19 shows that good businesses are still desirable for acquisition."

## How we can help you

Our team of corporate finance specialists at UHY have significant experience in advising and supporting all types of client from private, owner managed companies and fellow professionals to quoted companies and institutions.

Whether you are looking to buy or sell a business, raise finance or support with business valuations or financial modelling, our services are tailored to meet your individual requirements. We can advise you on the entire transaction, from initial approaches to negotiations and completion, or carry out individual tasks, including:

- business valuations
- financial modelling
- raising finance
- selection of target or finding the best buyer
- initial approaches
- assessment and/or due diligence
- negotiations and deal structuring
- valuation and getting the right price
- tax mitigation and investment planning.

"I am delighted that we appointed UHY Corporate Finance led by Dave Kendrick to take our company to market. A strategic well thought through process enabled us to identify and select a strategic buyer for Winning Pitch. The acquiring company Newable, based in London, offers a strong cultural fit with Winning Pitch, added to this, their solid financial foundations and ambition align perfectly with the strategic direction of Winning Pitch. The nature of Newable's business model and standing in the market has given myself as the founder and majority shareholder an elegant exit, an important issue I believe for any entrepreneur. These important considerations underpinned Dave's approach to targeting buyers.

I would most certainly recommend Dave, UHY and his team to any business person looking to plan their exit strategy."

**John Leach**  
Winning Pitch

## The next step

For further advice, please contact:



**David Kendrick**

t: +44 (0)161 236 6936

e: d.kendrick@uhy-uk.com

Or visit our [dedicated corporate finance page](#) for more information.

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