

THE DEAL, THE WHOLE DEAL AND NOTHING BUT THE DEAL

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The Road to Recovery

Industries slowly awake from their slumber

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Accuracy details its involvement in bespoke solutions on the M&A market

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Rogers, a CPA Firm, discuss the latest in the uncovering of financial scandals

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Quayle Munro shows why they outshine the competition

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An emerging leader in Europe

Accuracy tells ACQ how it combines being one of the top workplaces in France with supplying a mix of bespoke solutions to the M&A market.



Christophe Schmit

Please can you tell ACQ readers more about your Company?

A Financial Consulting Firm set up in Paris in November 2004 by Partners and Managers from Andersen in France, Accuracy identifies itself as the answer to changes in the Audit and Consulting sector, by putting forth a new model: a 'pure player' in financial consulting, excluding any regulated accounting and finance activities such as statutory audits.

The firm provides Company Executives - Heads of Divisions such as Headquarters, Finance, Strategy, Corporate Development and Legal - as well as Financial Investors with proven experience in areas requiring Corporate Finance expertise.

Accuracy has recently been involved in the acquisitions of Cegelec by Vinci and Areva T&D by Alstom and Schneider Electric. For the future, Accuracy will keep on strengthening its reputation as a high-end valued-added Financial Advisory provider.

On March 11th 2010 Accuracy was recognised as one of the 'Best Workplaces in France'. How does this make the Company feel?

Accuracy took part in this survey for the first time in 2009 and immediately was ranked second out of 110 companies. Monitored by an independent organization, the 'Great Place to Work' Competition promotes "Companies where you have faith in your Management, you are proud of your work and you love working with your colleagues". In 2010 Accuracy was ranked third.

Christophe Schmit, Partner with Accuracy explains: "For Accuracy, being in the top three of this survey two years in a row, is a great achievement. We do consider that our teams are our most important asset and work very hard to promote our values and business principles throughout the Company. Therefore we are proud of this result".

What does Accuracy specialise in?

Accuracy provides corporations and financial sponsors with financial advisory services. Our areas of expertise are organized in five business lines:

- Transaction Support & Advisory.
- Forensics, Litigation & Arbitration.
- Valuation & Fairness Opinion.
- Corporate Recovery Services.
- Economics & Business Analysis.

One of our main differentiation factors compared to our competitors consists in our ability to mix our various expertises and propose holistic and customized solutions to our clients.

The last 24 months have seen many changes in the M & A Market. How has Accuracy found this tumultuous period?

In a context of crisis, Accuracy's activities reflected market needs. A lot of 'Independent Business Reviews' were carried out, as well as assistance to companies in distressed situations. From the summer on, we have experienced a revival of the transaction market. The flexibility and adaptability of our model has enabled us to continue our growth, and therefore our investments: five new Partners were promoted, twenty-four new employees joined us, two new offices in Frankfurt and Brussels were set up and we launched the 'Economics & Business Analysis' service line.

How has 2010 been so far – have there been any trends emerging that you have noticed?

Based on the first months, we remain optimistic and expect a double-digit growth in 2010:

- Transactions are back with some major transactions already completed or contemplated by large corporations. Private equity houses and family offices are also more active.
- We see increasing needs for financial advisory services in the context of complex litigation and disputes. Our team specialized in international arbitration is involved in projects all over the world.
- Our expertise in Economics and Business Advisory, that was developed recently, is a success with some significant engagements in the area of European competition law, business plan preparation and business modelling.

What are the specific goals of Accuracy for 2010 and how do you plan to execute them?

We will continue our international growth. Our plan is to open a new office in London by the end of this year, or beginning of next year.

We will also carry on recruiting the best people and increasing our portfolio of clients in each country. Thanks to that, we will gradually strengthen Accuracy in positioning our firm as an emerging leader in Europe.

DETAILS



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