

# Business succession funding

Finance Wales can fund a range of succession options. Below is a list of the types of succession deals we can support.

Acquisitions	When one company takes over another and clearly establishes itself as the new owner.
Mergers	The mutual combining of two or more companies in the interest of all businesses involved.
Management Buy-In (MBI)	An external management team buys into a target company.
Management Buy-Out (MBO )	The management team buys the company it is running.
Buy-In Management Buy-Out (BIMBO)	A combination of an MBO and MBI, the team buying the business includes both existing and new management.
Employee Buy-Out (EBO)	The purchase of a business by its employees either directly or via a trust.
Leveraged Buy-Out (LBO)	This is an MBO in which the equity capital is supported by a very large amount of debt.
Secondary Buy-Out (2BO)	The institutional investor from the original buy-out exits selling their share typically to another institutional investor.
Vendor Initiated Management Buy-Out (VIMBO)	The vendor/owner of a business leads/drives the MBO process, part funding it through deferred consideration.

**If you require any more information on any of the above succession deals contact Finance Wales at [info@financewales.co.uk](mailto:info@financewales.co.uk) or 0800 587 4140**