

Franchise Services



Undivided
attention

Your franchise journey

Our franchise clients include some of the most successful franchise businesses in the UK. We act for over 60 outlets, including foreign franchise brands.

Our purpose built franchise team blend technical expertise with commercial savvy. This ensures that we are ahead of the curve when it comes to advising those starting to consider franchise opportunities, those beginning their franchise journey, established franchisees looking to expand their portfolio and those looking to sell.

Need to know more about buying a franchise?

If undertaken correctly, a franchise can be a very lucrative business indeed!

Our expert advice is based not only on years' of experience within the franchise sector, but also through advising some of the largest franchises in the UK.

We will help you ascertain if your suggested franchise is a viable option or if you should consider alternatives. Our analysis will spot opportunities and highlight potential threats for you to consider before purchase.

As a franchisee you need to be aware of strict rules and regulations to be adhered to, so it is important to liaise with the franchisor to understand all the key areas for consideration and the restrictions in place.

Once you have all the relevant information to make an informed decision, we will then develop your business model and ensure you hit the ground running.

How we can help

- ▲ Offer key advice and responsibilities for setting up & starting a franchise
- ▲ Look at the viability of your chosen franchise & undertake a SWOT analysis
- ▲ Help decide what franchise to buy & why
- ▲ Look at funding options available
- ▲ Research viable locations
- ▲ Liaise with the franchise Head Office to ensure you have all the relevant information required to make an informed decision

Decision made... Ready to buy a franchise?

Now you have decided what and where to buy, you need to develop your business model and think about raising the capital to buy your new business.

As specialist franchise accountants we have the expertise you will need to make a success of your new venture. Sector specific financial advice is important as it must be tailored to your particular franchise.

We will liaise with the franchisors to establish the level of support they provide and assess all the funding and loan options available to you. We will evaluate what reporting systems are required by head office and ensure appropriate systems are put in place that adhered to their strict rules and regulations, with additional measurement and reporting systems to be implemented also.

How we can help

- ▲ Develop your business plan
- ▲ Full projections including cash flow forecasts
- ▲ Produce budgets
- ▲ Liaise with HO to understand all their requirements and expectations
- ▲ Establish appropriate loan/funding options available to you
- ▲ Assess loan covenances

Up & running... What's next?

Now you are on your way and ready to make money!

The nature of a franchise is complex, as are the reporting systems required by the franchisor, so the importance of having an experienced team should not be underestimated.

The key to creating a successful franchise, or chain of franchises, is in the financial analysis. We have created a bespoke system for franchise financial reporting and analysis which is fast, effective and above all constantly monitors and benchmarks your franchise against others in the industry.

The involvement of our tax planning team is also crucial at this point. They have their fingers on the pulse of ever-changing legislation and their knowledge and dynamic thinking sets them apart from their peers, which will minimise your tax liabilities.

How we can help

- ▲ Access to our bespoke franchise software
- ▲ Personal & corporate tax planning / tax returns
- ▲ Benchmarking of franchisees
- ▲ Bookkeeping & management accounts
- ▲ VAT returns
- ▲ Payroll

Got the franchise bug?

Our experience tells us that buying one franchise often leads to buying another or investing in a chain.

We have helped many clients with this process and are no stranger to this complex undertaking. The beauty is that once we have all our systems in place it is a seamless process! Our reporting and analysis system, and the strong relationships we build with the franchisors, will make you an even more attractive prospect when it comes to investing in additional franchises.

How we can help

- ▲ Produce all financial reports and data to support your proposal
- ▲ Evaluate finance options
- ▲ Tax planning

Selling your franchise?

Our corporate finance expertise is extensive and we will guide you through the process from preparing your business for sale to providing a valuation and finding interested parties wanting to acquire your franchise.

We work collaboratively with fund providers and other professionals, including our own tax planning specialists, to ensure your deal reaches a successful completion and with a result you are delighted with.

How we can help

- ▲ Preparing your business for sale
- ▲ Due diligence
- ▲ Franchise valuations
- ▲ Advice on the treatment of goodwill
- ▲ Tax planning to minimise tax on sale



“

I have no hesitation in recommending McEwan Wallace.

We work closely with the Franchise Team and their specialist knowledge of Domino's, and our business model, is second to none.

”

Simon Wallis

Chief Operating Officer,
Domino's Pizza Group Plc

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McEwan Wallace is the trading name of McEwan Wallace Limited. Company number 06893764. Company registered in England & Wales. Registered office 68 Argyle Street, Birkenhead, CH41 6AF.

This brochure is for guidance only. Professional advice should be obtained before acting on any information contained herein.

Chartered Accountants & Business Advisers

Payroll Bureau

Taxation

Wealth Management