numitas

Case Study – Managing Growth

Scintacor (formerly Applied Scintillation Technologies) is a successful British company and the world leader in phosphor and scintillation technology, which allows the conversion of different radiations into light for imaging and detection. The growing demand for their expertise meant that Scintacor decided it was time to look for further investment into the business, which is where Numitas was able to help.

The engagement

Numitas provided a senior Finance Director on a part time engagement to help Scintacor significantly **upgrade their financial management** and position them to take advantage of future expansion options. The part time FD also **led commercial aspects of the investment project**, helping with planning, forecasting, restructuring and then evaluation of the various options available.

Numitas worked alongside Scintacor's CEO Dr Glenn Tyrell and the company's corporate finance advisors. Forecasts were scrutinised and the Information Memorandum was produced; a data room was created to pull together all the information that would be needed for due diligence and ensure the company was in good shape, ready for investment.

When the offers came in, the Numitas Finance Director **helped evaluate the different scenarios** and worked closely with the Board to decide the best route to take. The Numitas part time FD became an **integral part of the Scintacor team** and was a valued and trusted advisor on the **strategic and commercial direction** of the business.

Scintacor had grown very quickly and needed to step back and decide the route for the next evolution of the business. Plans were created and reworked as necessary to give as much visibility to the **impact of the potential outcomes**. Working closely with the corporate finance advisers meant that they could focus on getting the best deal whilst the FD could help the company evaluate the options.

Benefits

"Numitas has helped us enormously but particularly as we prepared for the transaction. Our part time FD provided invaluable advice and support to help us move the company in the right direction to ensure that we do what is best for the company, our employees and our shareholders. I'm sure that without the help and experience of Numitas we wouldn't be in the position we are in today"

Dr Glenn Tyrrell, CEO