

SERVICES FOR BUSINESS

STRATEGIC SUPPORT FOR
AMBITIOUS BUSINESSES

COLLYER  BRISTOW

A traditionally modern law firm.

Collyer Bristow is a long-established London law firm with a distinguished heritage dating back to 1760. Renowned for its expertise in private wealth, business law, real estate, and dispute resolution, the firm delivers high-quality, individually tailored legal advice that reflects its traditionally modern approach - where enduring professional values meet creative, contemporary thinking.

Serving a broad portfolio of international and domestic clients - including ambitious entrepreneurs, successful businesses, and high-net-worth individuals and families - Collyer Bristow stands out for its bespoke service. Clients trust the firm's ability to combine the reliability and integrity of tradition with the agility and innovative thinking needed in today's legal landscape.

OUR SERVICES

CREATING STRONG AND ENDURING BUSINESS PARTNERSHIPS

We support ambitious, established businesses looking for expansion in building, operating, and scaling enterprises through to exit.

We take the time to understand our clients' businesses and strategies, ensuring that our advice is always commercially relevant and supports their overarching objectives. It is our aim to be considered part of the in-house team and work alongside our clients in partnership to realise their ambitions.

“COLLYER BRISTOW CONSISTENTLY DELIVERS IN TERMS OF COMMERCIAL ADVICE AND DEAL MANAGEMENT. WE RECEIVED VERY SPEEDY RESPONSE TIMES AND GREAT ATTENTION TO DETAIL”

CLIENT FEEDBACK



COMMERCIAL

UNDERSTANDING YOU AND YOUR COMMERCIAL OBJECTIVES

Robust and well-crafted commercial agreements are central to the success of any business. They underpin core aspects of your organisation, whether that's your business relationships, your key assets or your compliance with a growing raft of regulations. Establishing clear, structured contracts can help you achieve your commercial objectives whilst simultaneously mitigating risks and avoiding disputes.

Our Commercial team advises on the full range of commercial matters a business may face. Whatever contract you need, it is likely we will have advised on something similar many times before. This experience saves time and cost. It also means we can advise you on things to consider (commercial, strategic and legal) on your proposed commercial arrangements.

Many of our team have worked in-house at some stage. We understand the importance of quick turnarounds. We understand the importance of commerciality – of understanding your business and your business objectives; of keeping in mind what is important and less important; of ensuring your contracts are tailored and fit for purpose so that they help you achieve your objectives whilst protecting you against commercial risk. We are committed to crafting agreements which ensure your interests are protected and ultimately give your business a competitive advantage.

COMMERCIAL REAL ESTATE

A COMMERCIAL APPROACH TO COMMERCIAL REAL ESTATE

The real estate industry is constantly changing, being redefined by factors which could impact your business and your commercial opportunities. Whether it's the emergence of new business models, the spread of co-working and living spaces, the rise of PropTech or the changing face of the high street, your business needs to be prepared to evolve and adapt. You should work with a legal team with an outstanding awareness of, not just the real estate market, but the wider commercial landscape, to guide you smoothly and effectively through your transactions and provide pragmatic advice on your property management.

Our Commercial real estate team advises real estate owners, investors, landlords and tenants, developers, and funders across a wide variety of sectors on the financing, growth, management and disposal of their commercial property, including investment portfolios. Our work ranges from multi-million pound portfolio acquisitions to individual sales and disposals, commercial lettings and management. Alongside our domestic expertise, we have considerable experience acting for foreign investors and offshore trusts.

Whether we are advising you on the management of your property on an ongoing basis or providing solutions to specific, more complex issues, we gain an in-depth understanding of your commercial objectives and strategy and use this, along with our industry knowledge, to provide tailored and proactive advice which moves your business forward. Our creative problem solving approach means we can take on, make sense of and resolve extremely complex matters. We look ahead, beyond the matter in hand, pre-empting problems before they arise, so that we are always prepared for the next stage of any project. We pride ourselves on our commitment to creating new and better ways to support our clients and achieve the best results.

"THE CORPORATE TEAM PROVIDES SPEEDY AND RESPONSIVE ADVICE WHICH IS FOCUSED, PRACTICAL AND SET IN A COMMERCIAL CONTEXT"

CLIENT FEEDBACK



CORPORATE

TAKING A BIG PICTURE APPROACH

Successful business leaders thrive on the highs of their commercial and personal successes and know to seek the support of trusted advisers when navigating more difficult times.

Businesses that are growing, in particular, may be more susceptible to commercial challenges, be they complications around funding, governance, supply chain or other aspects of the day-to-day running of the business. However, as a valuable and crucial part of the economy, they are also more adaptable and responsive to change. They have the ability to see opportunity and move quickly to capitalise upon it. To move your organisation forward, you should be working alongside a team with an in-depth awareness of your overarching commercial strategy and the expertise to provide you with innovative, proactive guidance.

Our corporate lawyers advise established UK and international businesses, their senior management and investors through expansion to exit. Getting to know you as the client is crucial to the work we do. We take a big-picture approach, understanding your commercial interests far wider than the instruction itself so we can provide you with uniquely tailored advice. We embed ourselves seamlessly into your team, creating a strong and enduring business partnership.

With our clear understanding of your long-term strategy and objectives, we can work with you closely throughout the life cycle of your business, planning and supporting growth from inception, through domestic or international expansion, mergers and acquisitions, right through to exit. We advise ambitious individuals and businesses and pride ourselves on constantly striving to find new and creative strategies to help our clients achieve the best possible results.

Business owners have the additional challenge of balancing the requirements of the business with their personal and family priorities, and it can be difficult not to let one impact the other. It is possible for relationship breakdowns and family conflicts to affect your business, if not managed properly. When you are faced with difficult personal situations, we draw on the expertise of our Private Wealth colleagues to help ensure both your business and personal life move forward in the right direction.

**“VERY INTELLIGENT AND
USER FRIENDLY”**

CHAMBERS & PARTNERS, LEGAL DIRECTORY



DATA PROTECTION

COMPLIANCE AS A COMPETITIVE ADVANTAGE

As technology has advanced in recent years data, and specifically personal data, has become a central component of the vast majority of businesses. At the same time, a more strictly regulated legal framework has developed around privacy and data protection. Regardless of size or location, businesses must ensure they are collecting, storing and using individuals' personal data lawfully. Whilst it may seem onerous, good data privacy practice is and will continue to be crucial for your business from both a regulatory and reputational perspective, and strong compliance can give you a competitive advantage.

If you are uncertain of your current compliance position or think there may be areas still to be addressed and improved, you need advisers who can devise a practical and effective compliance strategy for your business now and moving forward.

Our Data Protection team supports businesses across a wide range of industries in ensuring compliance with data protection legislation, including the GDPR and Data Protection Act 2018.

We offer a range of services, including:

- An assessment of your business to evaluate your current policies and procedures and identify any failures in compliance;
- Helping you to create and implement a pragmatic compliance programme, tailored specifically to your business and aligned with your commercial objectives;
- If a data breach does occur, or if you receive subject access requests, our DSAR and breach response support will assist you to deal with the incident swiftly and efficiently, ensuring the least possible disruption to your business and your clients; and
- Providing training for staff and/or management to ensure that data protection issues and potential issues can be recognised and dealt with before they become major challenges to your business.

"OFFERING UNRIVALLED EXPERTISE, THE EMPLOYMENT TEAM HAS HELPED US OVERCOME MANY LEGAL CHALLENGES AND BECOME OUR TRUSTED ADVISERS. WITH LEGAL ADVICE THAT IS FAST, METICULOUS AND TAILORED TO YOUR BUSINESS, COLLYER BRISTOW IS HIGHLY RECOMMENDED"

CLIENT FEEDBACK



EMPLOYMENT

PRAGMATIC ADVICE TO MOVE YOUR BUSINESS FORWARD

Your workforce is the essence of your business and needs to be effective. The challenge can come from the fact that employment law is dynamic and rapidly evolving with a constant stream of new rules and regulations. As the employer, you want to be in a good place for recruiting and retaining staff as well as dismissing them fairly should the need arise.

Our Employment & HR team has the expertise and experience to help you navigate and adapt to the changing landscape and provide innovative solutions. We work closely with many types of clients including large companies, SMEs, owner-managed businesses and start-ups across a wide range of sectors providing advice on a variety of issues, whether they are HR related, strategic, complex or contentious.

We get to know your business, working practices, culture and commercial objectives. This enables us to provide tailored and pragmatic advice to help your organisation move forward and minimise HR headaches and disruption. Where possible we promote the early resolution of employment disputes but, when this cannot be achieved, we guide you through the litigation process with a commitment to delivering the best possible result for your business.

FUNDING

EXPERT ADVICE ON ALL AREAS OF FUNDRAISING

The fundraising landscape for companies seeking growth capital has changed and diversified considerably in recent years. Whether you are an entrepreneur, a business seeking funding or an investor looking for opportunities, our legal team can provide expert advice on all areas of fund raising, whether established or innovative.

PRIVATE EQUITY AND VENTURE CAPITAL

Our Corporate team has significant experience on both sides of funding transactions, advising early stage businesses on obtaining investment, and advising Private Equity houses, hedge funds and Venture Capitalists on the acquisition, management and disposal of their investment portfolios. Working with some of the best-known investment houses, we have excellent insight into what the key participants on both sides want and how best to deliver it for mutual benefit.

INITIAL COIN OFFERINGS (ICOS) AND SECURITY TOKEN OFFERINGS (STOS)

We have supported many companies and projects raising money through token sales or ICOs in a range of business sectors. We can guide you through each stage of the ICO / STO process, from early stage regulatory analysis, to dealing with the operational process of selling coins. Additionally, we can review and help you draft your white paper and terms and conditions of offer. Should we conclude that your ICO is a regulated security or investment, we are able to support applications to the regulator or work with you to find an authorised firm to provide you with a regulatory umbrella.

"THE INTELLECTUAL PROPERTY TEAM HAS IN-DEPTH EXPERIENCE SPANNING DECADES, A CAN-DO APPROACH AND EXCELLENT CLIENT HANDLING SKILLS"

LEGAL 500, LEGAL DIRECTORY



CORPORATE REPUTATION MANAGEMENT

TAKING DECISIVE ACTION TO PROTECT YOUR MOST IMPORTANT ASSET

A business's reputation is central to its success. One defamatory comment or article online; one compliance issue or regulatory breach; one poorly conceived media strategy can have an immediate and significant impact and potentially result in long lasting damage to your organisation. It is of paramount importance that the reputation of your business is protected, whether that is from the media or harmful material published by malicious competitors or disgruntled former employees. If your business's reputation is put at risk, you need to instruct advisers who will take swift and decisive action to protect your most important asset.

Our Corporate reputation management team works with a broad range of businesses to protect and defend their reputations. Whether you are looking to proactively review and manage your organisation's reputation or need support in dealing with a reputational crisis, we can advise on all relevant aspects including defamation, breach of confidence, privacy, harassment, brand protection and data protection. We have the expertise to deal with libel issues and the removal or correction of damaging material in print and online.

We understand that a challenge to your business's reputation can be extremely distressing and we will respond quickly to any threat, developing a tailored strategy to control the situation and limit the impact.

INTELLECTUAL PROPERTY

COMMERCIALY FOCUSED GUIDANCE TO GROW YOUR BUSINESS

Your innovative business ideas and the brand you build around them are inherently unique. Intellectual Property is the legal framework that supports these distinctive business assets, whose value may be overlooked as it doesn't make a direct contribution to the balance sheet. It is vital in today's competitive market to establish, protect and exploit these rights in ways that contribute to growing your business and driving it forward. To support you in this process, you should be working closely with a legal team which can provide you with proactive and commercially focused guidance.

Our Intellectual property team advises businesses across a wide range of industries on the commercial elements of intellectual property. Our expertise covers every angle of buying and selling IP rights, brand licensing, franchising agreements, sponsorship, joint ventures and research and development agreements, to name but a few. We invest time in gaining a thorough understanding of the specifics of your business and your overarching strategy. We can then provide you with uniquely tailored and creative advice which achieves your objectives and ensures the full potential of your IP assets is both protected and realised.

COMMERCIAL DISPUTES

NAVIGATING YOU THROUGH CONFLICT

When it comes to commercial relationships, it is inevitable that disagreements will occur from time to time, even when you own or are responsible for the running of a well operating, cohesive business. Disputes are inherently stressful and it is vital to resolve them swiftly and effectively so you can get back to focusing on the core day-to-day activities required for commercial success. To support you in navigating these conflicts, you should work with a legal team with the expertise to provide you with innovative strategies which fulfil your objectives and align with your business interests.

Our Commercial disputes team advises organisations across a wide variety of industries on the full range of commercial disputes. We work with you closely, becoming experts in your industry and gaining a full awareness of the intricacies of your business and its activities. We will then use this knowledge to provide you with carefully tailored, dynamic solutions which fit into your wider commercial strategy and deliver results. We pride ourselves on being a team of creative strategists with the expertise to undertake extremely high value and complex claims, which often involve an international element, in a proactive and cost-effective manner.

Crucially we have strong relationships with litigation funders, an important new facet of the litigation landscape. This puts us in the unique position where, once we have helped clients find the right funding, we can move forward in tandem with the funders to achieve the best possible outcome for your business.

We advise on:

- Breach of contract
- Company disputes including M&A and warranty claims
- Partnership disputes and Shareholder/ Boardroom disputes
- Disputes arising from breach of directors' duties
- Agency disputes
- Professional negligence claims
- Civil fraud
- Trade disputes
- Product liability disputes

CORPORATE RECOVERY, RESTRUCTURING & INSOLVENCY

WORKING TOGETHER TO PROTECT YOUR INTERESTS

The coronavirus outbreak is causing unprecedented disruption to businesses. We are in uncharted territory for our society and the economy. Even with government support there is mounting financial pressure on businesses as they contend with this unprecedented uncertainty. The retail world has clearly been significantly impacted, with CVAs becoming increasingly prevalent. Dealing with circumstances related to financial distress can be extremely difficult from a business and personal perspective be you a debtor or a creditor.

Whether you are looking to restructure your current operations or seeking guidance on insolvency, you need to work closely with a team to devise an innovative strategy which will protect your interests and maximise the economic outcome of your situation. Whilst we cannot predict or control outside events, we can help you plan how best to protect your businesses and any personal liability you could face.

Our Corporate recovery & restructuring team works with financial institutions, insolvency funders, private equity houses and turnaround professionals, insolvency practitioners and businesses and individuals across a range of different industries. We have substantial experience working with Boards to guide them through difficult trading periods. We work with cash flows to deal with creditors in the best way for all, including negotiation and drafting appropriate standstills. We also work for office holders and litigation funders, always striving to maximise returns for creditors.

We fully integrate with your team, building up a thorough understanding of your business and your commercial position. We will then guide you through the potential opportunities and risks and work collaboratively with you to develop a pragmatic and commercially focused strategy tailored to your business. Our team is constantly striving to find new and more effective solutions for our clients and is committed to delivering the best possible results.

**"FANTASTIC TEAM – HIGHLY
TECHNICAL AND PERSONAL"**

LEGAL 500, LEGAL DIRECTORY



OUR PRIVATE WEALTH SERVICES

PERSONALISED GUIDANCE ACROSS ALL YOUR REQUIREMENTS

As individuals navigate and develop their business ventures, it is inevitable that they will also face changes in their personal lives. Increased net worth from successful businesses, new additions to the family and the purchase of homes and other high value assets are just some of the reasons individuals may seek expert advice tailored to their specific circumstances.

Our Private Wealth team can provide pragmatic and creative guidance to support you across the full range of your personal requirements.

Our services:

- Charity & philanthropy
- Contentious trusts & probate
- Employment law
- Family & divorce
- Family offices
- Immigration
- International trusts, tax & estate planning
- Luxury assets
- Privacy & reputation management
- Probate
- Residential property
- Tax disputes & investigations
- UK trusts, tax & estate planning
- Wills & succession planning

WHY CHOOSE COLLYER BRISTOW?

INTERNATIONAL

Collyer Bristow is a highly internationally focused firm. We work with clients based in countries all over the world. However, as a firm we maintain a particular focus upon; have a cultural awareness and language expertise in; and have built considerable professional contacts in Italy, USA, Channel Islands, and Switzerland.

Our Swiss office enables us to service our corporate and high-net-worth private clients in the region and maintain valuable links with local advisers.

We are an active member of World Link for Law, a leading network of international law firms which allows us to source and collaborate with high quality international legal providers in the jurisdictions that our clients require.

CORPORATE SOCIAL RESPONSIBILITY

As a firm, we believe that we have a clear obligation and responsibility to serve the wider community's needs. By doing so we fulfil the core values of our organisation and offer staff a sense of involvement and engagement with the community.

Each year we support Charity of the Year, voted on by the firm, through volunteering, participating in challenge events and fundraising within the office.

We have established a professional network called Higher which elevates women and champions equality in the workplace. A number of our lawyers provide free legal advice to members of the community who would otherwise be without legal assistance through local law centres, evening clinics and the Citizens Advice Bureau.

DIVERSITY AND INCLUSION

We place great value on all of our employees. We celebrate diversity and respect the unique and distinctive qualities of our colleagues. We strongly believe that everyone has the right to enjoy an inclusive working environment which encourages professional and personal development free from discrimination or harassment. Our Diversity and Inclusion policy details the firm's approach to equal opportunities and covers discrimination, harassment/bullying and victimisation.



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