

# MERGERS & ACQUISITIONS

OVERVIEW OF OUR SERVICES

## ABOUT COLLYER BRISTOW

Collyer Bristow LLP is a long-established central London law firm. We provide high quality, individually tailored legal advice, often with a cross-border aspect, to a portfolio of international and domestic clients including businesses, ambitious entrepreneurs and wealthy individuals and families. We specialise in Business; Dispute resolution; Private wealth; and Real estate services.

Our clients choose Collyer Bristow because they, like us, appreciate individuality, creativity and collaboration. They recognise that their needs may be unique and complex, or that in progressing with their legal issues they value a more engaged and personalised service from their lawyers. They recognise that the Collyer Bristow approach is one of building understanding, trust and relationships with clients. We take time to build relationships to understand the commercial objectives behind every transaction or dispute. We find this allows us to operate more strategically on our clients' behalf and to best support the achievement of the outcomes they desire.

The firm is well known for its high standards of client service. We combine a long history of high-quality legal work and professionalism with a dynamic, commercially astute team of lawyers. The firm and individuals are ranked in the leading legal directories including Chambers & Partners and the Legal 500.



We are an active member of World Link for Law, a leading network of over 70 international law firms.



The firm and many of our individuals are ranked in the latest edition of the Legal 500 legal directory.



Our approach to client service and the development of our people are recognised in the legal industry.

**"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

**"SPEEDY AND RESPONSIVE ADVICE WHICH IS FOCUSED, PRACTICAL AND SET IN A COMMERCIAL CONTEXT"**

Client feedback

**"ALWAYS ACCESSIBLE, RESPONSIVE AND COMMERCIAL, GOOD VALUE ADVICE"**

Jon Moulton

## CORPORATE SERVICES

Our Corporate team acts for Private Equity investors, family offices, SMEs, entrepreneurs and owner-managed businesses from various sectors and industries, based in the UK and internationally, on all aspects of their business affairs. This includes advising on mergers and acquisitions, where we act for experienced private equity backed buyers, as well more novice sellers who need more careful guidance through a potentially daunting legal maze.

Recent experience includes advising on the buying and selling of companies in the industrial, food, sports, media, IP/IT, FinTech, travel, health, education, retail and property sectors. Our approach is always to identify at the outset what outcome is sought by the client, and to ensure the pathway to such an outcome is as smooth and risk free as possible.

### Our Corporate services include:

- Handling national and international mergers and acquisitions and disposals
- Management buyouts and private equity backed transactions
- Insolvency and corporate recovery
- Legal due diligence exercises and the preparation of targets for an exit process

## BUY-SIDE MERGERS & ACQUISITIONS

- We acted for **Castlemill Equity Partners** leading a consortium of domestic & international investors, including **Moulton Goodies Limited**, in relation to a complex private equity backed M&A buy-side mandate. The matter involved **purchasing a ship building company** which provides engineering solutions for the offshore renewable energy industry. We advised the Buyer on **all aspects of the transaction**; from initial **due diligence** to a successful completion where all parties walked away satisfied with the outcome.
- We acted on a **private equity backed (Family Office)** M&A buy-side mandate in respect of the **purchase of He-Man Dual Controls** – a leading manufacturer of dual-control systems for cars. In addition to the acquisition we also advised on the **equity financing of the Special Purpose Vehicle** (buying company), and the **debt financing** of the deal.
- We advised a private equity backed (**European Family Office**) EU producer of premium pet food in respect of the **acquisition of an English company**. The deal was structured to complete in stages, so involved the production of a **detailed shareholders' agreement** and options.

## SELL-SIDE MERGERS & ACQUISITIONS

- Advising Ibrahim Ibrahim, the former owner of **Portland Design Associates Limited**, with regards to the **sale of the company to Perkins+Will**, a global architectural and design firm which employs 1,800 professionals worldwide. The **American Buyer** required the deal to be completed in a very short period.
- Advising the Management Team of leading content marketing operator **John Brown Media** on the **sale of the business to Dentsu Aegis Network**, the world's fourth largest advertising agency.
- Advising on the **sale of Language Connect**, a translation technology business, to **The Hut Group**, one of the largest UK-based e-commerce organisations.





**"RAGAVAN IMPRESSED US WITH  
HIS ATTENTION TO DETAIL, AND  
ABILITY TO PULL TOGETHER ALL  
ASPECTS OF THE TRANSACTION.  
WE'D CERTAINLY WORK  
TOGETHER AGAIN, AND RATE HIM  
HIGHLY."**

**Rob Asplin, Castlemill Equity Partners**

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For more information please visit

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