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“I was delighted with the outcome. Carter Bond delivered the right result in a totally professional and speedy manner.”

Martin Norwood

Board of Trustees, The Arts Depot Trust Ltd.

Please note: The experience listed throughout this brochure may include examples of work completed by lawyers prior to joining Carter Bond Solicitors.

ABOUT CARTER BOND

Mergers and acquisitions lie at the heart of our Corporate practice and we have established a strong reputation for transactional work. We work across a broad range of sectors, advising private companies on matters including sales and purchases; private equity transactions and restructurings.

Our client base is spread across the UK and has expanded internationally over the years, and we have considerable experience with complex, high-profile transactions and even cross-border transactions. Our M&A lawyers work with various sector specialists within our firm to provide expert advice.

The collaborative approach we take with our clients allows them to trust us to take care of their transactional needs and objectives.

We bring a business first attitude to our legal advice, using our M&A and sector expertise and our network of connections to achieve the best outcome for our clients. This enables our lawyers to concentrate on what is important – providing you with strategy, value and support throughout the entire transaction process.

This will include assistance in planning the structure of the transaction, carrying out targeted legal due diligence, preparing all relevant documentation and negotiating the transaction through to conclusion.

TREATING CLIENTS THE WAY THEY WANT TO BE TREATED

Many firms don't realise that what clients want from their lawyers is the same treatment that any one of us would desire from our professional advisers:

- Someone who is trustworthy and reliable;
- Someone who has the skills and knowledge to advise on the solution; and
- Someone who is available when needed.

Our job is to always obtain the right outcome for our clients by providing the highest quality legal advice. We don't just present you with the legal options and tell you to make a choice, but we provide recommendations based on our expertise allowing clients to lean on us and truly rely on the advice they pay for.

Our aim is to ensure that our clients always feel informed and in control of their matter.

This is why we provide our clients with regular updates whenever they require so they aren't left guessing. We also ensure that our costs are fully transparent so clients are never concerned about how fees are spent.

M&A HIGHLIGHT

In the last few years, we have **successfully completed over £700m** of corporate transactions!

CITY QUALITY, OUTER CITY FEES

As the world changes, professionals in our society are realising that lifestyle is as vital to them as income. We are the lucky ones who have hand-picked lawyers who can provide the best quality advice but at outer City costs. Our offices are in North West London, which may not be in the City's centre but at the same time this gives us two key advantages to set us apart:

1. It allows us to charge our clients for what they pay for, our advice NOT our office space.
2. Our staff save time and hassle on commutes which translates into a healthier working environment and more friendly and timely advice delivered to you.

ALL our lawyers have previously worked in large City-based law firms and continue to practise and offer the same high level of service they provided to clients in the City, but without the pressure and demands often dictated by City law firms. This allows us to be competitive on our fees without compromising our service.

We have made smart decisions about the way we operate, so you can trust us to help you make smart decisions about your matter.

All in all, our clients win, which is the way we like it.

PARTNER LED

Unlike many law firms when we say a matter is partner or barrister led, we mean partner or barrister led.

When clients work with us, they get constant access to the lead on their instruction. Yes, we also have a team of solicitors and juniors who provide support on for some of the groundwork and necessary research required by our clients, where it makes financial sense to the client for us to do this.

We provide constant contact at no extra cost as part of our service as most of our lawyers have their own business, so they know first-hand how important having a proactive, responsible and trusted adviser on their side can be.

“The Carter Bond team have a meticulous eye for detail.”

Grant Rechnic
Partner at SBP Law

All our clients benefit from the same high level of care and attention whether the instruction is big or small.

At the outset of each matter, we discuss the entire process with our clients, including the costs, potential outcomes and issues associated. This is to ensure clients are fully aware, knowledgeable and are in control always. Supporting and ensuring we provide the highest level of services, we offer our constant contact process with the partner or barrister leading your file, a document log in for matters which are for larger and more complicated instructions and on-going support post transaction should our clients require it.

Our aim is not just to get the work done, but to make our clients' lives easier as we do it, which is why we ensure that our clients have regular access to the resources they need from us.

PROACTIVE CONTACT

Many ask us 'what's different about you?' and we like to reply, 'because we go the extra mile'.

We see our work as building and maintaining good business relationships rather than just earning fees. How we do this is by keeping in constant contact with our clients and intermediaries. From pre to post instruction we ensure that our clients are informed of all legal issues that may impact their business and therefore lives. That is why we provide daily or weekly updates to ALL of our clients whether there is anything substantive to tell them or not (we don't charge for this, we just see it as part of our service). We like our clients to rest peacefully knowing that when we are instructed, and we say 'we will take it from here' they know we mean it.

“Reena and the team are simply awesome! ...expertly helping me navigate the unfamiliar and sometimes overwhelming waters of the due diligence process involved in selling my business this year. Many thanks to you all.”

Dr Wendy Mathias
Obsidian Healthcare Group

SERVICES

Our mergers and acquisition lawyers advise on a broad and diverse range of sectors, applying their expertise in the following:

- Private company acquisitions and disposals (shares and assets)
- Private equity and investment transactions
- Management buy-outs and buy-ins
- Mergers and earn-outs
- Restructuring and reorganisations

M&A HIGHLIGHT

Acted on cross-border transaction, helping a group of tech founders achieve a £20m exit

We were awarded the **M&A Awards 2019** by Acquisition International Magazine

Successfully represented a consortium of Japanese companies in a £multi-million acquisition of shares in a joint venture company in the automotive sector.

Acted for an Indian cinema company in the acquisition of a majority stake in UK cinema chain.

Dealt with a cross-border \$20m merger and acquisition with founder earnouts.

Thrilled to be shortlisted the 'Most Trusted Law Corporate Law Firm 2020 - London' in the Legal Awards 2020.

Carter Bond assists Obsidian Healthcare Group in securing investment

One of the most satisfying aspects of our work is to helping a visionary founder to secure investment and remuneration after years of hard work.

A number of factors come into play when turning a term sheet into cash in the bank.

The corporate team at Carter Bond were ready to lead Dr Wendy Mathias and the team at Obsidian Healthcare Group in negotiating and finalising a share purchase agreement, call option documents, disclosure letter and a number of ancillary documents that brought the deal to completion.

As is often the case in transactional work, there are twists and turns that need to be navigated with a skilful and measured approach.

Matters can often become more complex when the investor's side requires the company's existing contractual documents to be tightened up, such as supplier contracts, service agreements and the like.

When dealing with the healthcare sector, data privacy and protection concerns are ever more in the spot-light, and this requires a full review of all existing processes and procedures to ensure that the company and its founder are able to give the investors the warranties and comforts require in order to complete the investment.

Although it required an A-Z assessment of the business to placate the investor on board, and a number of last minute hurdles, we were pleased to help realise Dr. Wendy Mathias and Obsidian Healthcare Group's vision for the future of the business.

“We recently worked with Reena and the team on a complex but ultimately extremely successful M&A transaction. I found them to be supremely client focused and was highly impressed at the way in which they translated at times quite technical advice to ensure it was clear, concise and commercially focused throughout.”

Steve Barry
Evolution CBS

Carter Bond leads the sale of Sterling Travel Management

Building a business is like growing a family. The founders (or parents) spend countless hours training staff, investing in technological advances and the like with the hope of one day retiring so that the kids can thrive on their own.

When the founders are ready to step away, they look for a team of advisers that are just as dedicated to their cause.

Our job as their corporate lawyers was to do our best during the due diligence process to represent what the business had to offer: key partnerships, accreditations, client retentions and an excellent staff, and make sure that the contractual paperwork was completed in a way that reflected their best interests.

We were pleased to advise Nigel and Geraldine in achieving a smooth and successful transition towards a well-earned retirement.

‘Thank you for the excellent job you did for us in getting the deal over the line. All the legal side was handled brilliantly. It was a tight schedule and I very much recognise all the hard work and late hours your team put in to make sure everything kept to schedule. Your support has been very much appreciated.’

Nigel Neame
Former Director, Sterling Travel Management

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