

Case Study

Transaction Services

Client profile:

Dr & Mrs Pant

Sector:

Life Sciences

The Scenario

Dr & Mrs Pant owned shares in a company in the life sciences sector. They approached us when they had received an offer for their shares from a company in the same sector.

They were one of a number of shareholders exiting at the same time and therefore there was a larger transaction structure to consider.

How we helped

We worked with Dr & Mrs Pant throughout the process, liaising with our client, their lawyers and the purchasers advisers to negotiate throughout the process and achieve the best possible outcome for our client.

Specifically our work included:

- 📄 Review and advice in relation to the valuation of the company and the shares held by our client;
- 📄 Review of the heads of agreement and negotiation around the final agreed price and deal structure;
- 📄 Specific tax advice on the most efficient structure to provide our client with the best net realisation within the boundaries of the offer;
- 📄 Review of transaction documents and providing commentary thereon on the financial and tax aspects; and
- 📄 Consideration of our client's position within the larger transaction to negotiate a stronger deal outcome.

What the client said about us

“The transaction involved a number of different elements and parties, which for someone who was not experienced in the processes was confusing. The support we received from Broomfield & Alexander was invaluable in terms of our control in the process, but also ensured we achieved the best possible outcome for us and our family.”

Dr & Mrs Pant