



Corporate
& Commercial

Managing Business Investment From Agreement To Completion





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Background

When the Business Growth Fund (BGF) made a £3.2m investment into an asbestos monitoring and management business in the Midlands, Aaron & Partners oversaw the complex negotiations from start to finish.

Challenges

The agreed transaction involved a mixture of growth funding for the business and some “cash out” for the majority shareholders. The BGF also acquired a significant minority stake in the business.

Solution

To help simplify the subsequent transaction, we attended and led an initial “All Parties” meeting to discuss process, key issues, timetable and expectations. We then worked with the BGF to agree the scope of the due diligence, before providing a written legal report on our findings.

The next stage of the process involved taking the agreed offer letter and turning it into the legal documents needed to complete the investment. We drafted an investment agreement, articles of association, a loan note instrument, tax indemnity, management service agreements, and a letter of appointment for a new non-executive chairman.

Finally, we completed negotiations on the documents, successfully steering the transaction to completion with a combination of commercial and pragmatic advice.

