

PRIVATE EQUITY 'BUY & BUILD'

WHAT WE DO

Shoosmiths' widely recognised private equity team has developed significant expertise advising leading private equity houses on 'Buy and Build' structures.

Our approach is focused on supporting our private equity clients to achieve rapid value creation on their investments, and we have a track record working alongside experienced private equity firms to achieve this.



"Client service is always at the forefront of everything Shoosmiths does for us. The commerciality and value for money is very good too."

Chambers 2019

RECENT DEALS

A selection of recent work includes advising:

Pro-Vets group on a series of 9 bolt-on vet acquisitions and the Group's subsequent sale to EQT investee company, IVC.

LDC (the private equity arm of Lloyds Bank) on the sale of Property Software Holdings Limited ("PSH") to Zoopla Property Group Plc for £75m following the initial management buyout of PSH for circa £18m and its subsequent acquisition of its rival, Jupix.

Centric Health on 12 bolt-on healthcare acquisitions and 1 non-core disposal – conducted in contemplation of, and subsequent to, the £90m MBO sponsored by Rothschild (Five Arrows Principal Investments).

Dukes Education on more than 15 strategic share and business acquisitions.

TA Associates' backed RL **Datix** on multiple strategic acquisitions, including the merger with RL Solutions (CAN\$276m), acquisition of iContracts (US\$120m) and ground-breaking Saudi Government joint-venture with Healthmatrix.

Horizon Capital-backed, **Carewatch Care Services**, on 5 disposal transactions conducted within a space of 24 days.



WHAT WE CAN OFFER

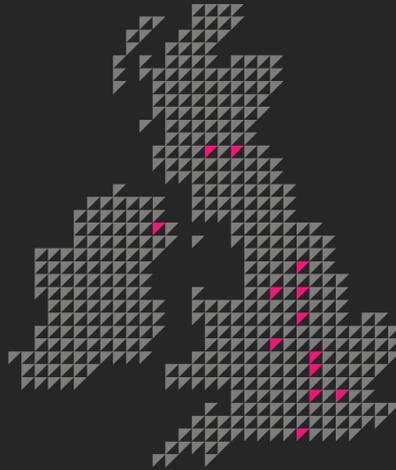
A price that fits - We understand that on small-cap acquisitions, expenditure on legal risk needs to be carefully balanced against the value of the individual deal. With this in mind, we tailor the cost of our services for each acquisition to appropriately reflect its value and risk profile and work towards 'house' positions and a core team for individual clients - so that, whilst ensuring the nuances of every transaction are accounted for, from deal to deal you don't have to waste time when similar positions arise and don't pay multiple times for the same document to be produced from scratch. We will agree a clear position with you and deliver on time and on budget.

Boots on the ground - Shoosmiths provides accessibility to relationships beyond the capital - offering PE Houses broader scope to reach growth businesses located the length and breadth of the UK. With teams in Edinburgh, Southampton, Reading, Milton Keynes, Leeds, Birmingham and Manchester, the firm provides grass roots insights, local expertise and valuable contacts in the regional business and deal advisory community.

Across the Board - Our experience reaches across the value range of bolt-on acquisition - from a series of lower-value consolidations to major strategic acquisitions. We are one of very few firms with the award-winning teams for both small-cap and mid-cap deal advisory.

KEY FACTS

- Over 190 partners and 1000 legal advisers
- Turnover of £137m to end April 2019
- Winner of 'National Law Firm of the Year' - The Lawyer Awards 2019
- Winner of the Corporate/Commercial specialism - The Legal 500 Awards 2019
- Top 5 legal adviser by deal volume in 2018 - Experian MarketIQ's M&A Review
- 'Specialist Private Equity Law Firm of the Year' Finalist - Private Equity Awards 2018
- 'Law Firm of the Year (Transactions)' Finalist - UNQUOTE British Private Equity Awards 2018
- 'Regional Legal Adviser of the Year' Finalist - The British Private Equity Awards 2019



INTERNATIONAL

Shoosmiths is part of the World Services Group, an international network of law firms spanning 115 countries. Access to this network helps our clients obtain the high quality legal advice when transacting in global markets.



WHAT OUR CLIENTS SAY

"I have worked with Shoosmiths for a number of years. The team have strength in depth with a breadth of capabilities blended with a personal, partner-led relationship, and provide quality, commercial advice which takes away the noise and focuses on the key issues."

Group M&A Director

"Shoosmiths LLP attracts praise for its 'cutting-edge advice', 'fantastic client-focused service', 'good commercial sense with a view to getting deals done quickly', and 'pragmatic approach to complex multi-party negotiations'."

Legal 500 2019

KEY CONTACTS



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