

2015 Deals roundup

Welcome to the 2015 Moore Blatch corporate deals roundup which details a selection of the deals we undertook for our clients last year.

Moore Blatch has been working with successful and growing businesses for a number of years and 2015 was no exception. We successfully completed more than 30 corporate projects in 2015 with a combined deal value of more than £250m.

Many of our clients are 'serial entrepreneurs' who return to us because of our significant M&A experience which enables us to get deals over the line quickly and for best value.

2015 saw strong performance in a number of key sectors including technology, real estate, IT and telecoms, engineering and financial services.

Please do take a look at the deals over the following pages and get in touch if you would like any further details or would like assistance with any deals or transactions you are considering or planning.

With very best wishes,

Roger Bailey

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Deals highlights

On the next two pages we have highlighted some of the key deals and transactions we handled in 2015. Below is a brief introduction to the work we undertook in the different sectors.

Technology

The technology sector is not surprisingly seeing a huge amount of growth. Amongst the deals we handled in 2015 is the management buyout of **Vikoma International Limited**, a world leader in the development of technology led solutions for the chemical market.

Real estate

2015 was also a good year for the real estate sector, especially for commercial development. Work in this space included assisting with extending bank facilities and raising capital for a significant development project.

IT / telecoms

Once again this was a particularly busy sector and area for us in 2015. We are rapidly earning ourselves a strong reputation for really understanding the IT and telecoms sector and applying this knowledge for the benefit of our clients. We've included details of five deals in this sector, including two significant reorganisations as well as an acquisition and a sale.

Engineering

Despite M&A activity in this industry declining generally across the UK we assisted with two deals including a sale worth approximately £10 million and further investment into another engineering firm from their existing investor group.

Financial services

The 2016 prediction report issued by Deloitte suggests continued growth in the M&A market for the financial sector following a very strong year. We oversaw two acquisitions including leading investment and financial planning firm **Tilney BestInvest** acquiring Webb Holton & Associates Limited.

Other deals

We have advised on a number of other deals across a broad range of industries including marine, leisure, investment, healthcare and medical product sectors. From acquisitions and sales through to restructures, refinancing, capital raising and securing new banking facilities, we have handled a broad range of corporate matters for our growing client base.

Technology

Sabien Technology Group plc

Placing of shares for AIM listed plc
Deal value: £770,000
Solicitors to the company

Gill Corporate Limited

Purchase of Labcal Limited, UKAS accredited calibration services company
Deal value: undisclosed
Solicitors to the buyer

MBO of Vikoma International Limited

backed by Agathos
Deal value: undisclosed
Solicitors to the management team

Monitor Audio Limited

Secondary buyout of shares from Royal Bank of Scotland plc and individual investor shareholders
Deal value: undisclosed
Solicitors to the company

“This is a highly successful outcome for our company. Moore Blatch was able to pull together all the necessary experts at very short notice, enabling an acquisition that met the needs of all concerned.”

Karen Lucas, MD, Vikoma International

Real estate

★ Project Fleet

Recommended buyout offer for an investment property group
Extended bank facilities
Deal value: £42 million
Solicitors to the company

★ Project Trafalgar

New banking facility for property development company
Deal value: £100 million
Solicitors to the company

★ Seastar Developments

Raising capital for development project
Deal value: £18 million
Solicitors to the company

IT / telecoms

★ Project B

Reorganisation of group and preparation for sale
Deal value: in excess of £50 million
Solicitors to the company

Project Goldfinch

Acquisition of a leading provider of voice and data solutions to the healthcare industry
Deal value: undisclosed
Solicitors to the management team

Project X

Advice regarding tender for outsourcing contract
Deal value: £1 billion
Solicitors to the management team

Tetnet Communication Services

Sale of contract book to Chess Limited
Deal value: undisclosed
Solicitors to the buyer

Project A

Complex group reorganisation including employee shareholder scheme and two management buy-outs
Deal value: undisclosed
Solicitors to the buyer

Engineering

Sale of Armfield Limited to Judges Capital plc

Deal value:
approximately £10 million



Solicitors to
the sellers

Symetrica Limited

Further investment from the
existing investor group led by
Nesta and Park Walk Advisors
Limited

Deal value: undisclosed
Solicitors to the company

“ Moore Blatch
combine expert advice
with all the benefits of
an experienced
City firm. ”

Legal 500

Financial services

Acquisition of Webb Holton & Associates Limited by Tilney Bestinvest Group



Deal value: undisclosed
Solicitors to the buyer

Project Paris

Acquisition of firm of Chartered
Accountants and licensed
insolvency practitioners

Deal value: £1.5 million
Solicitors to the buyer

Other

Leisure

Purchase of Fly Fisher Group Limited by Roxton Bailey Robinson Limited

Deal value: undisclosed
Solicitors to the buyer

“ David Bright’s detailed knowledge of our
business helped ensure that this transaction,
his third with us since 2011, was completed
diligently and efficiently. ”

Andrew Murray, Finance Director, Roxtons

Rosa’s London Limited

New banking facilities to fund expansion plan
Deal value: £1.9 million
Solicitors to the company

“ The team at Moore Blatch remained focused
on the project from start to finish. They easily
understood our objectives and worked closely
with us to ensure we met those objectives in the
timescale required. ”

Alex Moore, Managing Director, Rosa’s London Ltd

Medical products

Project Surgeon

Acquisition of a
company which
specialises in the
supply of orthopaedic
products to both NHS
and private hospitals

Deal value: £2.4 million
Solicitors to the buyer

Investment

Inframon Limited

Sale by founders of a
minority stake and loan
arrangements

Deal value:
£1.3 million
Solicitors to the company

Marine

Project Ocean

Acquisition of Marine
Products Distribution
company

Deal value:
£500,000
Solicitors to the buyer

Healthcare

Project Dorset

Sale of the entire issue
share capital of a care
home operator

Deal value:
£2.6 million
Solicitors to the seller

Meet the team



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“ The team has breadth and depth. They come up with solutions to keep the deal moving forward, they are also very approachable and good at putting legalese into simple terms. ”

Chambers and Partners

Southampton • City • Richmond • Lymington

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