

Deals roundup 2016

“Thorough, pragmatic, easy to work with and technically very strong.”

Chambers and Partners, 2017

MOORE BLATCH
solicitors

Moore deals together

Moore Blatch has been working with successful and growing businesses for a number of years and 2016 was no exception. We successfully completed more than 30 corporate projects in 2016 with a combined 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.

2016 saw a strong performance in a number of key sectors including IT and telecoms, technology, real estate, financial services, leisure and travel and hospitality.

The following pages will give you a flavour for some of the deals which took place in 2016 and which we helped clients complete. If you would like assistance with any deals or transactions you are considering or planning, please get in touch.

With very best wishes,

Roger Bailey

Partner and head of corporate

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TELECOMS/IT

Liberata

Purchase of Liberata, one of the UK's largest outsourcing companies, to Japanese listed outsourcer OUTSOURCING Inc

Deal value:
£43 million

Solicitors to the seller

“ *The team at Moore Blatch has delivered not only the prerequisite legal knowledge, but more importantly they have done it in a way that demonstrates their passion for going that extra mile.* **”**

Martin Trainer

Group CFO, Liberata

“ *I would like to personally thank the team at Moore Blatch that managed this sale both professionally, and just as importantly in a manner that made what could have been a stressful time a very enjoyable experience.* **”**

Mark Castle

MD, Opus Telecom

Opus Telecom Limited

Sale of Opus Telecom Limited and its subsidiary Phipps Communications Limited to NIX Communications Group

Deal value:
undisclosed

Solicitors to the buyer

Trustmarque Solutions Limited

Sale of Trustmarque Solutions Limited, a Microsoft LSP provider of software and cloud technology solutions for both public and private sector organisations, to Capita

Deal value: £57 million

Solicitors to the seller

“ *Peter’s understanding of the IT industry made a real difference to this deal. There were numerous complex commercial transactions that had to all be brought together to make this deal happen. I would therefore thank everyone at Moore Blatch for going that extra mile.* **”**

Martin Trainer

Group CFO, Liberata

“ *Moore Blatch gave excellent legal advice and support, whilst keeping my commercial goals at the forefront.* **”**

Edward Armitage

Managing Director,
Modrus Limited

Modrus Limited

Nasstar PLC acquired managed IT services and telecoms provider Modrus Limited

Deal value:
up to £13 million

Solicitors to the seller

LEISURE AND HOSPITALITY

Corney & Barrow Bars Limited

Acquisition of London wine bar and restaurant operator Corney & Barrow Bars by Drake & Morgan, backed by private equity firm Bowmark Capital

Deal value: undisclosed

Solicitors to the buyer

“ We were delighted to work again with the superb team at Moore Blatch whose professionalism and expertise ensured this complex deal went through both smoothly and efficiently. **”**

Jillian MacLean

Managing Director,
Drake & Morgan

Project Sporting

Acquisition of a luxury travel and sporting leisure company

Deal value:
in excess of £5 million

Solicitors to the company

Action Events Limited & Dream Challenges Limited

Sale of Action Events Limited & Dream Challenges Limited to Specialist Tours Limited

Deal value:
undisclosed

Solicitors to the seller

OTHER DEALS

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

TECHNOLOGY

Project Bristol

Reorganisation of group and preparation for sale

Deal value:
in excess of
£50 million

Solicitors to the company

“*Moore Blatch align well with our needs, so it's a relationship I expect to grow. There's a good level of direct partner involvement on projects, and they're well supported by the wider team. I'd be very happy to recommend Moore Blatch.*”

Client – anonymous

EDUCATION

Project Ted

Acquisition of a company operating a nursery school and holiday club

Deal value:
£1.2 million

Solicitors to the buyer

OTHER DEALS

MEDIA

Baize Group Limited

Investment in Baize Group,
publisher of
Car Dealer Magazine,
by the Press Association

Deal value:
undisclosed

Solicitors to the company

P2P LENDING

Funding Knight Holdings Limited

Acted for the administrators
in the sale of Funding Knight
Holdings Limited to GIL Finance

Deal value:
undisclosed

Solicitors to the administrators

“ Experienced in reorganisations, M&A, stock market flotations and fund-raisings, amongst other corporate matters, Moore Blatch have a good geographical footprint in the south and a wide range of services. **”**

Chambers and Partners, 2017

TELECOMS

Project Talk

Acquisition of a prominent
telecoms service provider

Deal value:
1.6 million

Solicitors to the buyers

MOTOR INDUSTRY

WKB (Waterlooville) Limited

Sale of the company, operator of two WKB Toyota dealerships in Chichester and Waterlooville to Snows Business Holdings Limited

Deal value:
undisclosed

Solicitors to the sellers

PROPERTY

Project Harrow

Agreement for the investment of freehold reversionary interests (FRIs) by way of the disposal of special purpose vehicle (SPV) companies to a real estate investment fund

Deal value:
in excess of £70 million

Solicitors to the seller

TECHNOLOGY

Adapt Services Limited

Purchase of Adapt, a leading UK managed cloud services provider, by Datapipe Europe Limited

Deal value:
undisclosed

Solicitors to the
Management sellers

PROPERTY

Project Heathrow

Purchase of a company operating a chain of estate agencies and its six subsidiaries

Deal value:
£750,000

Solicitors to the buyer

MEET THE TEAM



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Our team advises both private and public companies on:

- Mergers, acquisitions and disposals
- Private equity
- Fundraisings
- Management buy-outs and buy-ins
- Stock market listings and flotations
- Domestic and international deals

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