

Private Business Sales: Longer Term Planning for Maximising Returns and Delivering a Successful Exit



Thursday 8th March 2018, 8.30am
The Navy Boardroom, Somerset House,
Strand, London

A setting to inspire...

You are invited to a seminar at Somerset House in London offering a fresh perspective on the preparations for and delivery of a successful exit of a private business. We hope the spectacular setting will provide the perfect backdrop for learning about the early decisions that influence the long term success of your business, and what it takes to ultimately achieve a successful transaction. In addition you might enjoy a private view of the Charles Russell Speechlys Terrace Rooms exhibition.

Our research and experience enables us to offer you insight and perspective

Rockworth Management Partners Limited and Charles Russell Speechlys will discuss both the realities of the transaction process and the longer-term preparations that are critical to maximising value from a personal and business perspective.

A unique approach for successful private businesses

Our seminar is aimed at owners and directors of successful private businesses and those making significant corporate decisions. We will look at the various features that are important for the health of the business and, if you reach the stage of discussing a potential sale or merger, those that are also important in the eyes of acquirers.

Whether you want to sell now, or whether you just want to learn more

Whilst the lessons learnt stem from experience with corporate transactions, the resulting conclusions are equally applicable to those with no immediate intention of selling. The seminar covers financial valuations and 'rules of thumb' buyers often apply to a company's structure and market positioning and how best to prepare a business for sale.

Our Programme

08.30am Arrival, Coffee & Pastries

08.45am Charles Russell Speechlys:
Tax Planning and Preparing for Sale

09.00am Rockworth:
The Corporate Finance perspective

- Strategy and motivations for buyers & sellers
- Valuation: explanation, maximisation
- The process: timescales, what & who is involved.

09.45am Charles Russell Speechlys:
Getting the deal done

- A practical overview
- Preparing for a transaction
- Protecting and adding value.

10.15am Questions

10.30am Private view of Charles Russell Speechlys Terrace Rooms exhibition

11.00am Coffee and further opportunity for questions.

Our Speakers

Lawrence Price, Director
Rockworth Management Partners
Tel: 01865 784896
Email: lawrence@rockworth.co.uk



Lawrence specialises in advising privately held businesses across a range of corporate transactions including sales, acquisitions, MBO's and fundraising work. Lawrence has 17 years' corporate finance experience prior to which he occupied various management roles.

Martin Griffiths, Partner
Charles Russell Speechlys
Tel: 020 7203 8886
Email: martin.griffiths@crsblaw.com



Martin is a tax lawyer with a particular speciality in pre-sale tax planning and structuring of UK businesses. He advises businesses at all stages

of their business life cycle from incorporation to growth and eventual sale with substantial experience of drafting and negotiating business / share purchase agreements and tax covenants. Martin has a particular expertise in entrepreneurs' relief, venture capital schemes and employee share schemes, which enables him to provide a joined up service focusing on not just the tax position of owner managers, but optimising the tax efficiency of management incentives to help maximise the value of owner managed businesses.

Mark Howard, Partner
Charles Russell Speechlys
Tel: 020 7203 8902 **Mob:** 07917 084250
Email: mark.howard@crsblaw.com



Mark is a corporate lawyer and the co-head of our Technology, Media and Telecommunications sector. He is focused on advising growth companies, management teams and business owners at all stages of their business life cycle. As such his expertise includes owner manager exits via trade sale, private equity investments and MBOs, bolt-on acquisitions, divestments and joint ventures.

Rockworth Management Partners is a full service corporate finance house with a unique approach to leading transactions. Based in Oxford, the company works with clients nationally across the UK involving parties from around the globe.
www.rockworth.co.uk

Charles Russell Speechlys is committed to securing your growth. We have the experience of working over many years with some of the world's most sophisticated owners and creators of wealth and our deep knowledge of the overlap between your commercial and personal affairs has given us cutting edge capabilities. www.charlesrussellspeechlys.com



Your Invitation

You can reserve your place at the seminar as follows:-

Visit: www.rockworth.co.uk/events
Email: enquiries@rockworth.co.uk
Tel: 01865 784 896

Directions

Somerset House, Strand, London, WC2R 1LA.

By tube

Nearest Underground Stations are Temple(250m); Covent Garden (650m); Embankment (700m)

By bus

Buses 1, 4, 6, 9, 11, 13, 15, 23, 26, 59, 68, 76, 87, 91, 139, 168, 171, 172, 176, 188, 243, 341, 521, RV1 and X68 all pass along the Strand and/or Aldwych, stopping within 100-200 metres of Somerset House.

By bicycle

There are bike stands on the Strand, Aldwych and Victoria Embankment, close to Somerset House. Please note that there is no bike parking in The Edmond J. Safra Fountain Court or within Somerset House itself, and all bikes attached to our buildings or railings will be removed

There are several Santander Cycles docking stations near Somerset House.

By car

There's no car parking at Somerset House, and very little on-street parking nearby. The closest car park is on Parker Street, WC2B 5NT. Our Access page contains details of accessible parking for Blue Badge-holders.

Somerset House sits within the Congestion Charge zone.