

Driving Value

How to prepare for and achieve a
successful transaction

The Navy Boardroom, Somerset House, London
Thursday 14th November 2019



Our panel were all involved in the transaction that led to the major investment
from Investindustrial for a majority stake in the Morgan Motor Company in 2019.

Rockworth Management Partners and Charles Russell Speechlys invite you to a complimentary seminar exploring the key decisions involved in successful transactions.

We will highlight the key features and themes of transactions drawing on the panel members' expertise and experience, including insights from the successful Morgan Motor Car Company deal.

Taking the form of a panel discussion we will cover:

- Building value over preceding years beyond simply maximising profits
- How the external landscape can impact a process
- Comparing Trade and Private Equity motivations and methods
- Aspects of common tax issues such as entrepreneurs' relief (including on trust disposals) and share incentive planning
- Specific commercial and legal features including the approach to warranties and indemnities, W&I insurance, earnouts, escrows, and minority protections for both selling shareholders and management teams

The Navy Boardroom
Somerset House
Strand
London WC2R 1LA

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8.30-9.00am: welcome, coffee & pastries

9.00am: introduction & speaker presentations

9.45am: panel discussion

10.15am: open floor Q&A

10.30-11am: refreshments and further opportunity for questions

To 12pm: you are warmly invited to visit the Charles Russell Speechlys terrace rooms exhibition by Mary Sibande

Please RSVP to confirm attendance:

www.rockworth.co.uk/events

Email: enquiries@rockworth.co.uk

Tel: 01865 784896

Our Speakers:



Mark Howard

Mark is a corporate lawyer and joint head of the firm's TMT Group. He is focused on advising growth companies, management teams and business owners on transactions at all stages of their business life cycle.



Lawrence Price

Lawrence is managing director at Rockworth, advising business owners and CEOs on transactions, typically acting as lead advisor for private business owners seeking maximum value on a sale.



Helen Coward

Helen advises on taxation issues for a range of clients, including private companies and entrepreneurs. She has particular experience in structuring issues for owner-managed businesses and the tax aspects of M&A transactions.



Adam Crossley

Adam is a partner in the corporate team at Charles Russell Speechlys with particular focus on private equity transactions and has advised on numerous sale processes both to trade and private equity.