



# Corporate Team

A review of our year

**2023 - 2024**

[www.morrlaw.com](http://www.morrlaw.com)

[info@morrlaw.com](mailto:info@morrlaw.com)

020 8971 1020

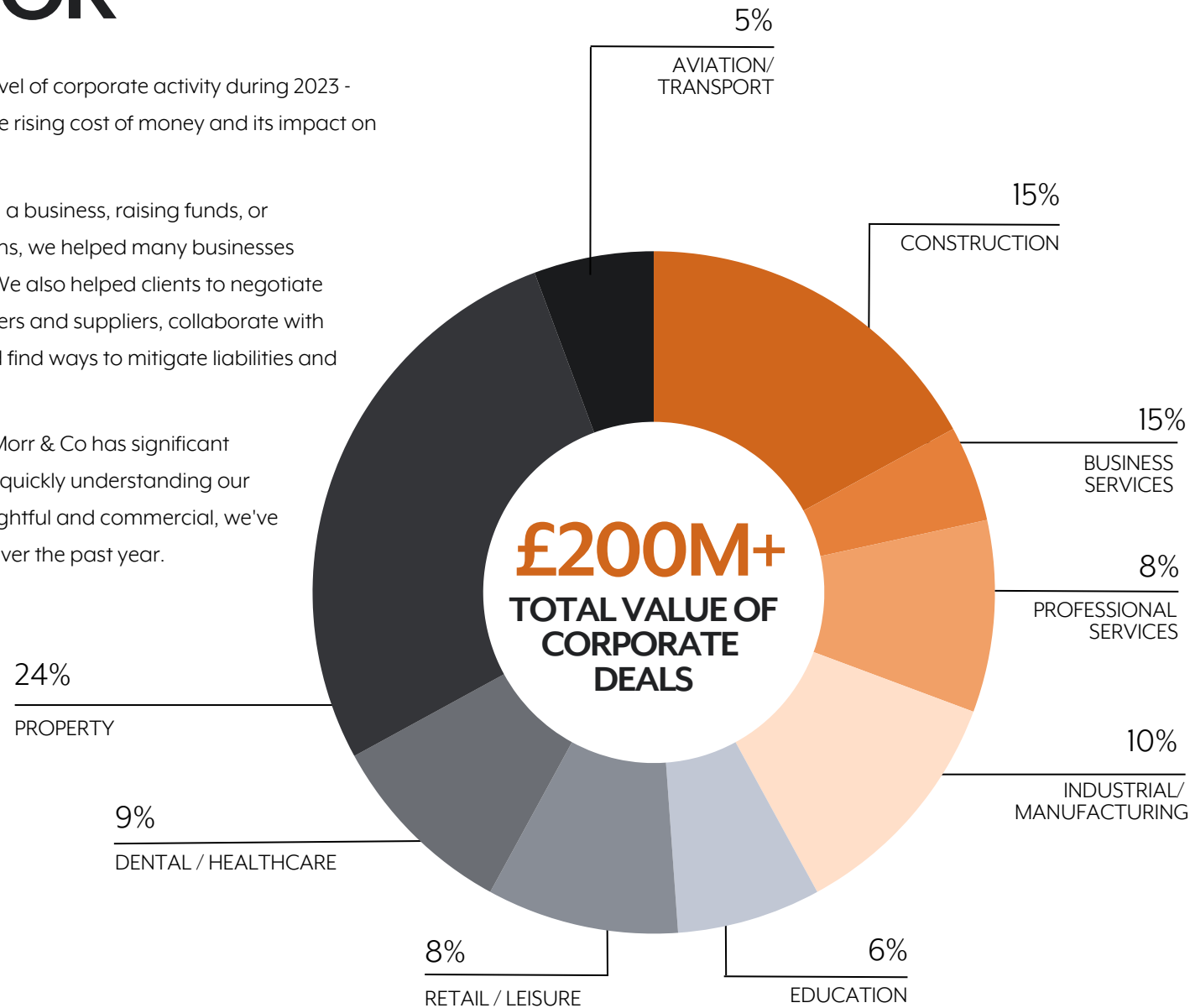
**MORR**  
&  
**CO**

# TRUSTED BUSINESS ADVISOR

We experienced a high level of corporate activity during 2023 - 2024, notwithstanding the rising cost of money and its impact on financing transactions.

Whether buying or selling a business, raising funds, or restructuring organisations, we helped many businesses achieve their objectives. We also helped clients to negotiate better terms with customers and suppliers, collaborate with commercial partners and find ways to mitigate liabilities and quarantine risk.

The Corporate Team at Morr & Co has significant expertise and is adept at quickly understanding our clients' requirements. Insightful and commercial, we've risen to their challenges over the past year.



## KEY TRANSACTIONS



### EOT Purchase of a Large Construction Target

Advised on the high value sale of a 100 per cent shareholding in a large and established construction and building services company to an employment ownership trust. The transaction included complex tax, structuring, and trustee advice, carefully managing the rights of the former sellers and the employee beneficiaries as well as the duties of the new trustees.

**Teams involved: Corporate / Tax / Employment**



### Sale of an Independent School

Advised shareholders of a well-established independent school in relation to its sale to a private equity buyer. The deal required the navigation of complex regulatory, compliance, data protection and employment law issues as well as advice on certain pre-completion steps to implement a structure that maintained appropriate tax efficiencies.

**Teams involved: Corporate / Tax / Employment / Property**



### M&A in the Industrial Gases Sector

Sale of a leading organisation operating a business designing and delivering projects to the industrial gases sector. The transaction involved detailed compliance and regulatory issues, including clearances from two independent governmental authorities.

**Teams involved: Corporate / Tax / Employment**



### Sale of a Pioneering Business Services Provider

Acted on the sale of a highly specialist provider of audit and consultancy services. The target operates in a tightly regulated and politically sensitive area of niche advice to improve efficiencies and make cost savings for private businesses and public bodies within the UK.

**Teams involved: Corporate / Employment**



### Manufacturing and Distribution

We advised organisations operating various manufacturing, engineering, and distribution businesses, from those engaged in the international sale and distribution of printing equipment to bespoke furniture manufacturers. This included a range of M&A (PE and trade sales), EOTs and acquisition finance.

**Teams involved: Corporate / Employment / Property**



### Dental and Healthcare

We continue to provide specialist M&A advice to multiple dental practices and other healthcare providers, in both the independent and corporate sector. During 2023-2024 these included high-value matters with complex deal structures and purchase price mechanisms. Our services are complemented by our considerable expertise in NHS regulatory matters.

**Teams involved: Corporate / Employment / Property**



### Retail and Leisure

We acted for clients across the sector, including pub / restaurant, music, sport, recreation, and home goods. Last year we also advised on the £multi-million sale of one of the largest fabricators of kitchen surface materials in the UK.

**Teams involved: Corporate**

### DEALS INCLUDED

# £50M+

### REAL ESTATE FINANCE & M&A



# 20+ DENTAL HEALTHCARE M&A TRANSACTIONS COMPLETED IN 2023

# £16M OF TRANSACTIONS

### AREAS OF M&A EXPERTISE INCLUDE:

## DENTISTS, CARE HOMES, PHARMACISTS, DOCTORS/GP'S, OPTICIANS, VETERINARIANS

### MIX OF NHS AND PRIVATE PRACTICES

### DEAL HIGHLIGHT

Our Healthcare Team represented the owners of a flagship dental surgery with a large implant practice based in the City, in relation to its sale for £10m to a national market-leading acquirer. The deal involved a lengthy and complex earn out and was, at the time, the largest acquisition undertaken by the corporate buyer.

"As well as appreciating your immense professionalism, we have enjoyed your company along the way, benefitting from your good humour and empathy at a difficult time for us. Thank you very much indeed for your hard work and good judgement."

Managing Director, Global Multi-Brand Manufacturing Group

"Once again thank you both for your speed, efficiency, brainpower... knowledge and application in all of this process."

Corporate client

"On behalf of the shareholders, I would like to express my gratitude to you... for getting us to the 'finishing line' and for the calm, resolute and professional manner in which this has been achieved. It's almost been enjoyable!"

Director / shareholder, property investment company

"Thanks again for ... getting this done so easily and efficiently. It was a painless exercise dealing with you... who needs the Magic Circle?"

Director, International Corporate Travel Company

## ADVISED ON EMPLOYMENT OWNERSHIP TRANSITIONS VALUED BETWEEN

# £3M TO £20M

# £80M+

## TOTAL EOT DEAL VALUE

# SUPPORTING GROWTH

Over the past year we've provided support to our clients on a myriad of corporate issues to support their growth, from investments and strategic alliances to the implementation of incentivisation schemes for management teams.

We continued to advise a broad variety of businesses, from small start-ups, raising funds early in their journey, to mature SMEs operated by owner managers planning for a future sale and the realisation of a life's work.

We also assisted much larger organisations looking to buy and build, along with those seeking advice on how best to manage risk or effectively deploy tax mitigation, trading or exit strategies via reorganisation or restructuring.

## THE CORPORATE TEAM ALSO ASSISTED MORR & CO'S DISPUTE RESOLUTION AND PRIVATE CLIENT TEAMS WITH:

- Corporate solutions to shareholder disputes or contested probate claims involving corporate assets.
- Family Investment Companies for estate planning purposes.

# JOINT VENTURE CASE STUDY

In addition to joint ventures in both the Construction (MEP) and Healthcare (Dental) sectors, Morr & Co advised a listed client in relation to a joint venture in the aviation sector.

The joint venture related to the supply, operation and maintenance of aircraft for the purposes of personnel and equipment transportation. The agreement included put and call options over shares in the joint venture company, the exercise price for which was based on the financial performance of the operational agreement entered into by the joint venture company and the third-party customer, expected to bring in revenues well in excess of £100M.

**Teams involved: Corporate / Employment**

"It's crucial to understand our client's precise objectives, so that compromises are more than compensated for by collaboration."

Advised on

£75M+

**LOANS IN 2023-2024**

Including commercial debt and vendor financing, both secured and unsecured.

As well as advice on non-regulated familial lending to many individual clients to assist them with fulfilling their aspirations to own a home.

Advised on

**EMPLOYEE OWNERSHIP & SHARE INCENTIVES**

Effecting over

250 Employees

**INC. EMI PLANS & GROWTH SHARE SCHEMES**

# Contact

**Farnborough**

01252 590 239  
info@morrlaw.com

**Guildford**

01483 970 140  
guildford@morrlaw.com

**Redhill**

01737 854 500  
redhill@morrlaw.com

**Wimbledon**

020 8971 1020  
wimbledon@morrlaw.com

**Fleet**

01252 590 239  
info@morrlaw.com

**Oxted**

01883 723 712  
oxted@morrlaw.com

**Teddington**

020 8943 1441  
teddington@morrlaw.com

**morrlaw.com**

info@morrlaw.com

**The law firm for business and life**



**Greg Vincent**  
Head of Department



**Louise Fegan**  
Partner



**Catherine Drew**  
Legal Director



**Dalvinder Dhinsa**  
Senior Associate



**Rebekah Sutcliffe**  
Solicitor



**Amber Fraser**  
Trainee Solicitor

**MORR  
& CO**

**our team**