



a Cogital company

# Sale-side tax and structuring advice

Acquisition of an owner-managed business by a listed, global group.



acted for the majority shareholder of a fast-growth UK company that operated a financial services business.

The company provided bespoke advice to major banking clients and had a very high-profile client portfolio which attracted attention from a listed, global group who were interested in purchasing the business.

### The challenge

As an owner-managed business, the majority shareholder vendor wished to remain very close to the sale and structure it in order to maximise the value of the business in a tax efficient manner.

This was an emotive transaction as it was the realisation of significant work coming to fruition and required a sensitive and transparent approach.

### How did Blick Rothenberg help?

We provided proactive and commercially driven tax and structuring advice to our client, keeping him informed of progress and looking specifically at his personal tax situation.

We devised a tax efficient strategy for structuring the sale so that the net value of the realisation was as high as possible with tax risks associated with the transaction minimised.

### The outcome

The business was sold for £45m. Our client was extremely satisfied with the efficient outcome of the transaction and felt involved at every stage of the process.



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