

## We are here to help

### Sale of Go Plant Limited

"We were impressed at the quality and professionalism of their people on the sale of our business. We were delighted with the service we received."

Patrick Tierney - CEO of Go Plant.

### Sale of Titan Travel

"The Harvey Ingram team were vital in securing the best result for us. They were professional in every way and straight forward to deal with, a huge support in a difficult and understandably stressful situation. The negotiation was complex and problematical, frequently throwing up new and unexpected problems, all tackled and solved with a 'can do' attitude - very reassuring in the darkest of moments."

David Wild - Director of Titan Travel.

#### Contacts:

Heidi Hendon  
Corporate Partner  
Harvey Ingram LLP  
T: +44 (0)121 214 1214  
E: heidi.hendon@harveyingram.com

Mat Harvey  
Corporate Partner  
Harvey Ingram LLP  
T: +44 (0)121 214 1202  
E: mathew.harvey@harveyingram.com

## Thinking of selling your business?

### Maximising Value: The Legal Issues

Do any of the following  
apply to you or your business:

- A competitor has made an approach for your business
- The business needs further investment to take it to the next level
- It is time to hand over the reins to the next generation of family or management
- You are considering your future and other opportunities

To **maximise** and **protect value** during a sale you should plan ahead.  
Have you thought about...?

### Shareholder issues

- What are your personal and financial objectives?
- What is achievable?
- Tax planning – can tax be minimised?
- Are minority shareholders on board?
- Are there any conflicting interests or expectations?

### Business issues

- Do you have enforceable written contracts?
- Key employees – are they effectively tied into the business?
- Regulatory and Compliance – will they impact the transition?
- Key Assets e.g. intellectual property, freehold property, fixed assets. Who actually owns them? Are they packaged ready for the sale?