

## Corporate Succession

### You can go Your own way-

#### Effective Exit Planning

#### STANDFIRST

**In a nutshell, we believe that top quality and international expertise along with individual consultancy and a lean structure, are the defining attributes of PrimePartners Business Law Firm. We provide efficient solutions complex transactions and situations that concern all kinds of purchase and sale (M&A), financing and IPOs', split-ups, restructurings and outsourcings.**

PrimePartners have a wealth of experience and expertise, which allows the firm to provide top quality and international expertise, along with individual consultancy and a lean structure for his interests in small/ midcap transactions and financings.

Furthermore, PrimePartners work in partnership with our clients to ensure the best possible result. Together with our local and international business partners, we conduct legal and tax due diligence, draft and negotiate transaction documents (including W&I-insurance and financing) and coordinate multi-jurisdictional matters such as foreign subsidiaries or other assets or business interests. With our experience of more than 80 transactions, we know also how to coordinate the various tracks of SPA negotiation, integration of W&I insurances and transaction financing.

When it comes to exit planning, we are aware of the specifics of transforming family-owned businesses into a state-of-the-art private equity structure. In many cases, the firm have acted on behalf of private equity funds, but we have also acted for sellers too. In such situations, the firm have had to enlarge our role from purely being a legal adviser to one of a business partner, providing advice to the more unexperienced party, and selling his work of a lifetime to ensure that everything is in safe hands and the deal is done through a highly professional manner.

Looking ahead, there are many challenges and opportunities facing Prime Partners in the remainder of 2016 and beyond. Quite often transactions are enhanced with a debt-to-equity swap or roll-over of former shareholdings into a new set-up / SPV or similar financings with a corporate background. As such structures become much more of an issue, it is not sufficient that the deal-counsel add more specialist members to the team, but they should provide a consistent and experienced-backed chief-legal adviser.

Whatever challenges come along, Prime Partners believe that with our experience and expertise we are well-equipped to meet any obstacles that come along the way.

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