



## Corporate

Our Corporate Group in the UK comprises of over 60 legal staff and in view of the size of the department, its client base is diverse and ranges from financial institutions, multi-national corporations and a range of publicly quoted companies (both in the UK and overseas) to well-established private companies, management buy-out vehicles and new ventures.

The department has long had a leading reputation for its transactional work for technology and IP-rich companies, which results in part from the strength of Taylor Wessing LLP's intellectual property department. In addition, there is a strong sector focus in areas such as life sciences, media and entertainment, venture capital (in particular for technology companies) and hospitality, leisure and travel.

**The characteristics of our service are:**

- it is partner led - whilst work is done at the level which achieves the appropriate balance between the experience of the lawyers and costs, a partner will always remain involved
- a pro-active approach - we seek to provide solutions not obstacles, we do not prepare documents in a vacuum and we are not slaves to a precedent system
- a pragmatic approach - whilst always advising our clients as to what we believe to be the best legal solution, we are also mindful that commercial realities mean

that getting most of the way there is often sufficient, we will not argue legal points for their own sake

- a forward looking approach - we appreciate that many transactions are stepping stones to larger ones and we will always seek to highlight any actions which could be obstacles to future expansion. To achieve this approach we seek to ensure that our lawyers have a broad understanding of all of the major types of transactions our clients could encounter.

Our client base ranges from start-ups to fully listed companies, from individual investors to significant investment funds. Many of our clients are based overseas or have overseas parent companies. We are, therefore, well practised in managing transactions involving a number of jurisdictions, not to mention a number of time zones.

## Our practice areas

The main practice groups within the Corporate Department are as follows:

- Corporate finance - advising private and public companies on fund raising including those listed on the London Stock Exchange or Alternative Investment Market. We are ranked top by The Legal 500, 2001 edition for our AIM practice
- Private equity - acting for companies raising first and subsequent rounds of finance and also for investment funds and institutions; including advising on management buy-outs and buy-ins
- Mergers and acquisitions - we advise on the sale and purchase of both private and public companies or their assets; a significant proportion of these transactions are cross border
- Inward investment - we have developed significant expertise advising those wishing to establish a business in the United Kingdom, particularly from the US
- Partnership - we advise those collaborating through partnerships, including those raising funds through limited partnerships
- Competition, regulation and trade - we advise on both UK and EU competition, anti-dumping and merger controls with particular emphasis on Far Eastern and US based clients trading in Europe
- General commercial work - this work ranges from standard commercial contracts to complicated joint venture agreements, from directors' liabilities and responsibilities to corporate governance
- Corporate tax - our tax lawyers regularly advise on the corporate transactions described above
- Share options - we have a very wide experience in advising clients on establishing share option schemes, including what structures are typical within particular industries
- Financial services - we advise on all aspects of financial regulation
- Company secretarial - we have a dedicated group providing company secretarial services.

Alongside our legal practice areas we have developed expertise in a number of industry sectors including in particular:

- TMT - we are recognised as being leading advisers to those involved with the technology, media and telecommunications ("TMT") sectors where we work closely with our colleagues in the Intellectual Property Department, many of whom have worked in the relevant industry

- Healthcare - our clients range from multi-national pharmaceutical companies to those receiving their first round of funding; again we work with our colleagues in the Intellectual Property Department, many of whom have scientific backgrounds
- Advertising - focusing particularly on worldwide acquisitions
- Publishing - acting for both traditional and on-line publishers, again in conjunction with our Intellectual Property Department
- Insurance - advising on acquisitions, broking and regulatory work.

In addition we regularly assist our colleagues in the Finance and Projects, Commercial Property and Insolvency and Corporate Recovery Groups and frequently call on the services of our colleagues who advise on pensions and employment issues.

### What the press says

The team has an excellent reputation in these areas. Accolades from the past include:

#### Top band AIM firm

'... has carved out an impressive practice advising corporates in the TMT sector seeking to raise finance on AIM. According to Corporate Money, the firm acted for more companies in 2000 than any other firm.'

*Legal 500*

#### Mergers and Acquisitions

'... is admired by clients and peers alike for having built a vibrant corporate practice on the back of the firm's broad IP and technology expertise.

The firm has a particularly strong US practice.

A firm to watch.'

*Legal 500*

#### Strongest players

'A strong corporate practice, it advised on £367m of company flotations in 2000, making it one of the strongest players in the market.

*The Lawyer 100*

#### Corporate Finance

'Our research confirms that the group's strategic focus on the TMT sector is considered to have brought dividends to its AIM IPO practice.

US inward investing companies now account for a 6th of the firm's raft of corporate and institutional clients. The team advises across

a range of other sectors including sport, advertising, manufacturing, energy, leisure and education.'

*Chambers & Partners*

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## A legal force for Europe

Based principally in the UK, France and Germany - with an office in Brussels and Dubai, as well as representative offices in Alicante and Shanghai - Taylor Wessing LLP provides the full range of legal services to major corporations, financial and public institutions, growing enterprises and wealthy private clients.

Taylor Wessing has an enviable track record in serving knowledge-based and technology-orientated businesses. A market leader in intellectual property, the firm also has a strong market presence in corporate, finance and real estate.

## Our services

- **Corporate** - M&A, IPOs, Private equity, Tax, commercial law, Inward investment, Funds
- **Intellectual property** - Patents, Copyright, Trade marks
- **Finance & projects** - Banking, Structured finance, Major projects
- **Dispute resolution** - Litigation, Arbitration, Mediation
- **Reconstruction and corporate recovery** - Restructuring, Work-outs, Formal insolvency
- **Real estate** - Investment, Development, Finance, Planning & environment
- **Employment & pensions** - Employee benefits, Human resources, Pensions, Pensions litigation
- **Competition** - EU law and anti-trust
- **Regulatory** - Public law, Financial services
- **Private client** - International asset protection, Tax and succession planning

## Specialist services

Taylor Wessing is happy to advise on all aspects of the transactional process. Examples include:

- Private and public offerings
- Debt, mezzanine and equity funding
- Securitisation
- Mergers and acquisitions (domestic and international)
- Inward investment
- Company start-ups
- Strategic alliances and partnering
- Corporate tax
- Employment and immigration
- Employee incentive/share option schemes
- Life sciences
- Telecoms
- Information technology
- Financial services
- Funds creation
- Licensing
- Competition law
- IP protection strategies
- Outsourcing
- Data protection
- Mediation
- Arbitration
- Litigation
- Property
- Construction and engineering
- Tax planning (domestic and offshore)

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