



WILSON BROWNE
COMMERCIAL LAW

Case Study: Masterpoint Engineering Ltd

The team acted on the sale of Masterpoint Engineering Ltd to its major competitor Keycom Plc for consideration totalling 2.31 million.

Both company's had been major competitors in the market to supply Broadband to students and Keycom had already acquired a number of other businesses which complemented their operations. Masterpoint Engineering Ltd instructed Wilson Browne Commercial Law to represent them in the disposal of their entire share capital.

The deal was protracted and there were a number of changes to the structure of the consideration payments.

The deal took almost four months to complete and resulted in a cash payment of 1.56 million pounds with the balance paid under the issue of loan notes repayable over a twelve month period.

“We had never been involved in the disposal of a business before and so the advice we received from Martin Jackman was invaluable in helping us to understand the process and to make objective decisions which paid off for us in the long run” says Director Ian Bean “we did have a number of highs and lows during the deal but really appreciated the sound legal advice and good humour of the team at Wilson Browne which certainly made things a lot easier for us.”

Wilson Browne Commercial Law specialises in giving advice that is tailored to the individual needs of its clients. The team's approach to transactions will reflect whether they act for a seasoned deal maker or someone new to the process but key to their success is their legal expertise and the backing of years of experience in successfully completing deals of all shapes and sizes.

For more information or to discuss
any merger or acquisition issues
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