

–Let’s talk about

Finance

The Pitmans’ Perspective on: *Finance*

“We have a comprehensive understanding of the banking and finance markets.”

What we do: In our work for clients we provide general banking and finance advice in a variety of specialist areas:

- Corporate lending
- Acquisition finance
- Corporate debt and equity restructuring
- Corporate finance, including joint ventures and equity investment
- Property acquisition, investment and development finance
- Insolvency and restructuring
- Invoice discounting, asset backed and trade finance
- All types of corporate, business and personal security and subordination issues.
- We also help raise finance using our powerful links with funders and financial institutions.
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Who we act for: Clients big and small. Leading banks, financial institutions and corporate borrowers on a wide variety of complex national and international transactions. We have a comprehensive understanding of the banking and finance markets and have approved panel solicitor status with most lenders.

Our expertise: We work together closely as a team. Our reputation for efficiency, reliability and providing practical solutions is supported independently through rankings and commentary in the main Legal Directories.

Our service: Acting for both lenders and borrowers we are able to provide cost effective, sound, sensible commercial advice quickly. Wherever it is helpful to clients to do so, other specialists within our firm - such as our Corporate Finance, Tax, Real Estate, Insolvency and Restructuring and Pensions teams - regularly work alongside our banking team to pool relevant resources. We are also able to draw on international advice from our expanding network of lawyers in Europe around the world.

How we are different: We offer strength in depth. Our thinking is innovative. Our approach is creative and dynamic. We react with flair and negotiate with shrewdness. We pay attention to details, never once taking our eye off the end result.

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Finance - Acquisition Finance

The Pitmans’ Perspective on: *Finance - Acquisition Finance*

What we do: We have extensive banking and finance expertise in the acquisition and leveraged finance market and we help raise finance using our powerful links with funders and financial institutions.

We advise on all funding aspects of domestic and cross-border acquisitions, asset purchases, restructurings, leveraged primary and secondary management buy-outs and management buy-ins. This can include a combination of senior debt, mezzanine debt, loan note finance, deferred vendor payments, bridge finance, asset backed, subordinated and equity funding.

Who we act for: In our target mid-market sector, we advise leading banks, financial institutions, corporate borrowers and trade purchasers.

Our expertise: We assist with deal structuring issues, before and during a transaction. We solve complex issues, practically and commercially. But more importantly, we get the deal completed.

Our service: Partner-led, we work closely with you, your other advisers and with our own specialist teams, including Corporate, Employment, Pensions, Insolvency and Restructuring IT, IP, Real Estate – actively co-ordinating, managing and assisting throughout the entire process. We also regularly involve lawyers from our growing network of International lawyers in Europe and elsewhere around the world.

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Finance – Corporate Lending

The Pitmans’ Perspective on: *Finance – Corporate Lending*

What we do: In our target mid-market sector, our activities range from straightforward unsecured bilateral loan agreements through to more sophisticated bespoke secured funding arrangements. This involves layers of complexity, such as syndication, participation, mezzanine, loan notes and other types of junior finance. Our Banking and Finance team provide a full range of legal services advising on a broad spectrum of general banking and finance issues and transactions, including refinancings, reschedulings, insolvency and work out matters. Using our powerful links with funders and financial institutions, we are also able to assist our corporate clients raise finance.

Who we act for: Leading banks, financiers, corporations and borrowers

Our expertise: We have a comprehensive understanding of the banking and finance markets, with approved panel solicitor status with most leading lenders. More and more our transactions require cross-border international advice. This we are able to provide through our growing network of international lawyers in Europe and elsewhere around the world.

Our service: Partner-led, we work closely with clients and other specialisms in the firm, such as the Insolvency and Restructuring team, Corporate, Tax, Real Estate, Environment, Employment and Pensions. Fully aware of issues involved in any banking and finance transaction, we use our vast experience in this arena to help our clients achieve their goals. We do this by wasting no time providing innovative, cost effective, sensible legal and commercial advice.

–Let’s talk about

Finance – Invoice Discounting

The Pitmans’ Perspective on: *Finance – Invoice Discounting*

What we do: The work undertaken by us includes:

- Advising on proposed funding to assist in a range of transactions for example management buy-outs and business acquisitions
- Providing bespoke agreements with suppliers and customers of the target company to ensure protection to the lender in the event of a default of any of the terms of the facility or the asset, invoice discounting or factoring agreement
- Advising on standard and bespoke finance and security documents to reflect the agreed funding and security arrangements, together with the negotiation of priority arrangements/documents
- Undertaking pre-lend due diligence, such as legal reviews of commercial contracts, existing security interests and proposed facilities
- Distressed debt restructuring and refinancing
- Recovering funds in fraud actions
- Distressed debt corporate recovery, - we help collect book debts before any formal insolvency procedure
- Advise on the appropriate insolvency procedure or strategy to be adopted
- Effect appointments where appropriate with associated services involving enforcement of security and guarantees.

Who we act for: Companies, asset based lenders, invoice discounters and factors.

Our expertise: Our team specialise in issues arising in the provision of all forms of asset based lending, invoice discounting and factoring. Our team of professionals has a wealth of experience drawn from working with an established and expanding client base.

Our service: Whenever necessary, we work with other specialists in the Firm as part of a closed-knit team. This includes dispute resolution, insolvency and restructuring. Our work regularly involves cross-border deals and we service these through our growing network of International lawyers in Europe and elsewhere around the world.

–Let’s talk about

Finance - Real Estate Finance

The Pitmans’ Perspective on: *Finance - Real Estate Finance*

What we do: Our services include:

- Advising on senior and mezzanine debt, loan note finance and equity and profit participation structures
- Assisting with purchasing and funding structures, including corporate acquisitions and joint ventures, sale and leasebacks, LLP and other partnership structures
- Providing advice on appropriate tax structuring including specialist property taxes, such as VAT and SDLT
- Advising on debt and investment restructuring
- Helping corporate borrowers and investors raise finance using our strong links with funders and financial institutions
- Dealing with cross-border Issues
- Insolvency related work including realisation and disposal of assets

Who we act for: National and international banks, other specialist lenders, investors, borrowers, property developers, investors and occupiers.

Our expertise: Drawn from lawyers in our Banking and Finance, Real Estate, Corporate, Tax, Planning, Environment and Dispute Resolution departments, our team is highly experienced in handling the full range of funding for all types of commercial, retail and residential property transactions.

Our service: Partner-led, we apply our vast experience to help clients achieve their goals. We do this by providing innovative, cost effective, sensible legal and commercial advice. Recent real estate financing transactions include acting for:

- A leading bank in its £18.3million funding of a company in its acquisition of a large industrial portfolio of properties based in the Midlands
- A leading bank in its £23.5million secured property investment funding for a London retail portfolio of properties and a large light industrial portfolio of properties
- A large property developer on a multi-million pound refinancing of a joint venture with a major bank involving a debt for equity swap, corporate share buy-out and full refinancing of the remaining debt
- A property investor in the financing of the acquisition of shares in over 70 property trading companies involving complex reorganisations, acquisitions and financing



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