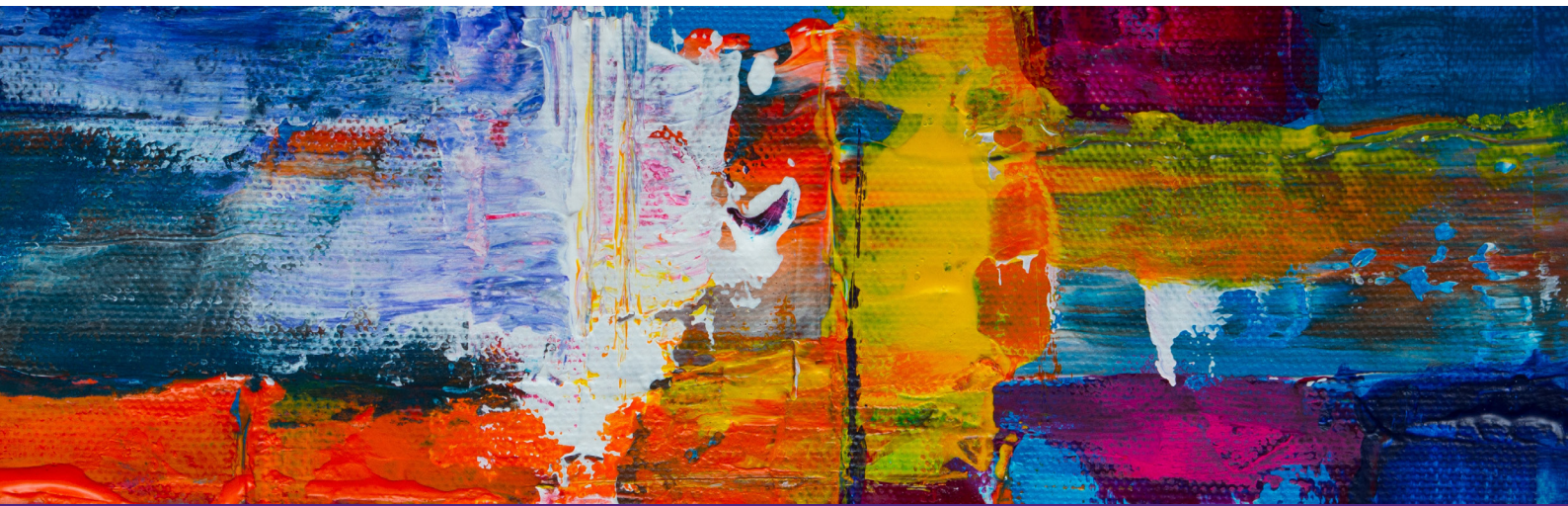


# Pharmacy & Healthcare



## Buy. Grow. Sell. Refinance.

Leading legal advisers in the pharmacy and healthcare sector offering an integrated, one stop approach for contractors and operators.



“

We recently used PDT Solicitors in the sale of one of our pharmacies in Birmingham. Being the first disposal for our company in over 10 years we wanted to work with someone who had vast experience in our field. We found PDT to be very comfortable to work with and they were always on the end of the phone for any matter. An efficient service was provided in all aspects of work from preparing the asset purchase agreements to producing a lease. I would have no hesitations in recommending PDT to anyone dealing with a pharmacy sale or purchase.

Vivek Shah, SPL Corporation Limited

”

“

We faced quite a few difficulties during the transaction, however from the very onset when we were deciding on which firm to use it became clear that PDT were willing to offer a more personal touch, which is something we really appreciate as it's the way we have conducted our business for many years. Therefore, the trust created helped to ensure there wasn't a need for second guessing and we really trusted the advice, guidance and instruction given.

Anand Chavda, Savemain Pharmacy

”

# // Welcome

I wanted to take the time to talk a bit about PDT and our way of doing things which we think makes us different from other law firms.

We work hard at getting things right, not just with the services we provide our clients but also with our staff who deliver these. We want PDT to be a positive experience whether you are a client, potential client, another professional interacting with the firm or those working for us.

We are committed to the development of excellence in service delivery, the growth of genuine sector expertise and the creation of a working environment that supports, encourages and inspires.

We are a firm built on two core principles: to deliver clear, strong commercial advice and to nurture genuine and supportive relationships with our clients and staff.

We work hard. We take time to listen. We become your soundboard. We are ready for all of the opportunities and challenges you face.

We hope you take time to read our brochure. Talk to us. Give us an opportunity to demonstrate what we can do.



**James Clewlow**  
Managing Partner



## **We listen. We care. We support.**

Our aim is to look after you and provide confident, conscientious advice.



## **We have a strong eye for business**

We look to advise not just on legal aspects but also on the commercial factors that impact your business.



## **We act swiftly, without fuss**

We provide speedy, practical, no fuss services within a sensible structured fee proposal.



## **We select our lawyers carefully**

We work hard at developing and supporting all our lawyers to help them develop confidence in the services they provide.



## **We are experienced and considered**

We consistently work on high quality, complex work and deliver measured, clear and relevant solutions.



## **We are there when you need us**

We work with you to get the transaction done and to support you in your business objectives.

# Pharmacy & Healthcare

Buy. Grow. Sell. Refinance.

Pharmacy and healthcare specific advice from first acquisition to retirement sale and group development and expansion.

We have worked in the pharmacy sector for over 20 years. We are recognised as leading legal advisers in the industry and offer an integrated, one stop approach for numerous contractors and pharmacy operators, from single shop owners to independent multiples throughout the UK. Over the past year we have acted on over 30 sales and acquisitions and we regularly find ourselves recommended by the key agents, funders and accountants who operate in the healthcare sector.

We also work in all commercial areas of the dental sector. We advise on both asset and share acquisitions of dental practices for either buyers or seller from initial Heads of Terms through to completion. For those running a dental practice, we also offer dental specific commercial advice on shareholder agreements, partnerships and incorporations.

Our understanding of what matters in the sector gives our clients a competitive edge, and we adopt a collaborative, inclusive approach when working with healthcare professionals, recognising that this pragmatic style helps deliver results for our clients and gives them the support and care in getting the job done.

We have a reputation for offering and providing our clients commercial, practical and timely advice on all aspects of their healthcare transactions.

## We can help you with:

- Share sales and acquisitions
- Asset sales and acquisitions
- Joint ventures
- Finance and security
- Lease renewals and assignments
- Freehold sales and purchases
- Landlord and tenant property portfolio management
- Fitness to Practice
- NHS contract applications and transfers
- Property dispute resolution
- Employment matters

“Working with the property team at PDT was a real pleasure and we look forward to embarking on further projects with them moving forward. PDT were approachable and responsive throughout and their extensive legal knowledge and commercial application were invaluable in negotiating some complex and involved issues and to getting the deal to completion. We couldn't have been happier with the service we received and would recommend PDT without hesitation. ”

Amar Bahra, Managing Director, MIG Holdings Limited

# Pharmacy & Healthcare Team

We have a loyal base of repeat clients who come back time and again, year on year.

We strongly believe that our understanding of the sector allows us to foresee future problems for our clients on acquisitions and disposals, and our experience allows us to deal with those proactively to bring the transactions to a conclusion.

Our true strength lies in our ability to connect with our clients' needs and nurture a genuine relationship built on trust and loyalty. We work in collaboration with our clients, which challenges convention and aims to find better ways of delivering legal services to assist the growth of their businesses and our clients' own success.



**James Clewlow**  
**Managing Partner**  
**Head of Healthcare**

01403 831 229  
jclewlow@pdt.co.uk



**Holly Goacher**  
**Partner**  
**Pharmacy & Healthcare**

01403 831 236  
hgoacher@pdt.co.uk



**Chehraz Fox**  
**Partner**  
**Pharmacy & Healthcare**

01403 831 274  
cfox@pdt.co.uk



**Gail Morris**  
**Partner, Head of**  
**Property Dispute Resolution**

01403 831 258  
gmorris@pdt.co.uk



**Oliver Parsons**  
**Solicitor**  
**Pharmacy & Healthcare**

01403 831 205  
oparsons@pdt.co.uk



**Emily Parry**  
**Trainee Solicitor**  
**Pharmacy & Healthcare**

01403 831 218  
eparry@pdt.co.uk



**Laura McMaster**  
**Senior Associate**  
**Employment**

01403 831 239  
lmcmaster@pdt.co.uk

“ So reassuring to have PDT on our side. Their performance exceeded our expectations. ”

Glyn Williams, (Former) Managing Director  
DT Williams, Pharmacy Group



# Recent Work



## Acquisitions

- Purchase of the shares in a high street pharmacy, with a complex funding structure and value of £1.85m
- Purchase of a second dental practice as part of an ongoing expansion for £2m
- Acquisition of 10 pharmacy businesses as part of a disposal by a major high street pharmacy operator for a combined value in excess of £3m
- Acquisition of dental practice for first time buyer with a value of £1.45m
- Acquisition of 50% of shareholding in pharmacy company operating from five locations with a value of £2.6m
- Instructed on five acquisitions of Boots pharmacies, as part of Boots national disposal programme with a combined value of £2.4m
- Pharmacy acquisition that concluded during the Covid pandemic at a time of heightened activity for the pharmacy sector with a value of c £1.75m
- Complex share purchase agreement taking company out of a group of companies operating a number of pharmacies at a value of £1.3m
- Complex purchase of pharmacy business with Post Office with a value of £1m
- Acted for a first-time buyer in their acquisition of a pharmacy business and freehold premises with a value of £1.5m
- Advised MIG Holdings Limited on acquisition of First Mainland Opticians



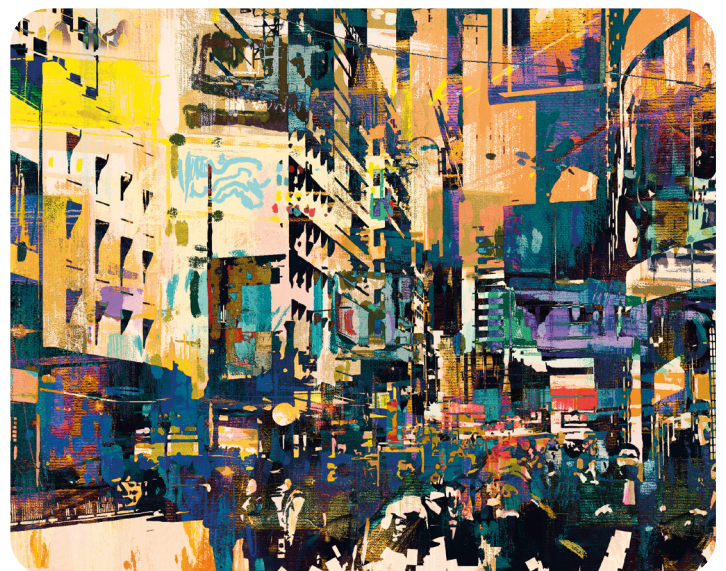
## Refinance

- £6m refinance of a group of 9 pharmacies
- Refinance of a pharmacy group of 25 pharmacies in excess of £9m



## Disposals

- £6.5m retirement sale of high street pharmacy to a major pharmacy supplier
- Retirement sale of dental practice which had been in the family for decades at a value of £1m including sale of freehold
- Retirement sale of multi-site Pharmacy with a value of £4.2m
- Sale of pharmacy company operating two pharmacies, one from a health centre location and the other in the high street with a value of £1.8m
- Sale of multi-shareholder company with a grant of a new lease with a value of £1.4m
- Disposal of shares in two companies with pharmacies in London with a combined value in excess of £1.6m
- Retirement sale of shares in pharmacy company in South East with a sale price of £1.2m
- £4.5m share sale disposing of a group on a retirement sale
- £3.5m group share sale
- £1.1m share sale in the restructure of a pharmacy group



Corporate Law & Deals Investment Shares Mergers & Acquisitions Buy-ins  
Buy-outs International Business Corporate Restructuring Corporate  
Finance Debt Refinancing Strategic Advisory Work Commercial Services  
Terms of Business Commercial Documentation Commercial Agreements  
Research & Development Agreements Data Protection & GDPR Intellectual  
Property Commercial Real Estate Acquisitions & Disposals Development &  
Regeneration Planning & Construction Property Investment Secured Finance  
Insolvency & Corporate Restructuring Insolvency Investigations Administra-  
tion & Receiverships Individual Insolvency & IVA S Liquidation & CVA S Directors  
Disqualification Debt Collection Corporate & Commercial Disputes Contract  
Disputes Partnership Disputes Property & Land Disputes Employment Law  
Monthly Support & Advice Packages Management and Health & Safety  
Training Employment Dispute Resolution Documentation Contracts Settlements  
Corporate Law & Deals Investment Shares Mergers & Acquisitions Buy-ins  
Buy-outs International Business Corporate Restructuring Corporate  
Finance Debt Refinancing Strategic Advisory Work Commercial Services  
Terms of Business Commercial Documentation Commercial Agreements  
Research & Development Agreements Data Protection & GDPR Intellectual  
Property Commercial Real Estate Acquisitions & Disposals Development &  
Regeneration Planning & Construction Property Investment Secured Finance  
Insolvency & Corporate Restructuring Insolvency Investigations Administra-  
tion & Receiverships Individual Insolvency & IVA S Liquidation & CVA S Directors  
Disqualification Debt Collection Corporate & Commercial Disputes Contract  
Disputes Partnership Disputes Property & Land Disputes Employment Law  
Monthly Support & Advice Packages Management and Health & Safety  
Training Employment Dispute Resolution Documentation Contracts Settlements



Contact us to discuss how we can help your business.

01403 262 333 | [www.pdt.co.uk](http://www.pdt.co.uk) | [law@pdt.co.uk](mailto:law@pdt.co.uk)  
Authorised and regulated by the Solicitors Regulation Authority