



ENTREPRENEURIAL  
BUSINESS LAWYERS

# CONTENTS



About Us	5
Our Values	7
Our Client Charter	9
Our Network	11
How We Can Help You	13
Our Expertise	15
iDeals	17
Fixed Fees and Transparency	19
Contact Us	21
Offices	22



Being awesome!

# ABOUT US



We are an award winning independent commercial law firm with offices in London and Edinburgh. We are specialists in corporate transactions with a particular focus on investment, technology and high growth. Our experienced team, based across the UK, regularly advise on complex matters which allow businesses to scale up and operate on a global basis.

We completely understand the challenges and risks of scaling up and growing a successful business. We have done this with our own firm and have over the years launched other businesses where we have taken a risk, made an investment and agreed to be the first customer. This has shaped our values and our culture. We are entrepreneurial in the way that we work and this involves us giving you high quality and practical advice with a real focus on value add.

It is not just about the transaction, it is about our long term relationship with you and what we can do to help you succeed. We are in it for the journey and we look forward to working with you.



As lawyers and advisors they go above and beyond and ensure a level of support that I've not seen surpassed. Across complex negotiations with global businesses they are able to focus on the required outcomes and ensure an agreement that works for all - in a timely and effective manner.

Doing the right thing



# OUR VALUES



We are bound by a set of core **Values** which embody who we are and how we do business:

- **Driving excellence**

We have a passion for supporting talent and providing constant excellence in all aspects of what we do, whether that be technical legal work, project management, deal initiation, negotiation, service delivery and responsiveness. We support and help our clients and staff to reach their full potential.

- **Connecting people**

We take a real interest in our clients and know that the right connections and introductions made at the right time can really help their businesses succeed. Looking out for our clients and making these connections is part of our DNA. Our specialist sector knowledge and networks are here to support business growth.

- **Making it happen**

We are a solutions focussed business that adopts a commercial, practical and dynamic approach to get transactions over the finish line and secure results in relation to specific challenges and problems. Using our specialist sector knowledge and expertise, we work effectively and efficiently to make things happen in a way that suits our clients.

- **Doing the right thing**

We work with clarity and honesty as part of helping our clients obtain the best possible solutions for their businesses in an environment where all actions come under the spotlight. We offer a guiding hand as an independent and trusted adviser to help ensure that when faced with difficult choices and challenges our clients take the right path and make the right decisions.

- **Being awesome!**

We strive to be awesome in everything that we do and want to help our clients and their businesses to be awesome too!



MBM are a refreshingly different law firm to work with. They have a 'Silicon Valley' feeling about them and I think a lot of that boils down to their total focus on finance and tech. Their values were built around that expertise and they take them very seriously whilst not taking themselves too seriously.

Driving excellence





# OUR CLIENT CHARTER



Our value-add and innovative approach to client service is embedded in our culture and reflected through our **Client Charter**:

- We will deliver our services with an entrepreneurial spirit and will always see the potential in your business
- We will be friendly, responsive and easy to work with
- We will make sure we understand your priorities and end game
- We will provide practical advice with a focus on value-add and never make your challenges harder
- We will provide our services at competitive prices
- We will be transparent on costs and provide you with a fixed fee wherever possible
- We will be committed to helping your business succeed



So why do I like working with these guys? It's three things really:

- They share the entrepreneurial 'can do' spirit of their clients and so are fun to work with;
- They deliver the goods – on time and on budget;
- Their transactional judgement is sound and entirely practical.





Connecting people

# OUR NETWORK



We have a focus on adding value by connecting you and your business to new people and markets. We are committed to helping your business succeed and making the right connections and introductions is part of our DNA. Our specialist sector knowledge and networks are here to support the growth of your business.

Over the years we have built up a network of key contacts and investors who all work in and support the entrepreneurial ecosystem. This network extends beyond the UK, to the US and international markets. On many of the transactions we have worked on, we have helped to initiate the deal by an introduction to an investor or key member of a management team.



MBM have been fantastic. They have worked hard to open doors for us and introduced me to our investors. They have then worked hard to keep our investment deal on track, ensuring that it completed quickly and on budget. They were completely pragmatic and very knowledgeable. They are the 'go to' firm for funding and tech deals.

Making it happen



# HOW WE CAN HELP YOU



- **Start** We are pre-eminent advisers in the early stage market and work hard to equip our entrepreneurial clients for starting up and climbing the growth curve
- **Raise** Raising funds is critically important for any company that is in growth mode. We specialise in investment raises, from Seed to Series B, and can help you do this efficiently, allowing you to focus on the business itself
- **Invest** Equity investment is at the heart of our business. We regularly set up tech investment funds and act for investor groups and institutions with angel and venture capital investments into entrepreneurial and high growth companies
- **Employ** We can help you with the ever-changing maze of employment law and HR issues, including the employment aspects of corporate transactions
- **Restructure** Sometimes a company just needs a pivot to stay on track. We can represent you at the negotiating table and are particularly experienced in advising directors on their duties
- **Sell** We love the fact that we act for clients from their initial investment through to a successful exit. We act for entrepreneurs realising years of hard work in the most important transaction of their career, often involving an international or listed buyer and a variety of other stakeholders
- **Buy** Whether strategic or opportunistic, working with buyers of businesses is one of our key skill sets. We provide quality commercial and strategic advice, however complex the deal. We have a wide range of diligence providers who can help, including patent attorneys and regulatory compliance experts
- **Create & Exploit** We can help with all aspects of the protection and exploitation of intellectual property rights, data, trademarks and patents, including the drafting and negotiating of significant contracts, often with an international dimension
- **Resolve** We will support you and fight your corner when bringing and defending disputes. We deliver pragmatic, balanced and sensible advice to minimise the impact on your business
- **Board & Compliance** Businesses face increased compliance issues. We can help implement key compliance obligations under company law, enabling you to focus on building your business
- **Tax** Our experienced tax advisers work very closely with our corporate lawyers and any other external advisers to provide a seamless corporate tax service
- **Property** Whether you're an investor, developer, owner or occupier, we can advise on your property transaction from beginning to end, getting the best deal possible for you and your business
- **US** Navigating the US legal environment can be complex. We have in-house expertise and knowledge of the US market to support clients in corporate and commercial transactions





Being awesome!

# OUR EXPERTISE



We are market leaders and sector specialists in advising on investment deals and tech companies. A core area of expertise is advising the founders of tech companies on the start up, scale up and globalisation phases of their journey. We are also highly rated for our financial claim work.

We are often involved in complex transactions involving multiple investors and cross border issues. Many of these deals are US deals and we have a team of US attorneys who will be pleased to assist.

In terms of our tech credentials, we have a large team that can advise on a wide range of technology contracts, data and intellectual property issues – contentious as well as non-contentious. We have solicitors with second degrees in intellectual property and technology law, as well as trademark and patent attorneys within the team, meaning our expertise is much wider than most other firms.

In terms of our finance credentials the firm is heavily involved with investment funding deals including angel, crowdfunding, venture capital and private equity.

Our financial claim work often involves complex claims against banks and other financial institutions, and we were recently ranked by The Times for our expertise in this area.

We have clever people, many of them double graduates, with a 'can do' focus who think outside the box and work in an environment where entrepreneurial thinking and problem solving is essential.

## Specialisms:

- Entrepreneurship
- Scaling up
- Going global
- Funds & funding
- Financial claims

## Industries:

- Technology, media & digital
- Engineering
- Fintech
- Life sciences & healthcare
- Food & drink
- Manufacture & retail
- Real estate & renewables





Driving excellence



We work with many clients who are going through significant growth – either by investment, acquisition, or international expansion. Some of the recent deals we have been involved in include:

## Investment Deals

[DirectID](#) €9 million investment from the Ingka Group

[Celtic Renewables](#) >£40m equity and debt raised by Crowdcube, Scottish Enterprise and Private UK & US investors

[Deep Branch Biotechnology](#) €8 million Series B equity Fundraising

[Strathberry](#) £8m investment from BGF

[Kick ICT](#) £8.7m investment from BGF

[Indinature](#) £3m investment from Scottish National Investment Bank

[Roslin Technologies](#) Formation and £10m funding of Roslin Technologies Limited joint venture

[Zumo](#) £4.4 million investment from multiple investors

## Acquisitions

[Qikserve](#) acquisition of Preoday

[Kangaroo Self Storage](#) acquisition of Smart Storage

## Sales

[Daxtra Group](#) to US Private Equity House, Strattam Capital Inc.

[Evotix](#) to US acquirer SIA360 Inc.

[Squint/Opera](#) Sale to US Digital Agency, Journey

[Roylance Stability Storage](#) Sale of company to US Corporate Buyer, Infinity Biologix LLC

[Cogbooks](#) Sale to Cambridge University Press

[Safe Obstetrics](#) Sale to US Corporate Buyer, CooperSurgical Inc.

[Quorum Cyber Security](#) PE investment into and sale of company to Livingbridge

[Tag Games](#) to US Interactive Company, Scopley, Inc.



It's a good feeling when you see your lawyer keeping the other side on their toes – that's when you know you're in good hands.

An aerial photograph of a person in a yellow kayak on a deep blue body of water. The kayak is positioned at the top center of the frame, moving downwards. It leaves a trail of white, frothy wake behind it, which forms a series of concentric, elongated ripples that spread outwards. The water's surface is textured with these ripples, creating a sense of movement and depth. The overall color palette is dominated by the deep blues of the water and the bright yellow of the kayak.

Doing the right thing

# FIXED FEES AND TRANSPARENCY



We will be completely upfront and transparent about our fees. Almost all of our transactional work that we undertake is based on fixed fees. This helps to ensure that you can budget accordingly, that you don't have to worry about surprises and we can just get on and help you with your transaction and focus on getting your deal done.

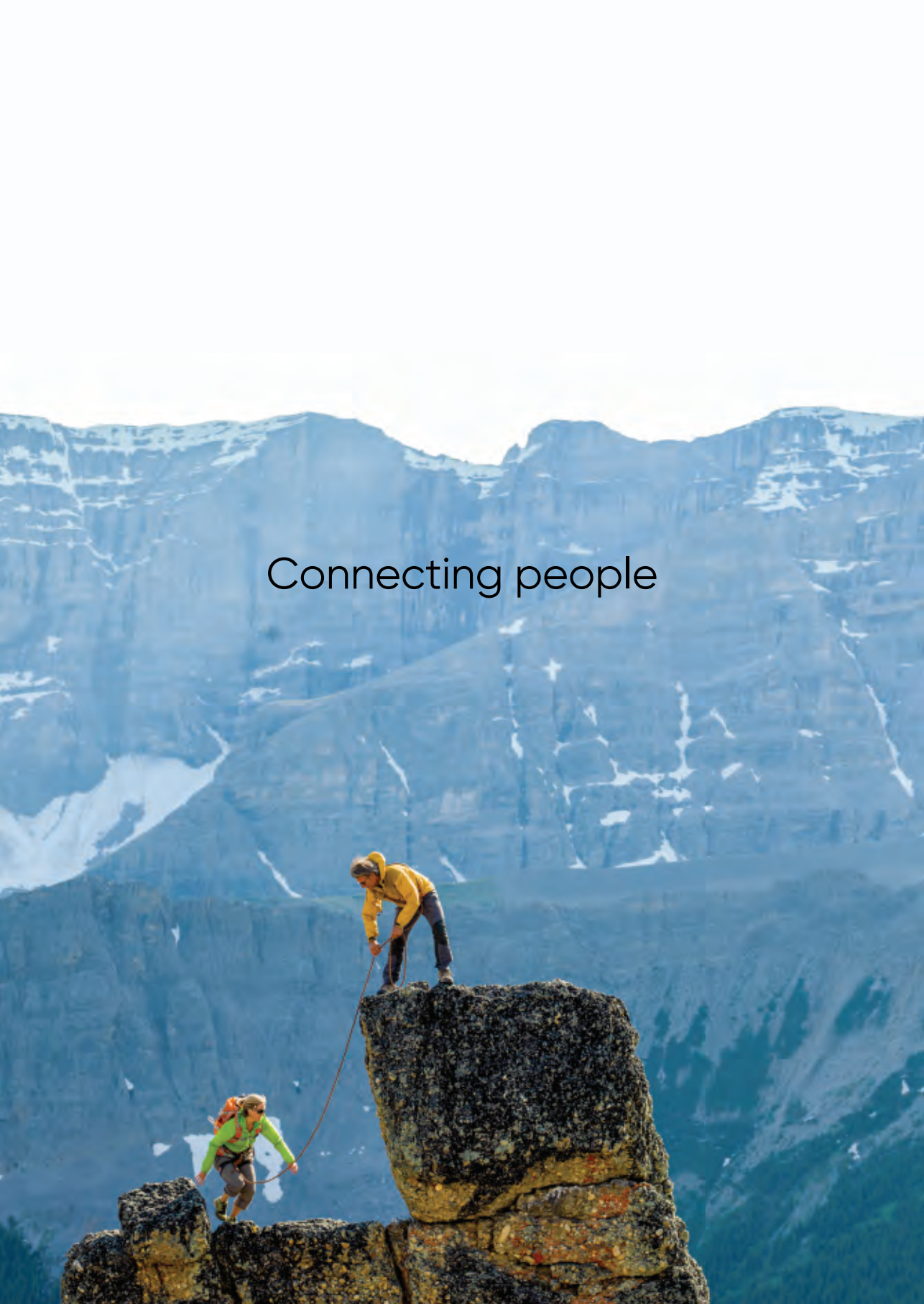
In some transactions we will scope out the transaction with you and build the fixed fee around how you see the transaction unfolding and what you want us to do. We can add in fixed fee building blocks to accommodate add-ons that may or may not be needed. We can also add in fixed fee ranges if you prefer that or even give you fixed fees for a specified number of negotiations. It is up to you and we will work with you to come up with a clear scope of engagement that you are happy with and a fixed fee arrangement that meets your requirements.

The key thing is that we are flexible and we can agree a fee arrangement that fits your specific business requirements. We will always be transparent and keep you fully informed as your transaction or matter progresses.



MBM have acted for us for many years. They have been helpful, pragmatic, diligent and above all professional with the transactions they have handled – and they invariably complete the process on time and on budget. It should also be said that they work hard to add value to what we are doing without looking for additional fees – a great benefit to us.

Connecting people





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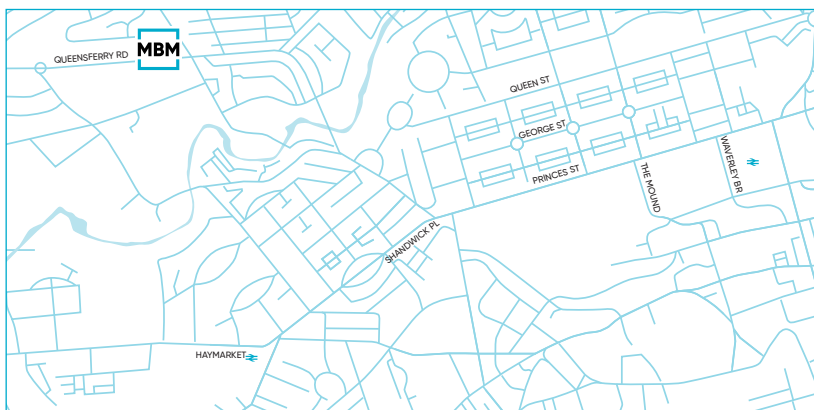
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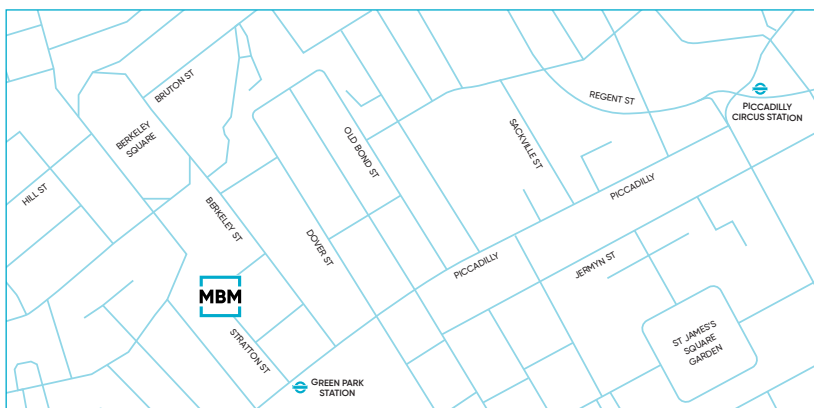
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