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04	About Carter Bond
05	Our approach
06	Why Us
10	Dental & Optical Practices
12	Pharmacies
14	Care Homes
15	Nurseries
18	Case Studies
20	Get in touch

“This is a firm that walks with you and holds your hand all through the process. **Get an answer to any queries at anytime!**”

Anthony Fatusin (Pharmacist)  
Director, Antonees Limited

Please note: The experience listed throughout this brochure may include examples of work completed by lawyers prior to joining Carter Bond Solicitors.

## ABOUT CARTER BOND

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When it comes to buying or selling a healthcare business it is critical that you work with specialist healthcare solicitors who have experience managing the intricacies of the process, who understand the regulations, the timelines and are with you every step of the way.

Our fees are transparent, our services are always partner led, and through our constant contact process (we don't charge for this by the way), our clients are kept informed weekly or even daily (if preferred) so they feel in control of the progress at all times.

Above all else, we take the time to understand your business and your objectives to put together a team and a service tailored to you.

## HEALTHCARE HIGHLIGHTS

In the last few years alone we have assisted clients in buying and selling dental practices with an aggregate value exceeding £70m

We have assisted over 800 pharmacy owners to either buy or sell a pharmacy business

## TREATING CLIENTS THE WAY THEY WANT TO BE TREATED

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Many firms don't realise that what clients want from their lawyers is the same treatment that any one of us would desire from our professional advisers:

- Someone who is trustworthy and reliable;
- Someone who has the skills and knowledge to advise on the solution; and
- Someone who is available when needed.

Our job is to always obtain the right outcome for our clients by providing the highest quality legal advice. We don't just present you with the legal options and tell you to make a choice, but we provide recommendations based on our expertise allowing clients to lean on us and truly rely on the advice they pay for.

Our aim is to ensure that our clients always feel informed and in control of their matter.

This is why we provide our clients with regular updates whenever they require so they aren't left guessing. We also ensure that our costs are fully transparent so clients are never concerned about how fees are spent.

## CITY QUALITY, OUTER CITY FEES

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As the world changes, professionals in our society are realising that lifestyle is as vital to them as income. We are the lucky ones who have hand-picked lawyers who can provide the best quality advice but at outer City costs. Our offices are in North West London, which may not be in the City's centre but at the same time this gives us two key advantages to set us apart:

1. It allows us to charge our clients for what they pay for, our advice NOT our office space.
2. Our staff save time and hassle on commutes which translates into a healthier working environment and more friendly and timely advice delivered to you.

ALL our lawyers have previously worked in large City-based law firms and continue to practise and offer the same high level of service they provided to clients in the City, but without the pressure and demands often dictated by City law firms. This allows us to be competitive on our fees without compromising our service.

We have made smart decisions about the way we operate, so you can trust us to help you make smart decisions about your matter.

All in all, our clients win, which is the way we like it.

## PARTNER LED

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Unlike many law firms when we say a matter is partner or barrister led, we mean partner or barrister led.

When clients work with us, they get constant access to the lead on their instruction. Yes, we also have a team of solicitors and juniors who provide support on for some of the groundwork and necessary research required by our clients, where it makes financial sense to the client for us to do this.

We provide constant contact at no extra cost as part of our service as most of our lawyers have their own business, so they know first-hand how important having a proactive, responsible and trusted adviser on their side can be.

“They managed to complete in 10 days what usually takes 2-3 months.”

Omer Mustafa  
Director, PMD Ortho Ltd

OUR KNOWLEDGE & RESOURCES  
ARE YOURS

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All our clients benefit from the same high level of care and attention whether the instruction is big or small.

At the outset of each matter, we discuss the entire process with our clients, including the costs, potential outcomes and issues associated. This is to ensure clients are fully aware, knowledgeable and are in control always. Supporting and ensuring we provide the highest level of services, we offer our constant contact process with the partner or barrister leading your file, a document log in for matters which are for larger and more complicated instructions and on-going support post transaction should our clients require it.

Our aim is not just to get the work done, but to make our clients' lives easier as we do it, which is why we ensure that our clients have regular access to the resources they need from us.

PROACTIVE CONTACT

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Many ask us 'what's different about you?' and we like to reply, 'because we go the extra mile'.

We see our work as building and maintaining good business relationships rather than just earning fees. How we do this is by keeping in constant contact with our clients and intermediaries. From pre to post instruction we ensure that our clients are informed of all legal issues that may impact their business and therefore lives. That is why we provide daily or weekly updates to ALL of our clients whether there is anything substantive to tell them or not (we don't charge for this, we just see it as part of our service). We like our clients to rest peacefully knowing that when we are instructed, and we say 'we will take it from here' they know we mean it.

“From buying a chemist, selling a chemist, and buying properties, Carter Bond have always given a five star service.”

Chandrakant Patel  
Director, Bhudia Limited



If you are planning on buying or selling a dental practice, you will need some expert help to guide you through the process.

It is likely to be one of the biggest transactions you ever complete and therefore essential to make sure you have been advised on every aspect. Dental school will have prepared you for clinical treatment, not the intricacies involved in the acquisition or disposal of a practice. We can provide the expertise you need to make sure all relevant elements are fully included in the due diligence. This includes transfer of existing staffing, the terms of any NHS contracts currently in place, whether there are any past disputes or issues you need to be aware of, all of which is then ultimately documented in a sale and purchase agreement that separates the practice's liabilities clearly between the period of the buyer and seller's ownership.

We are also well-equipped to prepare the appropriate partnership agreements between buyers and sellers in order to transfer the dental services contract and Care Quality Commission registration (if any).



Like other types of healthcare business, there are many regulatory considerations when buying or selling an optical practice.

If you're buying it's important to ascertain the reason for the sale (e.g. is it retirement or insolvency?), whether the business is financially viable and if there have been any breaches or compliance issues. Our legal expertise can assist with all areas of the sale and purchase, and we can advise on relevant legislation relating to the Transfer of Undertakings (Protection of Employment) Regulations 2006 and the NHS General Ophthalmic Services Contract.

Due diligence prior to the sale should be robust enough to identify any potential issues, which will then need to be negotiated in the sale contract. We have a well-equipped team that can progress all aspects of the transaction in parallel so that you as a client have comfort in knowing that your sale or purchase is in good hands.

"We have used Carter Bond on a number of occasions. Reena and her team were invaluable when we first opened our clinic and have been available for help and advice ever since."

Dr Minal Madhvani  
Director of Better Health Clinic



“Their knowledge about the pharmacy market was profoundly demonstrated.”

Tasawer Swindon & Kelly Osadolor  
Pharmacists, Bradford

## PHARMACIES



Buying and selling a pharmacy is very different than acquiring a general business, as there are a variety of issues to consider.

For example, the due diligence exercise will comprise technical aspects such as reviewing copies of the pharmacy's FP34s and other schedules of dispensing payment records to more practical considerations like whether “the pharmacy has measures in place to prevent burglaries?”

Our expertise can help you to navigate the relevant considerations that arise with this type of purchase or sale, including the transfer of ownership and any NHS contracts currently in place.

Our specialist legal advice covers the commercial aspects of a pharmacy purchase or sale, plus regulatory processes, pharmacy law and due diligence. The sale or purchase of a pharmacy is subject to much more stringent requirements than a simple property or general business sale, but we ensure that every element is properly considered so that your sale or purchase is seamless.

We have advised overseas investors acquire and seize opportunities in the UK care home sector



Are you planning to buy or sell a care home? Owners of care homes need to be registered with the Care Quality Commission, a process which typically takes 10 weeks.

We can help you with this and all other regulatory requirements to ensure that every legal aspect is properly addressed during the transaction.

In addition to TUPE obligations (which is the transfer of employees on business sales), you will need to consider whether there are any restrictive covenants on the property and how other assets will be transferred. We will also prepare a bespoke sale and purchase contract that is fair for buyers and sellers alike, ensuring that there is a clear line drawn between the parties regarding their respective rights and obligations.

Our legal expertise and experience in the care home sector will help you to navigate all of these challenges, and more, to complete the sale or purchase smoothly.

“I would like to thank you for all your hard work, you are extremely efficient and professional and clearly work very long hours! I feel very lucky to have chosen you and I am extremely grateful.”

Charlotte Patterson  
Stepping Stones Nursery School  
(Froxfield) Ltd



When you are either purchasing or selling a nursery, the transaction is subject to a number of regulatory requirements that you will need to consider.

For example, for buyers, care must be given to reviewing the nurseries' safeguarding policies and other standard operating procedures. Meanwhile, for sellers, it is important to ensure that the way in which the nursery manages the data it processes is compliant with data protection law. Notifying parents of the ownership change is also a sensitive matter and must be dealt with delicately to provide reassurance that the nursery will continue to be run well even after the intended transaction.

The acquisition of a nursery also requires OFTSED approval, which can take time, all the while requiring the parties to ensure that daily operations remain uninterrupted while the transaction undergoes regulatory approval. We provide advice on what needs to be considered for both small daycare settings and large nurseries, and ensure the final contract is watertight and ties up all the different threads of the transaction, in order to provide a smooth and successful handover between the buyer and seller.

In the last few years we have completed £750m worth of pharmacy, dental, care home and nursery transactions.

Acted for an Indian Pharmaceutical company in a £multi-million acquisition of a UK pharmaceutical company.

## CASE STUDY

### Carter Bond assists with the acquisition of W9 Dental

Acquiring a first business is usually just as stressful (if not more) than buying a first home. Acquiring a first dental practice, though, goes to another level.

In addition to the standard due diligence, business purchase and lease requirements, dental practice acquisitions require perfectly timed notifications and consents from the CQC and NHS Local Area Teams, to ensure that the new business owners can integrate into the dental practice without interruption to the day-to-day business. Care also needs to be taken in transferring the business' General Dental Service contracts which require a partnership agreement to be prepared between the outgoing dentists (the sellers) and the incoming dentists (the buyer).

Add in the need to split the property title of the dental practice premises and there's enough loose threads to knit a Christmas jumper.

Despite the complexities that needed to be overcome, we were delighted to guide Dr Rishi Nagaria and Dr Shivani Shah for their dental acquisition. It is a testament to the work that was done and the relationship we built that we have worked with the happy couple on a number of matters since then.

Our work for Dr Rishi and Dr Shivani represents everything that Carter Bond hopes to achieve when working with its clients on the deals that matter to them.

**“We used Carter Bond Solicitors on the recommendation of a friend and have not looked back since. From start to finish, Reena and the team handled our transaction with the utmost professionalism. They were always on hand to provide help and advice and every point of the journey; couldn't have asked for more”**

Dr Rishi Nagaria and Dr Shivani Shah  
Directors of W9 Dental

## CASE STUDY

### Carter Bond corporate team advises on pharmacy sale

A corporate transaction, especially a healthcare related one, has a number of simultaneously moving parts.

The best way to tackle the project and ensure it is handled smoothly is to identify each aspect at the outset and work out a plan for progression.

For our client's pharmacy sale, we assigned one solicitor to the business side of the transaction, and another one to the property side. This allowed us to negotiate and finalise both legs of the transaction in parallel so that our client's intended completion date could be achieved.

We continued to collaborate internally, incorporating each of our solicitors' experience into the draft documents so that the business sale agreement had addressed the property considerations appropriately, and the lease we were preparing took into account our client's commercial objectives.

We achieved a great outcome for our client in the end, by successfully completing his pharmacy sale, and granting a new lease to the incoming buyer with our client as the landlord, so that our client had the benefit of both a lump sum payment at completion, and recurring rental revenue for years to come.

**“Carter Bond handled our matter with professionalism and diligence; they were an incredibly well-resourced and friendly team. We are incredibly grateful for Reena's help with the transaction, and we would strongly recommend this firm. Thank you very much.”**

Virendra and Smita Patel  
SVR Chemist

GET IN TOUCH

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