

Specialists in pharmacy law

We provide a complete legal service
for independent retail and community
pharmacies

Speak to us today

ANSONS
Solicitors



Our team



Hilary D'Cruz
Director

Hilary is a director of the corporate team. Known for her ability to negotiate hard and progress transactions through to completion. She specialises in advising owner managed pharmacy businesses through the acquisition and exit process. Hilary is known for her 'exceptional commercial awareness' which was highlighted in the Legal 500.

T 01543 431 188 **E** hdacruz@ansonssolicitors.com



Neil Jones
Director

Neil is a director of the corporate team, known for his thoroughness. A tough negotiator but always with an eye on the commercial deal. Known to remain 'in the driving seat' throughout the process, Neil also trained as a pharmacist.

T 01543 431 184 **E** njones@ansonssolicitors.com



Jamie Gill
Associate

Jamie is an associate solicitor in Ansons pharmacy legal team with experience in both pharmacy sales and purchases. Jamie assists Hilary and Neil on their larger transactions as well as handling his own caseload.

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What we do

Ansons is a niche commercial firm with a special expertise in pharmacy sales and purchases and has an established history of servicing the legal needs of owner managed pharmacy businesses both large and small.

Our pharmacy clients often find that non-specialist firms do not have the expertise to act for them on pharmacy sales and purchases, whilst on the other hand larger firms do not see these transactions as a priority and therefore do not always provide the best quality of service or value for money.

Ansons has structured itself to fit this market niche with a team of experienced, technically able and pragmatic lawyers.

As a firm we are large enough to have the expertise and experience that you need, but are small enough to offer an efficient senior lawyer led service at very competitive rates.

Whether advising independents or multiples, Ansons provides a complete legal solution. We also have links to a number of pharmacy and healthcare regulatory lawyers.

Specialist help

Ansons provides an experienced pharmacy legal solution to deal with both the sale and purchase of pharmacy businesses. We have been acting in the market for over 10 years and last year carried out over 35 pharmacy transactions.

As an expert in pharmacy transactions, Ansons understands the issues pertinent to pharmacy businesses and can lead you through the transaction process with the minimum of fuss.

Any experienced pharmacy broker will stress the importance of ensuring that you have the right legal team on board for your transaction.

Ansons is the prescription!

Our most recent transactions include:

- The acquisition of a 12 site pharmacy group in Wales for in excess of £6 million
- The acquisition of a London based pharmacy for in excess of £3.5 million
- The acquisition of two pharmacies in Lancashire and Yorkshire from a major pharmacy chain for in excess of £3 million, including management agreements
- The disposal of a pharmacy in Exeter for in excess of £1 million
- The refinancing of a pharmacy in Berkshire for circa £2 million

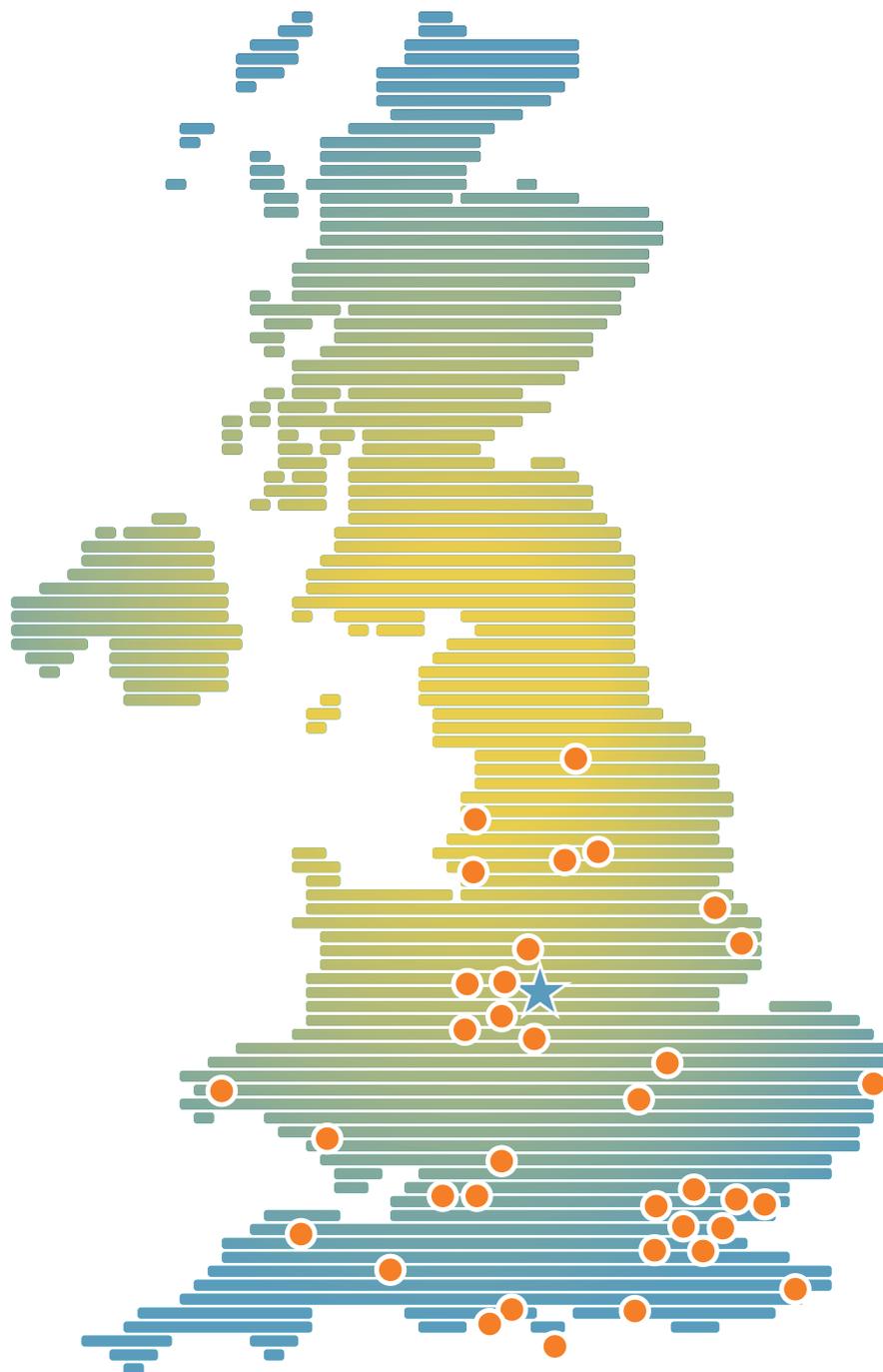
The process

We guide you through the whole process from making or receiving the offer, due diligence, negotiating the legal documents through to finally closing the deal:

- Heads of agreement, deposit, confidentiality and exclusivity agreements
- Due diligence
- Share/asset sale and purchase agreement
- Completion accounts
- Stock take provisions
- Management agreements
- Disclosure
- Advice on funding and bank security
- Property acquisitions/assignment of leases
- Refinancing

Working nationally

Based in Staffordshire but with a national coverage, Ansons pharmacy clients can be found all over the country. Below is a geographical spread of some of our most recent transactions.



Testimonials

We are very proud of the testimonials that we receive from our clients and their professional advisers. There is simply no better way for us to show you the commitment and service we provide. As the proverb says “self-praise is no recommendation”.

“The service I received from Ansons was the best I have come across in dealing with many law firms”

Buyer, London

“The Lloyds TSB Healthcare Banking Team has completed many pharmacy transactions where Ansons have been involved, either acting for the purchasers or representing the bank. The sector knowledge and expertise of the Ansons corporate team is well-acknowledged and valued, and has smoothed the passage of number of challenging deals to completion”

Lloyds TSB Healthcare Banking

“We have had regular opportunity to work with Ansons on both the sell and buy side of deals. Their professionalism and thorough understanding of the sector makes them stand out and helps drive sales, always with their clients’ interests at heart. We have no hesitation in recommending them to those looking to buy or sell a pharmacy business”

Tony Evans, Director, Christie & Co

“Hilary D’Cruz is an experienced solicitor with a detailed and practical knowledge of pharmacy sales. She kept a critical overview of our personal goals as clients and the same critical overview regarding the very detailed sale and purchase agreement. This allowed for productive negotiation, ensuring a clear awareness between legal points of importance based on our wishes and circumstances and those less so. Hilary provided sound guidance and personal attention throughout our conveyance. We have no hesitation in recommending Hilary to pharmacy owners thinking of an exit following years of hard work building up their business”

West Country, multiple owner

“We have used Hilary D’Cruz and the experienced Ansons pharmacy legal team on a number of acquisitions. Hilary has the ability to drive a transaction forward whilst considering both the legal and commercial aspects of a deal. We value the pragmatic approach that Ansons takes which enables us to achieve our goals without compromising our position”

Owner, independent multiple group

Business services

- Corporate and commercial
- Commercial property
- Environmental and planning
- Dispute resolution
- Employment.

Private client services

- Family law
- Wills, trusts and probate
- Residential property
- Personal injury

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